

# SECTION IX – TERMS OF REFERENCE

## TERMS OF REFERENCE (TOR)

for

### COMMUNITY INFRASTRUCTURE DEVELOPMENT GRANTS THROUGH IMPLEMENTING PARTNERS

UNIDO Project “Poverty Alleviation and Inclusive Development Across Rural Sindh Programme” (PAIDAR)  
(Project ID 200183)

17 November 2023

#### 1. Background Information

The United Nations Industrial Development Organization (UNIDO) is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability. The mission of UNIDO, as described in the [Lima Declaration](#) adopted at the fifteenth session of the UNIDO General Conference in 2013 as well as the [Abu Dhabi Declaration](#) adopted at the eighteenth session of UNIDO General Conference in 2019, is to promote and accelerate [inclusive and sustainable industrial development](#) (ISID) in Member States. The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development in the next fifteen years. [UNIDO’s mandate is fully recognized in SDG-9](#), which calls to “Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation”. The relevance of ISID, however, applies in greater or lesser extent to all SDGs. Accordingly, the Organization’s programmatic focus is structured in four strategic priorities: [Creating shared prosperity](#); [Advancing economic competitiveness](#); [Safeguarding the environment](#); and [Strengthening knowledge and institutions](#).

Each of these programmatic fields of activity contains a number of individual programmes, which are implemented in a holistic manner to achieve effective outcomes and impacts through UNIDO’s four enabling functions: (i) technical cooperation; (ii) analytical and research functions and policy advisory services; (iii) normative functions and standards and quality-related activities; and (iv) convening and partnerships for knowledge transfer, networking and industrial cooperation. Such core functions are carried out in Departments/Offices in its Headquarters, Regional Offices and Hubs and Country Offices.

The Directorate of Technical Cooperation and Sustainable Industrial Development (TCS), headed by a Managing Director, oversees the Organization's development of capacities for industrial development as well as industrial policy advice, statistics and research activities and the Organization's normative contribution to Member States and global development community in achieving the SDGs. The Directorate also ensures the application of strategies and interventions for sustainable industrial development related to Environment, Energy, SMEs, Competitiveness and Job creation, as well as Digitalization and Artificial Intelligence. Through coordination in-house and with Member States and industry stakeholders, it ensures that the services provided in these areas contribute toward effective and appropriate technical, business and policy solutions and are focused on results and on realizing any potential for scaling up and positioning UNIDO as a leading platform for industrial development in developing countries and global fora.

The Directorate houses the technical Divisions of Capacity Development and Industrial Policy Advice (TCS/CAP); Circular Economy and Environmental Protection (TCS/CEP); Decarbonization and Sustainable Energy (TCS/DSE); SMEs, Competitiveness and Job Creation (TCS/SME); and Digital Transformation and AI Strategies (TCS/DAS). The Directorate also ensures close coordination and collaboration among the Divisions as well as with relevant entities in the Directorate of Global

Partnerships and External Relations (GLO) and the Directorate of SDG Innovation and Economic Transformation (IET).

The PAIDAR programme is managed by the Competitiveness, Quality and Compliance Unit (TCS/SME/CQC) which builds national and regional production and quality infrastructure systems, with an emphasis on providing internationally recognized services, facilitating SME participation in regional and global value chains; strengthening institutional quality infrastructure capacities (i.e. standardization, metrology, and accreditation); building conformity assessment capacities (testing, inspection, certification, calibration, etc.); and supporting trade facilitation and quality awareness with the public sector, economic operators and consumers, placing a special emphasis on capacitating SMEs.

## **2. The Programme Context (ID 200183)**

**Poverty Alleviation and Inclusive Development Across Rural Sindh (PAIDAR)** is a five-year programme funded by the European Union to support the Government of Sindh (GoS), Pakistan in implementation of its Poverty Reduction Strategy (PRS) in 5 selected districts. The long-term objective of PAIDAR is to contribute to sustainable poverty reduction and improvement of livelihoods of poor women, men, and young people across Sindh province.

The PRS has three pillars: 1) Community Driven Local Development 2) Addressing Urban Poverty including Urban Economic Clusters and 3) Rural Growth Centres.

Purpose of PAIDAR programme is to support the GoS to implement its poverty reduction strategy as a whole and in particular sub-strategies that aim at:

- Optimizing public service delivery to enhance access to livelihood improving services such as water, electricity, health services and education with the ultimate objectives of both improving living conditions and quality of life and reducing poor household' expenditure that arises as a cost resulting from lack of access to such services and poor living conditions. This sub-strategy will be implemented under;

**Outcome 1:** Public services in rural Sindh are increasingly available and accessible to the less privileged population.

