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TERMS OF REFERENCE

Consultant for Safely Managed Sanitation Policy, Financing and Systems Strengthening in Nepal

CONTRACT MODALITY	Individual Consultancy
DUTY STATION	Kathmandu, Nepal (Office based)
DURATION OF CONTRACT	7 months

Purpose of Assignment

The purpose of this assignment is to support UNICEF and government partners in strengthening the enabling environment for safely managed sanitation financing in Nepal by assessing the sanitation financing landscape, identifying viable financing mechanisms and partnerships, addressing policy and institutional barriers, and developing practical approaches for mobilizing, tracking, and scaling sanitation investments.

Scope of Work

To strengthen the national enabling environment for sanitation financing and support integration of sustainable financing mechanisms within the National Sanitation Flagship Programme (NSFP) and national WASH sector policies, strategies and financing frameworks the consultant will assume this assignment with following scope of works:

1. Assess the national sanitation financing landscape and establish a baseline

- Review national policies, strategies, plans, budgets, expenditure and financing flows relevant to safely managed sanitation and FSM.
- Map existing and potential public, development, private, climate, concessional, results-based and blended financing sources.
- Analyse financing gaps across the sanitation service chain disaggregated by service-chain stage where data allow.
- Establish a 2026 financing baseline and a practical methodology for tracking financing mobilised or influenced during the programme period, including public, development-partner, private, climate and results-based financing
- Identify institutional, policy, regulatory and market barriers to sanitation investment.
- Develop recommendations consistent with the National WASH Financing Strategy and NSFP.

2. Develop appropriate sanitation financing mechanisms

- Review the suitability of catalytic and blended financing instruments for Nepal's sanitation context.
- Assess options such as matching grants, viability-gap financing, results/output-based financing, concessional financing, credit enhancement/de-risking, municipal co-financing and public-private financing.
- Assess the feasibility, eligibility, additionality and risks of potential financing instruments and recommend the most appropriate mechanism(s) for demonstration in Nepal, subject to feasibility and approval. Develop financing tracking methodology, financing structure, eligibility criteria, contribution/disbursement arrangements, verification arrangements, risk management framework and implementation modalities.

- Support UNICEF and government counterparts in initiating the mechanism including at the municipal level, subject to approval and feasibility.

3. Strengthen national Level Financing partnerships and institutional engagement

- Map relevant financial institutions, development finance institutions, climate-finance institutions, development partners and private investors.
- Engage with IFIs, development banks, climate-finance institutions, domestic financial institutions, development partners and potential private investors to explore financing opportunities for the identified sanitation investment pipeline.
- Identify potential financing partners for sanitation investments
- Prepare targeted engagement and investment promotion strategy, together with support materials.
- Facilitate technical discussions between potential financiers and government/project owners under UNICEF guidance.
- Support financing/investment forums and business-matching opportunities.
- Maintain a financing engagement and opportunity tracker established covering both national, provincial and municipal level engagement.

4. Develop national scale-up and replication framework

- Consolidate evidence and lessons generated through the subnational demonstration work.
- Identify financing approaches that can be replicated in additional NSFP municipalities.
- Define institutional arrangements, financing pathways and enabling conditions for scale-up.
- Develop practical tools, templates and guidance to support for replication.
- Develop practical recommendations and tools for integrating the demonstrated financing approach into the NSFP and replicating it in additional priority municipalities.

Work Assignments Overview	Deliverables/Outputs	Delivery deadline to complete the deliverable
Deliverable 1 Inception Report	Inception report submitted and approved, including: o Detailed methodology and workplan. o Approach aligned with the NSFP, national WASH sector frameworks. o Stakeholder mapping and engagement plan. o Data collection tools and assessment framework. o National stakeholder consultation and field visit schedule.	10 December 2026 8 days
Deliverable 2 National sanitation financing landscape assessment, baseline and investment gaps established	o National sanitation financing landscape assessment report developed, providing a comprehensive overview of policies, strategies, institutional arrangements, expenditure patterns, financing flows, and investment trends for safely managed sanitation and FSM. o Financing source mapping completed, identifying existing and potential public, development-partner, private-sector, climate, concessional, results-based, and blended financing opportunities for sanitation. o Sanitation financing gap analysis completed, highlighting funding needs and investment gaps across the sanitation service chain. o National sanitation financing baseline (2026) and financing-tracking methodology established to monitor financing mobilized, leveraged, or influenced through NSFP implementation. o Key institutional, policy, regulatory, market, and financing barriers affecting sanitation investments identified and documented. o Strategic recommendations prepared to strengthen sanitation financing within the framework of	20 January 2027 15 days

	the National WASH Financing Strategy and NSFP.	
Deliverable 3 Appropriate sanitation financing mechanisms identified and operational framework developed	o Assessment of catalytic, blended, and innovative sanitation financing instruments completed, including analysis of their applicability to Nepal's sanitation sector. o Feasibility assessment of financing options completed, covering matching grants, viability-gap financing, output-based financing, concessional financing, municipal co-financing, de-risking instruments, and public-private financing approaches. o Recommended sanitation financing mechanism(s) identified, supported by clear justification, implementation rationale, and expected value addition. o Operational framework developed for the selected financing mechanism(s), including financing structure, eligibility requirements, governance arrangements, contribution and disbursement modalities, verification procedures, and risk management measures. o Financing performance and results-tracking framework established to support monitoring and reporting of the proposed mechanism. o Implementation roadmap prepared to support piloting and operationalization of the financing mechanism(s) under NSFP and related sector programmes. The roadmap should distinguish between activities that can be initiated during the consultancy and those requiring further government approval, financing commitments or partner	28 February 2027 20 days

