



VIJAYAVAHINI CHARITABLE FOUNDATION

Supported by **TATA TRUSTS**

**REQUEST FOR PROPOSAL(RFP) FOR SELECTION
OF AGENCY FOR
MOBILE FAECAL SLUDGE UNIT (MFSTU)
DEPLOYMENT IN ANDHRA PRADESH
28.02.2025**



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Request for Proposal (RFP)

for

Selection of an Agency for Mobile Treatment Unit (MTU) Deployment in Faecal Sludge Management (FSM) in Andhra Pradesh

Vijayavahini Charitable Foundation (VCF), supported by Tata Trusts invites Request for Proposal (RFP) from eligible agencies to support the deployment of **Mobile Treatment Units (MTU)** for **Faecal Sludge Management (FSM)** in rural and peri-urban areas from NTR, Krishna and Guntur districts of Andhra Pradesh. The initiative aims to establish a **comprehensive, sustainable operational framework** addressing FSM challenges through **innovative business models, stakeholder engagement, and evidence-based decision-making**.

Assignment Title: Development of Sustainable Operational Model for Mobile Treatment Unit (MTU) Deployment in Andhra Pradesh

About the project:

The Swachh Bharat Mission (SBM), launched in 2014, has achieved significant milestones in improving sanitation across India. With nearly 100 million rural and 6 million urban toilets constructed, the prevalence of open defecation has been substantially reduced. However, with approximately 70% of India's population relying on on-site sanitation systems (e.g., twin/single pits and septic tanks), periodic emptying of these systems is critical to ensure usability and prevent households from reverting to open defecation. Improperly maintained septic tanks, often without soak pits, overflow into drains and progressively discharge faecal matter, posing environmental and public health risks. Recognizing these challenges, the Department of Drinking Water and Sanitation (DDWS), Ministry of Jal Shakti, has emphasized the need for periodic desludging and treatment of faecal sludge. In response, the WASH Institute has developed a Mobile Faecal Sludge Treatment Unit (MTU), which has been certified by the Principal Scientific Advisor to the PM and endorsed by the Ministry of Housing and Urban Affairs (MoHUA).

Vijayavahini Charitable Foundation (VCF), supported by Tata Trusts, proposes to deploy two MTUs in Andhra Pradesh to develop a sustainable operational model for faecal sludge treatment on a pilot scale.



Regd. Off and Admin Office: D.No. 48-18-8A, 3rd Floor, ANR Complex, Sri Ramachandra Nagar, Vijayawada-520008, Andhra Pradesh, India.

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Objective

To establish a comprehensive, sustainable operational framework for MTU deployment addressing faecal sludge management (FSM) challenges in rural and peri-urban areas of Andhra Pradesh through innovative business models, stakeholder engagement, and evidence-based decision-making.

We are looking for a competitive agency which can support to the project in Andhra Pradesh.

Scope of Work

1. Baseline Assessment:

- Conduct a baseline study of non-sewered areas in urban/peri-urban/rural areas in project area depending predominantly on septic tanks, to understand:
 - Basic features of septic tank structures
 - Existing FSM practices used for septic tanks in the area (sample survey)
 - Demand for desludging services as experienced by desludging operators
 - Pricing and operational models of private desludging operators along with existing FSM regulations
 - Socio-economic profiles of target areas - urban: notified slum households, rural: number of BPL card holders, number of SC/ST families - to help identify vulnerable communities.
 - Map existing desludging services, gaps, and challenges in the region.

2. Feasibility Study:

- Assess the technical, operational, and financial feasibility of deploying the MTU based on baseline survey data.
- Identify potential risks and mitigation strategies for MTU operations.
- Identify and prioritize clusters of towns and villages based on parameters such as:
 - Prevalence of septic tanks.
 - Accessibility and population density.
 - Existing sanitation infrastructure.
- Conduct reconnaissance surveys to finalize project locations.



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Area to be covered for baseline/feasibility study: Periurban areas of NTR and Krishna districts and Capital Region Development Authority area in Guntur district within 10km of urban areas chosen to provide sufficient catchment for two MTUs.

3. **Business Model Development:**

- Develop a comprehensive business model that includes:
 - Service delivery mechanisms.
 - Tariff structures and revenue streams.
 - Licensing and regulatory compliance.
- Provide support to facilitate discussions among desludging operators, communities, and local authorities in the form of FGD formats for client to implement.

4. **IEC Campaigns:**

- Design targeted Information, Education, and Communication (IEC) campaigns to:
 - Raise awareness on safe sanitation practices.
 - Encourage households to adopt periodic desludging services.
- Provide IEC material designs and training to local stakeholders.

5. **Capacity Building:**

- Support MTU vendor/ MTU operators and local authorities on:
 - MTU operation and maintenance.
 - Record-keeping and reporting protocols.
- Support MTU vendor and client in building the capacity of the implementation partner for effective field operations and monitoring.

6. **Monitoring and Evaluation (M&E):**

- Develop a robust M&E framework to track the pilot's progress.
- Train client on using the M&E framework to generate periodic performance reports
- Recommend adjustments for improved outcomes.



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Deliverables

1. Baseline assessment report, including FSM landscape analysis and community profiles.
2. Feasibility study report with detailed risk analysis and recommendations.
3. Comprehensive business model document with financial projections.
4. IEC campaign materials and outreach activity reports.

Timeline

The assignment is expected to be completed within **4 months** from the commencement date.

| Deliverable | Timeline |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------|
| 1. Baseline assessment report, including FSM landscape analysis and community profiles. | Within 1 month from the commencement date/ release of Work order. |
| 2. Feasibility study report with detailed risk analysis and recommendations | Within 1 month from the commencement date/ release of Work order. |
| 3. Comprehensive business model document with financial projections. | Within 2 months from the commencement date/ release of Work order. |
| 4. IEC campaign materials and outreach activity reports. | Within 2 months from the commencement date/ release of Work order. |
| 5. Capacity Building: <ul style="list-style-type: none"> • Support MTU vendor to train MTU operators and local authorities on: • MTU operation and maintenance. • Record-keeping and reporting protocols. • Support MTU vendor and client in building the capacity of the implementation partner for effective field operations and monitoring. | Within 4 months from the commencement date/ release of Work order. |
| 6. Monitoring and Evaluation (M&E): <ul style="list-style-type: none"> • Develop a robust M&E framework to track the pilot's progress. • Train client on using the M&E framework to generate periodic performance reports • Recommend adjustments for improved outcomes. | Within 4 months from the commencement date/ release of Work order. |



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Eligibility Criteria

Interested agencies must meet the following criteria:

- Proven experience in **FSM, decentralized wastewater treatment, or mobile treatment technologies.**
- Track record in developing **innovative, sustainable FSM business models.**
- Experience working with **government agencies, urban local bodies (ULBs), and Gram Panchayats.**
- Capacity for **data collection, analysis, and reporting for impact assessment.**
- Ability to **mobilize co-funding** and leverage government schemes (SBM-G, AMRUT, CSR, etc.).

Submission Requirements

Interested agencies must submit the following:

- Cover letter along with proposal.
- Organizational profile, including relevant experience and past projects.
- Proposed approach and methodology for MTU deployment.
- Financial and human resource capacity details.
- References from previous FSM or sanitation-related projects.

Submission Deadline & Contact Information

The proposal along with budget estimation, along with the required documents, must be submitted via email to procurement@vijayavahini.org by **03.03.2025**.

6. Evaluation & Next Steps

The proposal/s will be reviewed based on **technical expertise, relevant experience, and alignment with project goals and overall budget**. Shortlisted agencies will be invited for a discussion.

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