

# Terms of Reference -Technical Assistance services for Water and Sanitation lending to households and Small & Medium Enterprises (SMEs) in West Africa

Location: Nigeria - West Africa

Effective: March 2023

## **BACKGROUND**

Water.org is a global non-profit organization working to bring water and sanitation to the world. Water.org has decades of expertise supporting emerging markets financial institutions (FIs) to develop water and sanitation loan products and portfolios. Water.org specializes in correcting market failures in the water and sanitation sector, especially by providing technical assistance to financial institutions (FIs) to help them build water and sanitation loan products and/or expand water and sanitation lending.

WaterEquity is the first asset manager dedicated to mobilizing private sector investments to accelerate universal access to water and sanitation in emerging markets. One of WaterEquity's primary investment strategies is investing in financial institutions to expand water and sanitation lending to underserved households and businesses. Since 2016, WaterEquity has raised three funds with total investor commitments exceeding \$200M and over \$150M in loans disbursed to over 35 borrowers in nine countries.

Water.org and WaterEquity work together to align the market building activities of Water.org and the investment activities of WaterEquity.

Water.org is contracting a consultancy firm to,

1. Deliver technical assistance services to Financial Institutions on water and sanitation lending.
2. Deliver business development services to strengthen and expand WaterEquity's investment opportunities with microfinance institutions, banks, and other non-banking financial institutions.

## **SCOPE OF SERVICES**

In consultation with the Regional Lead Financial Institutions Services for Africa, the consultant will deliver technical assistance (TA) services in the region including marketing, identification of potential Financial Institutions, and design and delivery of TA services.

The services will focus on building Financial Institution capacity in two primary areas:

1. Retail lending to households for water and sanitation via housing, home improvement, or dedicated water and sanitation loan products; and
2. Micro, Small and Medium Enterprise (MSME) lending to utilities, enterprises and corporates delivering water and sanitation products or services.

The ideal consultant should be a proven collaborator and networker, with the skills and attitude to deliver the required services, maintain effective coordination among the collective stakeholders of the partnership, have direct experience with both Financial Institution product development and investments in Financial Institutions.

The expected level of effort is 20 hours per week.

### **Specific Services to be Provided by the Consultant:**

#### 1. Strategy Development

- Design a business strategy for delivering cost-effective, customized, client-driven services in Nigeria - West Africa
- Support market research in at least 3 markets in West Africa (Francophone and Anglophone countries) which will be determined by the Water.org team and starting with Nigeria.

#### 2. Delivery of Financial Institution Services

- Identify and screen at least 5 financial institutions in West Africa who would be interested in water and sanitation lending TA.
- Present at least 5 Financial Institution candidate opportunities to WaterEquity's regional investment management team.
- Provide technical assistance services to at least 5 FIs, which includes designing training and marketing materials for FIs as determined by the Water.org team.
- The Consultant will provide technical assistance to FI partners for services related to market demand assessments, loan product development, sales and marketing, portfolio monitoring and evaluation, etc.
- Leveraging existing materials of Water.org, the Consultant will develop training materials based on the technical assistance needs of our FI partners.

#### 3. Portfolio Analysis

- Create and maintain a report of portfolio progress and track impact from all FIs for which the consultant provides TA services.
- Provide performance reports for projects to demonstrate impact as defined by specific project deliverables and provide data/input as needed on the status of projects.

#### 4. Network and Assist New Partner Development:

- The Consultant will network with potential FI partners to create a robust list of institutions interested in collaboration with Water.org and WaterEquity.
- The Consultant will present Financial Institution candidates to WaterEquity's Regional Director.
- The Consultant will develop work plans for technical assistance implementation, in conjunction with the FIs, for new projects that arise.

- The Consultant will network with potential WSS (Water Supply and Sanitation) stakeholders such as utilities, government agencies, NGOs, and development finance institutions to identify potential opportunities for collaboration to support SME (Small and Medium Enterprise) and utility lending.

#### 5. Knowledge Management

- Support, as a consultant, the Water.org and WaterEquity partnership at relevant sector events and investor discussions as may be required.
- Capture lessons learned on service delivery and support cross-company coordination between Water.org and WaterEquity in the region.

### **REQUIRED QUALIFICATIONS AND EXPERIENCE**

- Registered firm with knowledge of the financial sector in the region
- Ability to work with diverse financial institutions (Commercial Banks, Microfinance, Non-banking financial institutions), and tailor make services to suit their needs.
- Ability to communicate and articulate issues both in French and English
- Availability to respond to additional questions regarding the above in a timely manner.
- Minimum of ten years of experience at bank or working directly with banks in West Africa, such as delivery of consulting or technical assistance
- Experience in SME or utilities loan product development and scaling, preferably focused on green infrastructure and/or water and sanitation loans
- Experience in training staff or implementing training programs preferred
- Familiarity with water and sanitation service delivery market in West Africa including landscape of water utilities and SMEs active in the water value chain.
- Exceptional organizational skills, attention to detail, resourcefulness, and ability to multi-task and adjust to changing priorities
- Innovative mind-set oriented toward constructive problem-solving and collaboration with stakeholders from various sectors.
- Excellent verbal and written communications, management, leadership, teamwork, networking, and budgeting skills.
- Ability to travel within Nigeria and West Africa as required.

### **TIMING**

The consultancy assignment will be for a period of 12 months and is expected to start on March 1, 2023.

## APPLICATION INFORMATION

Consultants interested in this opportunity should submit the following information to [africaproposals@water.org](mailto:africaproposals@water.org), copied to [mngunjiri@water.org](mailto:mngunjiri@water.org) and include “Consultant: Nigeria” in the subject line:

- CV or resume
- Cover Letter describing your previous experience
- Examples of 2-3 relevant projects completed in the past and profile of resources, with your reference’s contact information for each
- Availability (for example, provide an estimated number of hours available per month)
- Daily rate or compensation expectations

Water.org will review information as it is received and will reach out to qualified parties for any additional information.

Contract structuring, either based on deliverables or time plus expenses, shall be based on the consultant’s expertise, availability, and mutual preferences.