- Fostering economic development, enterprise development and job creation with the objective of increasing income of the poor women, men and young people, which is the target of;

**Outcome 2:** Increased (self-) employment in the Urban Economic Clusters, with specific focus on women and youth

To this end, the programme will:

- Provide necessary technical assistance, capacity building and financial support to a significant number of micro and small enterprises in target RGCs with the objective to overcome COVID-19 impacts on enterprises, support enterprise development and business development;
- Contribute technically and financially to building and upgrading public infrastructure for improvement in delivery of basic service with direct impact on poor people's livelihood as well as services to support business development;
- Strengthen capacity of the GoS at provincial and local level for implementation of the PRS and assist the GoS to strengthen internal coordination and monitoring capacity, and to optimize provincial public resources allocation towards meeting PRS objectives.

PAIDAR will deliver on the above objectives through utilization of three key mechanisms:

1. **Co-financing public investment projects of the GoS** aiming to build and/or upgrade public infrastructure for delivery of basic services with high impact on livelihood improvement and poverty reduction, as well as for delivery of services with high potential to contribute to

economic development of the target RGCs and foster enterprise development.

2. **Provision of grants to support MSMEs** investment activities that demonstrate strong potential for enterprise development, income generation, job retention and creation.
3. **Technical assistance to the GoS and the MSMEs** to ensure investment activities (both co-financed public infrastructure development activities and financially supported MSME investment activities) are designed, planned and implemented to deliver results in line with the objectives of the PRS; and to strengthen GoS capacity to plan, implement and monitor results of the PRS.

### **3. Rationale to the Required Services**

The PRS recognizes that people of Sindh cannot engage adequately in economic activities or activities aimed to improve their circumstances if at the same time they are struggling with the very challenges of living. A significant proportion of the population of Sindh is struggling with the most basic survival issues. Survival strategies are aimed to save lives and address adequacy of basic living conditions pertaining to availability of access to clean drinking water and its regular supply, Sanitation – for health and hygiene, Nutrition – access to an affordable nutritious diet, Shelter – affordable and adequate housing and disaster protection and access to basic health services.

Public investments into service provision and infrastructure will be implemented through *Rural Growth Centres (RGCs)*. An RGC is a small town or village located strategically within a cluster of villages, with economic development potential and where infrastructure and facilities can be upgraded or created. Some interventions in RGCs will fall under the ‘*survival*’ theme, as, for example the provision of health centres and water, sanitation and hygiene (WASH) infrastructure. Other activities will serve both household needs and support economic development, such as the construction of roads, electricity supply and schools, thereby serving the ‘*opportunity*’ theme. By centralising investments into RGCs, these should create synergies and results in more effective and efficient service provision. The population from the surrounding villages, however, will benefit only to the extent that they can access and afford transportation to the RGC.

Most people in villages in Sindh suffer from multi-dimensional poverty. While some issues can be alleviated through investments at the town-level (i.e., in Rural Growth Centres (RGCs)), complementary investments into villages are necessary. This grant window will provide comprehensive support to selected villages around RGCs to improve the living conditions locally and in a spatially integrated manner.

Improving the accessibility of essential services, including water, electricity, healthcare, and education, is a key focus in PAIDAR’s efforts to optimize public service delivery. The ultimate goals are to enhance living conditions, improve overall quality of life, and alleviate the financial burden on disadvantaged households that stems from limited access to these services and substandard living conditions.

### **4. Scope of Required Services**

UNIDO aims to identify and select Implementing Partners for identifying potential investment activities, targeting improvements of basic infrastructure in villages within selected districts of Sindh province. The purpose is to provide support for the set-up, and upgrade, and sustenance of all necessary types of community infrastructure within the village to improve access to basic public services thus contributing towards reducing multi-dimensional poverty. Target implementing partners are public, non-governmental and private organisations with relevant experience. Selected applicants will be eligible to receive a grant to finance the implementation of the activities. Technical assistance may be provided depending on the specific proposal and the institutional capacities of selected Implementing Partners. This approach shall be based on a clear theory of change (ToC), taking into account the poverty dynamics in the region. However, the ToC must clearly indicate how the planned activities would

improve basic infrastructure in selected villages.

The grant transfer from PAIDAR can only be used for the establishment or improvement of small-scale infrastructure benefitting the residents of pre-identified villages. Potential investments include, but are not limited to, the rehabilitation or construction of the infrastructure essential to improve:

- Access to safe drinking water
- Access to sanitation
- Access to education
- Access to healthcare
- Access to electricity
- Communal spaces
- Climate-resilience
- Solid waste management
- Access to clean cooking
- Improvement of the public space

#### **4.1 Objective**

The objective of the required services is to hire Implementing Partners (public, non-governmental and private organisations) to identify potential investment activities, targeting improvements of basic infrastructure in selected villages within selected districts of Sindh province.

