



Global Water Partnership South Africa
Block A, Ground Floor Hatfield Gardens
333 Grosvenor Street
Pretoria, South Africa

Date: 25th May 2023

REF: **Bid No: ITB No. T00018/2023/GEF7-IW**

Dear Sir/Madam,

SUBJECT: REQUEST FOR PROPOSAL (RFP)/BID

PROFESSIONAL CONSULTANCY SERVICES TO DEVELOP FUTURE WATER RESOURCES SCENARIOS AND ASSOCIATED ECONOMIC, FINANCIAL AND INVESTMENT ANALYSIS IN THE LIMPOPO BASIN

Global Water Partnership (GWPSA) NPC, on behalf of the beneficiary, The Limpopo Watercourse Commission (LIMCOM), is pleased to invite you to take part in a Request for Proposal (RFP)/BID for the **“PROFESSIONAL CONSULTANCY SERVICES TO DEVELOP FUTURE WATER RESOURCES SCENARIOS AND ASSOCIATED ECONOMIC, FINANCIAL AND INVESTMENT ANALYSIS IN THE LIMPOPO BASIN”** under the below conditions.

This opportunity has been advertised as an open tender process on the GWPSA Website and other water networking platforms and promotes equal opportunities among the research and development community. A quotation based on a fixed price and proposed activity schedule, is requested in the RFP/BID document **REF: Bid No: ITB No. T00018/2023/GEF7-IW**. The Bidder must submit two proposal documents in either PDF or word in a size that is transferrable via email to the GWPSA contact addresses in this Bid letter, i.e., one Full Technical proposal and one Full Financial proposal.

The deadline for submissions is **27 June 2023 at 12:00 midnight SAST** and it is our intention to award the contract shortly thereafter. The start date is estimated for **2nd week of July 2023** and is set for a duration of **45 calendar days** spread over **6 months**. Any Bid queries must be raised before **17:00hrs** on **9th June 2023** and should be directed to gwpsaprocurement@gwp.org copied to eddie.riddell@gwpsaf.org. Due to COVID-19



pandemic restrictions, Bids will be opened electronically and reviewed by the **30th June 2023 by the Technical Evaluation Committee**, including representatives from the GWPSA procurement team as well as Focal points from the four member states. Bids received after the final date of receipt of tenders will be disregarded. GWPSA may extend the final date for submission of bids for any reason it deems necessary and will notify all bidders in this event.

GWPSA NPC shall, in terms of section 58 of the Botswana Income Tax Act CAP 52:01 (Act) deduct a withholding tax at the default rate of 15% or 10% for residents of South Africa or as per the applicable Double Taxation Avoidance Agreement (DTAA) for any other country. The tax so deducted shall be remitted to the Botswana Unified Revenue Service and the company shall issue the payee/contractor with BURS' tax certificates, which may, depending on the tax laws of the country of residency of the contractor, be used to claim foreign tax credits. For the avoidance of doubt, this withholding tax applies on management or consultancy fees, which is defined in the Act as meaning, 'any amount payable for administrative, managerial, technical or consultative services or any similar services, whether such services are of a professional nature or not.' The said term may alternatively be referred to as technical fees in DTAA's.

GWPSA NPC will levy a mandatory fee for all GWP partnership networks who are engaged in consulting services with the regions. This fee will be applied at a rate of 2% of the total budget under the financial proposal and will be deducted from all invoice payments from the successful bidder. Kindly click on the "apply now" link below to register. [Apply Now - GWP](#)

PROPOSED STANDARD TECHNICAL PROPOSAL EVALUATION CRITERIA

The technical proposal contributes 80% of the total and final evaluation score whilst the financial proposal carries 20% of the weighted score. The Proposal that scores 75% and more will proceed to the financial evaluation stage. This addendum provides a detailed breakdown of how the technical proposals will be evaluated and scored.

Summary of Technical Proposal Evaluation Forms		Score Weight	Points Obtainable
1	Expertise of Firm / Organization / Individual	30%	30
2	Proposed Methodology, Approach and Implementation Plan	40%	40
3	Management Structure and Key Personnel	30%	30
TOTAL		100%	100

Technical Proposal Evaluation (FORM I)		
Expertise of the Firm / Organization/Individual		Points Obtainable
1.1	Reputation of Organization and Staff / Credibility / Reliability / Industry Standing General Organizational Capability which is likely to affect implementation - Financial Stability - Loose consortium, Holding company or One firm - Age/size of the firm - Strength of the Project Management Support - Project Financing Capacity - Project Management Control	10
1.2	Extent to which any work would be subcontracted (subcontracting carries additional risks which may affect project implementation, but properly done it offers a chance to access specialized skills.) Quality assurance procedure, warranty	10
1.3	Relevance of: - Specialized Knowledge - Experience on Similar Programme / Projects - Experience on Projects in the Region - Work for major multilateral/ or bilateral programmes	10
SUB TOTAL		30

