

# **SANITATION FOR ALL PROJECT (DP.2469)**

**REQUEST FOR EXPRESSION OF INTEREST (REOI)**

**INFORMATION SESSION**

**September 2023**

## PRESENTATION SCOPE

1. Introductions and Agenda
2. Sanitation for All project overview
3. Overview of the procurement process
4. AOB
5. Closure

# 1. INTRODUCTIONS & AGENDA

# AGENDA

Time	Activity	Responsible
11.00 – 11.15am	<b>Opening Remarks</b> ☞ Purpose of the meeting	IOM – Juan Quintero
11.15 – 11.25am	<b>Introductions and clarifying the agenda</b>	IOM – Abebaw/Doy
11.25 – 12.00am	<b>Sanitation for all project presentation</b> ☞ Overview of the project - Scope and objectives ☞ Implementation progress – Needs assessment findings <ul style="list-style-type: none"> <li>○ Presentation (25 mins)</li> <li>○ Reactions (15 mins)</li> </ul>	IOM – Evans
12.00 – 12.20am	<b>Pre-qualification of vendors</b> ☞ Eligibility and Evaluation Criteria	IOM – Abebaw/Doy
12.20 – 12.50pm	<b>Next steps</b> ☞ EOI Evaluation and results communications ☞ Ideation session ☞ Request for Proposals for Innovation Partnership(s) ☞ Engagement modalities	IOM – Abebaw/Doy
12.50 – 13.00pm	<b>Closing remarks and adjournment</b>	IOM

## Purpose of the meeting

- ☐ To provide context of sanitation challenges faced by people suffering from incontinence and young children unable to use latrines in Ethiopia and specific needs based on the needs assessment findings
- ☐ To ensure participants have a clear understanding of the Sanitation for All project by highlighting key aspects of the project
- ☐ To clarify the procurement processes and the requirements expected from interested vendors
- ☐ To enable prospective bidders to engage with the project leads and if appropriate form alliances with fellow attendees for any joint bidding

## 2. PROJECT OVERVIEW AND IMPLEMENTATION PROGRESS

## Project Information

### ☐ What is the problem?

- Lack of suitable access to sanitation for people with incontinence and very young children.

### ☐ Why is this a problem?

- Individuals are either not provided with a solution to their sanitary needs, or provided with disposable items, thereby being expensive, unsustainable and difficult to safely dispose of within humanitarian contexts
- Management of young children's feces is often **overlooked or not adequately** provided for in humanitarian settings
- **Young children** in contexts where diapers are not readily available often **face inadequate sanitation solutions** resorting to open defecation

### ☐ How is the project addressing the challenge?

- Find one or more sustainable solution(s) that are environment-friendly, reduce care-giving, and promote the local economy through local production of the solutions.

### ☐ Where are we working at?

- Gambella and Dire Dawa/East Hararghe zone

### Project Objectives

- ❑ **Overarching objective:** Contribute to reduced associated health risks due to open defecation and decrease stigmatization for people with special needs in Ethiopia.
  
- ❑ **Outcome:** Improve hygienic and sanitation practices for babies and toddlers, as well as improve sanitation condition for people affected with incontinence.
  
- ❑ **Outputs**
  - Market assessment and private sector mapping and engagement is conducted
  - Appropriate design based on the needs is decided and production of items is completed
  - Women are equipped with knowledge and material to start the piloting at local level
  - Global dissemination and communication of the proposed solution



### Key Activities

#### Phase 1

- Needs Assessment
- Market Dialogue
- Innovation Partnership(s)

#### Phase 2

- Proto-typing, field testing and further piloting
- Capacity Building of local enterprises/groups
- Dissemination and knowledge sharing

### Key Features

- ☐ Partnership with the private sector in co-designing a solution(s)
- ☐ Designing innovation based on needs expressed by beneficiaries and established gaps in the market
- ☐ Piloting of the identified solution(s) before scale up and diffusion
- ☐ Capacity building of local enterprises for local production of innovated solutions
- ☐ Contribute to local and global knowledge on effective management of incontinence and sanitation of young children

# Needs Assessment Findings

## A. Incontinence



### Finding

**Low awareness** of incontinence, available services, including treatment and products to manage the condition

### Assessed need

- Community sensitization on incontinence, available services and management products
- Economic empowerment of incontinent people/caregivers



**Low supply and demand** of incontinence management products - lack of awareness of **existence** of such products and **unaffordability** of the products.

- Create awareness about existence of incontinence management products.
- Promote local production of affordable products



**High cost of the sanitary products** coupled with financial constraints due to poverty - Adult diapers are rarely available at the local markets and where they are available, the cost is very high.

- Increase variety of affordable products in the local market.