#### **4.2 Purpose**

The purpose is to provide support for the set-up, upgrade, and sustain necessary community infrastructure within the selected villages to improve access to basic public services thus contributing towards reducing multi-dimensional poverty of designated districts.

#### **4.3 Expected Results**

The expected results is full utilisation of grants for the completion of desired activities resulting in; a) improved access to public services & infrastructure; and b) reduced deprivation and poverty regarding basic human needs; that is expected to be indicated in terms of the following parameters:

- Number of actors reached (by kind of actor)
- Number of actors engaged (by kind of actor)
- Number of drainage systems (a) constructed or (b) upgraded
- Capacity of solar power installed
- Number of educational establishments (a) established or (b) upgraded
- Number of health facilities (a) established or (b) upgraded
- Number of water schemes (a) constructed or (b) upgraded
- Number of people getting access to improved drinking water
- Number of school-aged children enrolled in supported schools
- Number of patients treated in supported health facilities
- Number of villages supported
- Number of new technologies adopted
- Number of institutions established or strengthened
- Number of guidelines adopted by relevant actors

Selected Applicant as an Implementing Partner is expected to provide following services (in collaboration and coordination with UNIDO):

- Focused Group Discussion (FGDs) with the community living in selected villages to identify the needs under above mentioned areas
- Provide an infrastructure delivery plan schedule
- Prepare an infrastructure delivery strategy and
  - Use infrastructure standards to identify existing local deficits in target villages
  - Use infrastructure standards to identify future local deficits in target villages

- Undertake Sustainability Appraisal of infrastructure delivery plan schedule
- Prepare and share risk assessment report of carrying out infrastructure activities in target villages
- Identify other consultation events which contribute to this process
- Improve basic service delivery to achieve greater transparency and accountability
- If shortlisted for an award, a final technical and financial negotiation will be held with UNIDO to finalize the execution strategy and the costed workplan. This negotiation will ensure that all agreed activities and selection of grants are compliant with the conditions of the UNIDO grant manual.
- The final agreed execution strategy and the workplan will become a binding part of the grant contract and the selected implementing partner will deliver the project based on the final application form, agreed execution strategy, and the agreed work plan. The workplan must contain all activities from design, implementation, monitoring, and reporting and financial management and record keeping.
- The grant will further cover activities to make these infrastructure investments beneficial to the communities, such as social mobilization, awareness campaigns and trainings for operation and maintenance.
- Activities, whose main purpose is the provision of economic assets or generation of income, will not be financed. This applies, in particular, to any kind of agriculture and irrigation.

#### **4.4 Budget**

- Applicants shall provide co-financing of at least 20% of the total grant award (cash or in-kind);
- Minimum budget of each proposal should be EUR 125,000 (including applicants co-financing);
- The grant support available for each selected proposal of a potential Implementing Partner is a maximum of EUR 500,000;
- Overhead costs including the monitoring and reporting costs may be charged to the grant but must not exceed 10% of the requested amount. A lower cost will make the proposal more competitive.

#### **4.5 Suggested Time Period**

All grants must be implemented within a maximum period of up to 2 years; however, progress and delivery will be assessed quarterly against costed work milestones and delivery plans.

### **5. Deliverables and General Time Schedule**

Selected Applicants as Implementing Partners are expected to cover the following deliverables / activities in their proposals and inform UNIDO about the means of verification as well as timelines for their completion.

#### **5.1 Minimum Deliverables**

In line with their applications, selected Applicants as Implementing Partner are expected to meet following minimum suggested deliverables in accordance with the size and scope of the grant, however they may further incorporate other activities as per their discretion if needed as long as these are in line with the technical scope of the Call for Proposals. After award of the implementing partner agreement, the selected Implementing Partner shall:

1. Share the grant inception report
2. List of final villages where they will be working from within target districts and selected villages
3. Target district-wise survey / need assessment report to highlight the requirements
4. Target district-wise planned interventions and their implementation methodologies
5. Grant utilization plan / methodology
6. Schedule/Plan to involve relevant district Government offices
7. Prepare and share the mechanism of reporting to UNIDO
  - Activities implementation reports

- Due diligence reports (programmatic and financial)
- Monthly, quarterly, annual & close-out/final reports
- 8. Submit the workplan with activities outlined with timeline
- 9. Promotional plan for creating awareness and sensitization sessions through boot camps, seminars, hackathons etc.
- 10. Plan for marketing & branding of activities
- 11. Mechanism for selection of contractors / suppliers (methodology, evaluation criteria, and requirements)
- 12. Grievance redressal plan for contractors / suppliers and final beneficiaries
- 13. Detailed M&E plan with relevant indicators and outputs
- 14. Recording / coverage of activities implementation along with testimonials of final beneficiaries
- 15. Communication channel with final beneficiaries and with UNIDO and its frequency
- 16. Share with UNIDO the grant impact assessment process / plan
- 17. Arrange an end of the project 'learning review' meeting with final beneficiaries
- 18. Submit activities completion report along with statement of expenditures (SOE) to reflect actual fund utilization.