Technical Proposal Evaluation (FORM II)		
Proposed Methodology, Approach and Implementation Plan		
2.1	To what degree does the Proposer understand the task? Have the important aspects of the task been addressed in sufficient detail? Are the different components of the project adequately weighted relative to one another? Is the proposal based on a survey of the project environment and was this data input properly used in the preparation of the proposal?	15
2.2	Is the conceptual framework adopted appropriate for the task? Is the scope of task well defined and does it correspond to the TOR? Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation to the project?	25
SUB TOTAL		40



Technical Proposal Evaluation (FORM III)	
Management Structure and Key Personnel	
3.1	Team Leader – Future Water Resources Development Assessment General Qualification Suitability for the Project - International experience - Experience in the SADC region river basin organisations (RBOs) and Limpopo basins with regards to scope of work - Prior experience in Future Water Resource Development Assessment through water allocation planning, resource economics, climate futures scenarios integration - Experience working at Commissioner level - Training experience - Professional experience in the area of specialization - Knowledge of region - Language qualification
	30
SUB TOTAL	
	30
GRAND TOTAL	
	100

Bid submissions should be addressed to:
 Procurement Department
 Global Water Partnership South Africa
 Block A, Ground Floor Hatfield Gardens
 333 Grosvenor Street
 Pretoria South Africa

and emailed to gwpsaprocurement@gwp.org and copied to eddie.riddell@gwpsaf.org (note email submissions should be in batches each less than 10Mb)

The Work will be administered under a standard Consulting Agreement, compliant with the GWPSA NPC Procurement Policy.

We very much look forward to your response and appreciate your participation on this project.

Yours sincerely,

Mr. Mark Naidoo
GWPSA Operations



TERMS OF REFERENCE FOR PROFESSIONAL CONSULTANCY SERVICES TO DEVELOP FUTURE WATER RESOURCES SCENARIOS AND ASSOCIATED ECONOMIC, FINANCIAL AND INVESTMENT ANALYSIS IN THE LIMPOPO BASIN

Financing Agency: Global Environment Facility (GEF)

GEF Implementing Agency: United Nations Development Programme (UNDP)

UNDP Executing Agency: Global Water Partnership Southern Africa (GWPSA)

Client/Project Responsible Party: Limpopo Watercourse Commission (LIMCOM)

Location: The Limpopo River Basin in Botswana, Mozambique, South Africa, and Zimbabwe

Assignment Tenure: 6 months

1. BACKGROUND

The Limpopo Watercourse Commission (LIMCOM) was established in 2003 to manage the shared transboundary waters of the Limpopo River Basin (LRB). The LRB covers four riparian countries, the Republics of Botswana, Mozambique, South Africa, and Zimbabwe - with an estimated catchment area of 408,000 km². The river flows to the northeast from South Africa, where it creates the border between South Africa and Botswana and then the border between South Africa and Zimbabwe, before crossing into Mozambique and draining into the Indian Ocean. The distance from the confluence of the Marico and Crocodile Rivers in South Africa to the Indian Ocean at Xai-Xai in Mozambique is estimated at 1,750 km. The LRB is home to an estimated 18 million people in the four riparian states and is expected to be over 20 million in 2040. The basin's population expansion is attributed to natural population growth estimated at around 2.3 per cent per year, and to urban and transboundary migration, especially in Botswana and South Africa. The threats to the socio-economic and environmental services of the Limpopo River Basin, and their immediate underlying causes, can be summarized as follows:

- Increasing water scarcity and hydrological variability, exacerbated by climate change
- Water quality degradation
- Land degradation
- Increasing pressures on groundwater resources

Improved water resource management, including the equitable allocation of water between upstream and downstream areas and among urban and rural users, is a critical challenge for the future development of the Limpopo River Basin. The UNDP-GEF Limpopo Project *Integrated Transboundary River Basin Management for the sustainable development of the Limpopo River Basin* aims to undertake a suite of activities designed to strengthen joint management and planning capacity and practices at the transboundary basin level. These activities will be implemented under five (5) project components:



Component 1: strengthening the capacities of LIMCOM Member States and the LIMCOM Secretariat to support IWRM implementation at the basin level

Component 2: addressing critical information gaps that prevent effective IWRM implementation; developing information management tools to consolidate information and present it to policymakers and other audiences to raise awareness of issues critical to the sustainable management of the Limpopo River Basin

Component 3: carrying out a Transboundary Diagnostic Analysis - Strategic Action Program (SAP) process to build trust among countries through joint development of information, approaches and strategies.