## A. Incontinence



### Finding

**Inadequate supply of soap, water, and improved latrines** - People have had to spend additional money to buy water. Latrines in the refugee camps have been filled up

**Poor mental health** - Loss of self-esteem, social isolation, restricted movements, stigmatization and discrimination; Effect on SRH; Rejection and divorce; Depression and suicidal tendencies

**Violence against people with incontinence** - Incontinent men and women with additional vulnerabilities especially PLWD or are of advanced age are neglected or abused

### Assessed need

- Increase quantity of soap and water for incontinent people
- Ensure water supply facilities are functional
- De-sludge or construct new latrines in affected refugee camps

- Psychosocial support to affected people
- Community sensitization on care and support for affected people
- CB of health care workers

- Community sensitization
- Advocate for inclusion of incontinent people into social protection programmes
- Livelihood ventures

## B. Child Feces Mgt.



### Finding

**Open defecation and open field disposal of children's faeces** - Due to lack of latrines and alternative means to dispose of faeces

### Assessed need

- Community sensitization on the risks of open defecation and unsafe CFD
- Provide sanitary solutions appropriate for children <3 years



**Limited diversity of products** to manage faeces for children < 3 years – Most use pieces of clothes, plastic sheets, soap, and disposable diapers. Reusable diapers are usually in short supply leading to caregivers buying disposables

- Increase range of affordable and acceptable products including reusables.
- Promote livelihood ventures for local enterprises to manufacture baby diapers



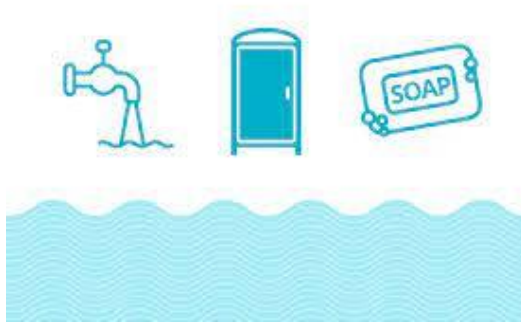
**High cost of sanitary products for children** - Although disposable diapers are commonly available in the local market, they are **unaffordable** to most poor HHs.

- Increase variety of affordable and acceptable products in the local market.

## B. Child Feces Mgt.

### Finding

### Assessed need



**High cost related to purchase of water and soap** to wash soiled clothes - Inadequate water supply has often compelled caregivers into buying additional water and soap further incurring costs.

- Advocate for increased provision of soap and water for HHs with children
- Ensure that the water supply facilities are functional



**Children with disabilities face additional challenges** related to mobility and access to facilities –

- Latrines constructed are not child-friendly and do not consider their special needs
- Children lack adequate supply of sanitary clothes, water and soap

- Provision of child-friendly latrines that consider accessibility of children with special needs
- Advocacy for increased supply of soap and water for HHs with children with special needs

## Summary of Coping Mechanisms

Incontinence	Child Feces management
Use of clothes	Use of clothes
Use of commode chairs	Open defecation
Use of local diapers	Use of plastic (waterproof) sheet
Use of plastic and blocking items to prevent dripping	Cleaning of soiled materials(clothes) using only water ... and ash
Open defecation and use of diapers and clothes for incontinent children	Use of potty



## Challenges and Opportunities

### Incontinence

#### Challenges

- ☞ **Poor knowledge** about incontinence;
- ☞ **Low supply and demand** of incontinence management products;
- ☞ **High cost** of incontinence management products coupled with poverty.
- ☞ Most existing products are **not reusable and are difficult to dispose of** in humanitarian context.

#### Opportunities

- ☞ Increase demand of incontinence management solutions through **marketing**.
- ☞ Venture into **new market contexts** (humanitarian settings).
- ☞ Establish **partnerships** through collaboration with local groups to develop new solutions for low-income consumers in humanitarian context

### Child Feces Management

#### Challenges

- ☞ **Limited diversity** of products for managing child feces.
- ☞ **Prohibitive cost** of the existing products.
- ☞ Most existing products are **not reusable and are difficult to dispose of** in humanitarian context.
- ☞ **Open defecation** and open field disposal of children's faeces is rampant

#### Opportunities

- ☞ **Collaborate** with local groups to develop solutions for low-income consumers.
- ☞ **Develop new** solutions/products to manage child feces.
- ☞ Increase demand of the solutions through **marketing**.



## Project Information cont'.....



### 3. PROCUREMENT PROCESSES

## Expression of Interest (EOI)

### Eligibility Criteria

- ☐ Entity belongs to the private sector, - social enterprise, business
- ☐ Legally registered entity
- ☐ Presence or ability to work in Ethiopia
- ☐ Interested party is not suspended, nor otherwise identified as ineligible by any UN Organization, the World Bank Group, or any other international organization.
- ☐ Entity has not declared bankruptcy, is not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against the entity that could impair its operations in the foreseeable future.

### Evaluation Criteria

- ☐ Submission of Letter of expression of interest
- ☐ Provision of company profile and management structure (including owners, key, and technical personnel)
- ☐ Previous experience working on sanitation solutions for people suffering from incontinence and sanitary solutions for young children or similar solutions.
- ☐ Reference list of previous assignments demonstrating experience relevant for participating in this upcoming bidding process
- ☐ Commitment to innovation - Evidence of contribution to previous innovative partnerships or innovation projects or innovative products/services development.
- ☐ Commitment to environmental conservation – Evidence of climate-friendly innovations.