	agreement	
Deliverable 4 National Level Financing partnerships and institutional engagement strengthened	o Mapping of potential sanitation financing partners completed, including financial institutions, development finance institutions,climate-finance entities, development partners, and private-sector investors. o National sanitation financing engagement and investment promotion strategy developed to guide institutional outreach and partnership development. o Financing and investment opportunity package prepared, including investment briefs, partnership profiles, and engagement materials for targeted stakeholders. o Technical engagement and consultation processes facilitated between government counterparts, development partners, financial institutions, and prospective investors. o Financing opportunities and partnership prospects identified and documented for priority sanitation investments. o Financing engagement and opportunity tracker established and regularly updated to monitor discussions, partnership opportunities, and follow-up actions at national, provincial, and municipal levels.	31 March 2027 20 days
Deliverable 5 National scale-up and replication framework developed	o Evidence, lessons learned, and emerging good practices from subnational sanitation financing initiatives synthesized and	31 May 2027 15 days

	documented. o Replicable sanitation financing approaches identified and assessed for application in additional NSFP municipalities. o National scale-up framework developed, defining institutional roles, financing pathways, implementation arrangements, and enabling conditions required for replication. o Practical guidance package developed, including tools, templates, and operational guidance for adoption of sanitation financing approaches by government and sector stakeholders. o Strategic recommendations prepared for integrating proven sanitation financing approaches into NSFP implementation and future sector programming. o Action plan developed for phased replication and scale-up of sanitation financing mechanisms across priority municipalities.	

Payment Schedule:

Payment will be made on submission and acceptance of deliverables. UNICEF reserves the right to withhold payment in case the deliverables submitted are not up to the required standard or in case of delays in submitting the deliverables on the part of the consultant.

Important Notes

- Individuals engaged under a consultancy or individual contract will not be considered "staff members" under the Staff Regulations and Rules of the United Nations and UNICEF's policies and procedures and will not be entitled to benefits provided therein (such as leave entitlements and medical insurance coverage). Their conditions of service will be governed by their contract and the General Conditions of Contracts for the Services of Consultants and Individual Contractors. Consultants and individual contractors are responsible for determining their tax liabilities and for the payment of any taxes and/or duties, in accordance with local or other applicable laws.
- The selected candidate is solely responsible for ensuring that the health insurance (and visa if applicable) required to perform the duties of the contract are valid for the entire period of the contract. Selected candidates are subject to confirmation of fully-vaccinated status against SARS-CoV-2 (Covid-19) with a

World Health Organization (WHO)-endorsed vaccine, which must be met prior to taking up the assignment. It does not apply to consultants who will work remotely and are not expected to work on or visit UNICEF premises, programme delivery locations or directly interact with communities UNICEF works with, nor to travel to perform functions for UNICEF for the duration of their consultancy contracts.

- UNICEF offers reasonable accommodation for consultants with disabilities. This may include, for example, accessible software, travel assistance for missions or personal attendants. We encourage you to disclose your disability during your application in case you need reasonable accommodation during the selection process and afterwards in your assignment.

QUALIFICATIONS / SPECIALIZED KNOWLEDGE / EXPERIENCE/ COMPETENCIES (CORE/TECHNICAL/FUNCTIONAL) / LANGUAGE SKILLS REQUIRED FOR THE ASSIGNMENT

- **Education:** Advanced university degree (Master's or higher) in Economics, Public Finance, Development Finance, Public Policy, Civil Engineering, Sanitation Engineering, Development Studies, or related field
- **Work Experience:**
    - At least 15 years of relevant professional experience in WASH, sanitation financing, public or development finance, infrastructure financing or related fields, including at least five years supporting government institutions in policy development, financing strategies, investment planning or systems strengthening. Experience in Nepal's sanitation sector is strongly preferred. Demonstrated experience undertaking financing assessments, policy analyses, stakeholder consultations, and developing financing mechanisms and implementation frameworks. Strong understanding of Nepal's WASH sector, public financial management systems, sanitation service chains, and institutional arrangements with excellent analytical, report writing, communication, and stakeholder engagement skills.
    - Experience in sanitation financing, fecal sludge management, blended finance, climate finance, results-based financing, municipal finance, PPPs, and engagement with development finance institutions, commercial banks, donors, or private investors will be an asset. Previous experience with UNICEF, UN agencies, development banks, or similar international organizations is highly desirable.
- **Skills:**
    - Strong expertise in WASH systems strengthening with demonstrated experience in policy analysis, financing assessments, investment planning, resource mobilization, and development of innovative financing mechanisms in the federal context of Nepal
    - Good understanding of Nepal's WASH sector, sanitation service chain, FSM, and sector financing frameworks.
    - Excellent analytical, stakeholder engagement, facilitation, report writing, and communication skills, with the ability to engage effectively with government, development partners, financial institutions, and private sector stakeholders.
    - Proficiency in Microsoft Office applications is required.

- **Language Requirements:** Fluency in written and spoken Nepali and English is required. Nepali is required for effective coordination with provincial and local governments, schools, communities and implementing partners, while English is required for preparation of technical documentation, analytical reports, presentations, meeting records and communication with UNICEF.
- **Desirables:**
    - Experience in sanitation and WASH financing, including innovate financing mechanisms (blended finance, climate finance, results-based financing, PPPs, and municipal
    - Engagement with financial institutions and development partners; and familiarity with Nepal's sanitation policies, financing frameworks, and sector coordination mechanisms and federalism of Nepal.
    - Previous experience with UNICEF, UN agencies, or international development organizations is an advantage