Component 4: implementing pilot Sustainable Land Management (SLM) activities with the goal of reducing land degradation and demonstrating the link between SLM activities and reduced sedimentation, as well as promoting the replication of land degradation control activities in the basin; and,

Component 5: supporting knowledge exchange with other RBOs in the region to support the effective and efficient delivery of project results.

2. OBJECTIVES OF CONSULTANCY

LIMCOMs vision and objectives are facilitated through the joint Integrated Water Resources Management (IWRM) plan for 2018-22 and will be further guided by the output of the GEF program and other recent programs with a transboundary focus in the Limpopo. In many respects the Limpopo River Basin is a closed basin in terms of already allocated water resources but needs to achieve equity and sustainable growth whilst also providing prior rights in the form of socio-environmental flows and adapting to a changing hydroclimatic regime.

The fundamental goal of water resource planning and management is to match the demand for water by the socio-economic system with the supply (quantity and quality) of the water system through administrative control and management (water regulations/laws and infrastructure), without compromising ecosystem sustainability. The assessment criterion for basin development scenarios covers the triple bottom line of economically beneficial, socially just, and environmentally sound development. Changes in water resource systems are driven by changes in three related sub-systems; the climate system, the socio-economic system and the management system. Water consumption patterns and water demand by different users in a basin are directly affected by important socio-economic variables including population growth, economic development, technological change, and water and land use practices. Changes in temperature, precipitation and evaporation have a direct impact on water availability and water demand (i.e. climate system). Management intervention such as water allocation strategies, legislative standards, and political intervention play an important role in influencing future pathways of water resources development and management.

Insights into potential futures can be evaluated through investigation of different projects, development priorities and constraints to determine what can be accommodated within a basin's water resources development space. Scenarios should consider trade-offs and the corresponding water balance (supply and demand), including the impact on current developments, and provide a basis for informing deliberations on the potential future that is mutually beneficial to stakeholders.



Scenarios are usually informed by the following key considerations, within the context of climate change:

- **Energy Security:** Review of planned hydropower development plans and determination of the acceptable marketable energy from hydropower and the level of prioritisation of energy production over other water uses, i.e. the hydropower configuration that would give near-optimal outcomes considering other competing uses.
- **Food Security/Agricultural Investment:** Optimise calorie production to achieve the highest potential for food security, primarily through expansion of irrigated agriculture, within the constraints dictated by other use requirements, and hence determine the level of prioritisation of food production over other water uses.
- **Mining/Urban/Industry:** Review of planned urban, mining, and industrial development plans and determination of the level of prioritisation.
- **Ecosystems and Biodiversity:** Review of planned developments while providing for the full maintenance of in-stream flows for ecosystems, the maintenance of healthy wetlands, and adequate flows for flood and delta protection.

The natural resources of the Limpopo River basin will need to be utilized further to support the development needs of the basin countries and their populations for the countries to achieve their respective Sustainable Development Goal (SDG) targets. To ensure future development activities are sustainable and improve all three pillars of sustainable development (economic, social and environmental) and achieve a balance between development goals and efforts to maintain or restore ecosystem integrity, analyses of trade-offs will provide useful information to decision-makers to determine future development trajectories. Furthermore, this will provide important information that will be disseminated to stakeholders.

This analysis will undertake the following activities:

- Review of water resources development scenarios developed under other programs within SADC River Basin Organisations (RBOs)
- Formulate various water resources development scenarios, including climate change scenarios that take into account data and information on the climate and hydrology of the Limpopo River Basin, as well as the risks and threats, water resources, populations and infrastructure exposed to potential climate change impacts (e.g. flooding, drought, streamflow impacts, etc.); and different investment options (e.g. water demand management or WDM, conjunctive use and management of surface water and groundwater resources) and sector development options. The climate change elements of this activity will build on the CRIDF-supported project “Development of Climate Change Scenarios for the Limpopo River Basin”, which is developing climate change scenarios based on the review of climate change projections undertaken under the Limpopo Monograph study. Furthermore, there is a range of other anticipated climate future assessment products (inter alia hydrological, natural resource management) that have been undertaken for parts of and/or the entire basin, and these should be included in the review.
- Carry out socio-economic, financial and investment analyses relevant to the various future scenarios. This work will borrow from experiences such as the Multi-sectorial Investment Opportunity Analysis (MSIOA) developed for other RBOs, which estimated the best return from



investing a cubic meter of water either in various sectors (e.g. agriculture, mining, domestic supply), using economic indicators such as Net Present Value; social indicators such as job creation; household income; Gender Equity & Social Inclusion (GESI); and environmental indicators such as ecosystem health.

