



**Request for Proposals**  
**SP/005/2021**  
**Implementation of School WASH Behavior Change Intervention in Bahir Dar**  
**September 2022 – December 2023**

**Background**

Splash is a non-profit organization that designs child-focused water, sanitation, hygiene (WASH) and menstrual health solutions with governments in some of the world's largest low-resource cities. Splash improves WASH infrastructure in schools through installation of water filtration systems, water storage, and child-friendly drinking and handwashing stations. We engage school leaders, parents, teachers, janitors, and student hygiene clubs to promote healthy WASH behaviors and strengthen school-based menstrual health services. We are focused on reaching 100% of government schools in two major cities: Addis Ababa, Ethiopia and Kolkata, India. In 2022, Splash will commence implementation of Project WISE (WASH in Schools for Everyone) in all government primary and secondary schools in Bahir Dar, Ethiopia. We are seeking a partner to implement the Behavior Change and Menstrual Health Management components of our intervention, including stakeholder orientation, teacher training, parent training, formation and/or maintenance of student hygiene and gender clubs, and facilitation of event days.

**Scope of Work**

The selected organization will be responsible for implementing all Project WISE Behavior Change and Menstrual Health Management activities in approximately 56 public schools serving 90,000 students and 2500 staff members in Bahir Dar. See *Project WISE School Intervention Phases* and [our website](#) for more information. This scope of work is to be completed by 31 December 2023. The maximum budget for this scope of work is **ETB 7,000,000**.

**Deliverables**

- Completion of all Project WISE Behavior Change and Menstrual Health activities in participating schools, including:
  - Focal Teacher Training: Hygiene (2 days)
  - Focal Teacher Training: Menstrual Health (2 days)
  - Janitors' Training (1 day)
  - Hygiene Club Training (2 days per school)
  - Janitors' site-level orientation (3-4 hours per school)
  - Event days (4 events per school)



- Bi-weekly written progress updates
- Final written report summarizing successes, challenges, and lessons learned

### **Prerequisites**

- The organization should have experience implementing behavior change and/or health promotion activities with children and adolescents in Ethiopia
- Applicants must have a presence in Amhara Region
- Experience with international development/NGO clients required
- Experience engaging local stakeholders in Ethiopia required
- WASH sector experience preferred
- The organization must be responsible for the quality of the work of any subcontractors employed for this project

### **Proposal Requirements**

Applicants are invited to submit a proposal that includes a technical narrative and budget for the full scope of work (maximum five pages). Splash estimates that direct implementation of behavior change and menstrual health activities will require 3-4 FTE.

Please include the following:

- Profile of relevant experience and related work
- Detailed budget
- Profile of relevant qualifications, similar clients
- Biographies of proposed consulting team members and any relevant subcontractors
- A relevant writing sample.

### **Response Guidelines**

Proposals should be submitted to Sara Jacobson ([sara@splash.org](mailto:sara@splash.org)) with the subject line: Implementation of WASH Behavior Change Intervention in Bahir Dar (organization name). The deadline for applications is **30 September 2021**. Applicants are advised to send files in commonly recognized MS or PDF formats. A hard copy of the proposal should not be sent. Proposals should include information specific to accomplishing the scope of work. Applicants will be notified of Splash's decision by email. Final award is subject to the terms and conditions included in this solicitation, as well as successful final negotiations of all applicable terms and conditions affecting this work.

**Terms and Conditions**

Splash reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any proposal. Information provided by Splash as part of this solicitation must be treated as confidential. If any information is inappropriately released, Splash will seek appropriate remedies as allowed. Likewise, proposals, discussions, and all information received by Splash in response to this solicitation will be held as strictly confidential.

Applicants must disclose any actual or potential conflicts of interest. Conflicts of interest may be present if there is a personal relationship with a Splash staff member that constitutes a significant financial interest, board memberships, or other employment. Contacting third parties involved in the project, the review panel, or any other party may be considered a conflict of interest and may result in disqualification of the proposal.

Acceptance of a proposal does not imply acceptance of its terms and conditions. Splash reserves the option to negotiate on the final terms and conditions; we reserve the right to negotiate the substance of the finalists' proposals, as well as the option of accepting partial components of a proposal, if appropriate.



# PROJECT WISE: WASH IN SCHOOLS FOR EVERYONE

## SCHOOL INTERVENTION PHASES



### INITIATION

- Planning**  
 Splash collaborates with local government to determine the target school sites for the upcoming time period
- Site Engagement**  
 Splash hosts group-based meetings with school leadership and government representatives to discuss the Splash program and partnership process
- Partnership Agreement**  
 Schools must agree to partner with Splash. They sign statements of partnership, articulating the multi-year commitments of both parties
- Pre-Implementation Survey**  
 Splash visits the school site to conduct a pre-implementation survey and water quality test
- Technical Walk Through and Infrastructure Planning**  
 Splash visits each school to create a consulted and customized infrastructure plan for the school depending upon current conditions and space constraints

### DEPLOYMENT AND MEASUREMENT

- Meet with School Leadership**  
 Leadership training on WASH, the Splash program and school contributions
- Hygiene Programs**

  - focal teacher training
  - training child club(s)
  - facilitating soap drive
  - orienting other teachers
- Menstrual Health Programs**

  - training for all girls 10+
  - peer mentoring
  - male student engagement
  - parent engagement
- Installation**

  - water**

    - filter system
    - drinking stations
    - water storage
  - sanitation**

    - toilet rehab and/or construction
    - girl-friendly infrastructure
    - water storage
  - hygiene**

    - handwashing stations
    - behavioral nudges
    - water storage
- Inauguration**  
 School hosts inauguration ceremony to celebrate the improved WASH infrastructure and present the members of the child club and focal teachers
- Maintenance Orientation**  
 Splash trains at least one individual per school on basic maintenance of the filter and infrastructure
- Cleanliness Orientation**  
 Splash trains janitors at each school on proper cleaning techniques for the Splash infrastructure
- Post-Implementation Survey**  
 Splash visits the school to conduct a post-implementation survey and water quality test

### TRANSITION AND VALIDATION

- Site Sustainability Support**  
 Splash visits the school at regular intervals to identify challenges and provide support for three years after signing the partnership agreement
- Infrastructure Maintenance**  
 Annual replacement of consumable parts and repairing broken components for three years after signing the partnership agreement
- Ongoing Behavior Change Support**  
 Reach students and the school community through tailored and continuous behavior change messages. Support yearly formation of child clubs and soap drives. In addition, implement specific activities:

  - Celebration Event**  
 Event to celebrate the schools, teachers, and students who have excelled
  - Global Event Days**  
 Mass education sessions aligned with globally celebrated WASH events
  - Refresher Training**  
 Targeted curriculum for focal teachers based on routine monitoring results
- Graduation**  
 Schools graduate from Splash support three years after the partnership agreement is signed
- Routine Monitoring**  
 Splash visits the site once per school year for five years to collect data on the condition of WASH infrastructure and programming