Importantly, GEF project support on the future water resources development scenario analysis will inform LIMCOM's technical advice to its member states and influence future decision-making for the basin's sustainable development. Specifically, the specialist outputs of this consultancy will also be used to inform the development of a first-generation Transboundary Diagnostic Analysis (TDA) for the LRB. Through this, the countries will agree on a set of transboundary priorities for the basin, which will guide both transboundary and national investments in the future, through a Strategic Action Program (SAP) and National Actions Plans (NAPs)

The LIMCOM Secretariat seeks to recruit a consultant(s) with experience in future water resources scenario planning and to develop materials to suitably summarize as inputs to the TDA process and for broader dissemination to stakeholders. They will work in close cooperation with the LIMCOM Secretariat and the Project Management Unit of the GEF7 project implemented through the Global Water Partnership, Southern Africa (GWPSA) office. The team will be expected to attend a program integration workshop to align with other thematic areas of the GEF7 program.

3. DELIVERABLES FOR FUTURE SCENARIOS ANALYSIS

The consultant(s) will deliver the following outputs:

- 3.1 Inception Report and financial plan
- 3.2 Attend the GEF7 Project Integration workshop to align with the various other workplans
- 3.3 Narrative Report on future transboundary management scenarios in the Limpopo Basin (Literature Review and qualitative approaches)
- 3.4 Semi-quantitative Future Water Use Development Scenarios for a 2060 Planning Horizon.
- 3.5 Semi-quantitative future water demands scenarios for each member state integrated at the basin level
- 3.6 Policy Outputs Report with quantified indicators for future water resource management considerations (positive and negative) that will be inform workshop inputs for TDA Causal Chain Analysis
- 3.7 Data Package of future flows scenarios that can be utilised in the following parallel activities under the GEF7 project: sediment transport modelling at basin scale; Integrated flow assessments for the Limpopo Basin.
- 3.8 Semi-quantitative options analysis for resource economics analysis of trade-offs at basin scale for planning and investment
- 3.9 Presentation of the Future Water management scenarios to the Project Steering Committee.
- 3.10 Policy Briefs produced in English and Portuguese



Where possible the aforementioned outputs should be inclusive of Gender Equity and Social Inclusion (GESI) reporting as required by UNDP/GEF indicators framework and the project Stakeholder Engagement Strategy.

4. EXPECTED OUTPUTS OF THE CONSULTANCY

- 4.1 Transboundary Future Water Resources Development trajectories for the LRB developed and in format for use in the Causal Chain Analysis workshops of the TDA and for Integrated Flows assessment of the basin.
- 4.2 Regular engagement with the GEF7 Project Management Unit
- 4.3 Engagement with the TDA and EFlows experts throughout the duration of the consultancy

5. TIMELINE

It is anticipated that the consultancy will run from 15th July 2023 to 31 December 2023. The anticipated number of days is expected to be 45 for this assignment.

6. WORKSTATION

The consultancy may be expected to travel to the LIMCOM countries (Botswana, Mozambique, South Africa and Zimbabwe), as necessary. When necessary, office space can be provided by the hosting institutions. All travels require prior authorization by the GWPSA.

7. QUALIFYING REQUIREMENTS FOR THE CONSULTANT/FIRM

7.1. Eligibility

The consultant should be a registered entity or individuals with proven experience in the technical process of future water use analysis (*inter alia*: water resources engineer, hydrologist, resource economists). The consultant (or team) should have the following qualifications and experiences:

- 7.1 A minimum of an MSc degree in Water Resources Management, Hydrology, Resource Economics and planning or other related fields.
- 7.2 At least 10 years' experience working with governments and international agencies.
- 7.3 Sound understanding of International River Basin Management principles and approaches.
- 7.4 Demonstrated experience in working with participatory methodologies.
- 7.5 Knowledge or experience in working on issues of governance, policy development, and strategy formulation.
- 7.6 Excellent and demonstrated communication, consultation, editing and drafting skills.
- 7.7 Working experience and production of documents in English. Portuguese language skills are an asset. Knowledge of transboundary issues in the Limpopo region is a distinct advantage.



8. APPLICATION FOR CONSULTANCY

The applicant is expected to submit separate Technical and Financial Proposals clearly detailing total number of days to complete the work and daily rates inclusive of all anticipated costs in United States Dollars (USD) during the period of assignment. The term “all-inclusive” implies that all costs (professional fees, communications, consumables, VAT etc.) that could be incurred by the consultant in completing the assignment are already factored into the daily fee submitted in the proposal. However, travel costs should be identified separately in line with proposed activities and allocated consulting days.

Electronic Technical and Financial proposals should be submitted in the English Language with a subject line clearly titled: “PROFESSIONAL CONSULTANCY SERVICES TO DEVELOP FUTURE WATER RESOURCES SCENARIOS AND ASSOCIATED ECONOMIC, FINANCIAL AND INVESTMENT ANALYSIS IN THE LIMPOPO BASIN” through email to mark.naidoo@gwpsaf.org with a copy to eddie.riddell@gwpsaf.org by no later than the 27 June 2023.