## 6. Reporting

A short quarterly report and a detailed Final report covering areas below will be shared with UNIDO:

- Executive summary
- Introduction
- The objectives of the proposal and scope (any changes to be reported every quarter)
- Results from the intervention covering all the objectives/deliverables stated in the TOR
- Financial report covering details of funds utilization along with supporting documents
- Lessons learned
- Conclusion and recommendations
- Pictures, videos and testimonials by final beneficiaries.

All the reporting under the Grants Agreement shall be provided to UNIDO in 1 electronic copy, consisting of the following electronic files:

- PDF file
- Original work files (MS Word, Power Point, Excel, etc.)
- Moreover, documents to be supported with pictures/video for visibility purposes

The electronic copy can be provided via e-mail, if the nature and size of the files make it possible. Otherwise, the electronic copy should be provided through cloud storage application as per UNIDO's suggestion.

Requested reports should be provided in **English**.

## 7. Supervision

The applicant selected as Implementing Partner shall designate a single point of contact with the PAIDAR Office based in Karachi for management and liaison during the development stages. The point of contact shall be fluent in English and Urdu. The reporting will follow the requirements stipulated in the Deliverables section mentioned above.

## 8. Applicant's Personnel

The selected Applicant as Implementing Partner shall assign, for this grant agreement, a minimum of 1 Team Leader/ Expert to work on the deliverables and propose relevant team members (with diversified and relevant expertise & qualification) needed for the implementation of the required services and for communication with UNIDO.

The respective Team Leader/ Expert assigned by the selected Applicant as Implementing Partner must possess the following skills and minimal qualifications:

- An established expertise in working in the community infrastructure sector in Sindh, particularly in rural area
- At least five years of successful progressive working experience in managing projects in relevant field
- A clear understanding of developing sustainable community infrastructure in rural areas
- A demonstrated experience in improving access to basic public services
- University degree in the field of Engineering, Rural Development, Business Management (or similar through experience) with good understanding of technical, financial and managerial aspects of implementation of projects in Sindh
- Excellent command of oral and written English and local language
- Experience of working on similar assignments in above mentioned target districts
- The experts should be based in Sindh

The applicant is expected to provide CVs of the proposed personnel to be made available for the agreement. The applicant should also indicate where the assigned personnel will be based.

The Team Leader assigned as the main responsible for communication with UNIDO shall be available from 8.30 am to 5.30 pm Pakistan Standard Time (PST) during all working days of UNIDO. For emergencies arising while the selected applicant's offices are closed, the selected applicant shall make all necessary efforts to be available through emails and phone.

### 9. Language Requirements

All communication with UNIDO will be in English language. Contact person assigned to the proposed activities should be fluent in English and local language. Reports and other documents including training materials (if any) should be in English and translated into Urdu / Sindh as per requirement – if needed.

### 10. Location

The required services should be implemented in the pre-identified villages (See Annex 3 of the call for proposals) of 5 selected districts of Sindh, i.e., **Thatta, Sujawal, Badin, Tharparkar, and Larkana**. Alternatively, applicants may suggest villages in the vicinity (maximum 20km radius) of a dedicated Rural Growth Centre (Chuhar Jamali – Sujawal, Chachro – Tharparkar, Talhar – Badin, Garho/Ghorabari/Ver – Thatta).

The training sites should be planned as convenient for practical training in selected districts and Applicants should propose appropriate venue for training.

### 11. Payment terms and timelines

Payments will be released in instalments and upon achieving the desired milestones (i.e., deliverables) by the selected applicant as Implementing Partner. The below table reflects a set of milestones that an applicant is expected to achieve for the release of funds upon providing the supporting documents listed thereagainst.

Payments will be payable within 30 days upon receipt and acceptance of deliverable and invoice (electronic version) indicating the number and instalment requested. While the payment schedule allows advance payment, the Implementing Partner will keep the management cost component separate from the grant money to be utilized and ad spending that exceeds the agreed management cost will not be charged to the grant money, accounting of which will be done separately. In case Implementing Partner overspends from the agreed management cost the excess will be the liability of the Implementing Partner.

Sr.#	Deliverables	Required Documents	Release of Payment
1	Signing of Grant Agreement	- Counter-signed Grant Agreement	10%

2	Submission of inception report and other documents.	<ul style="list-style-type: none"> <li>- Inception report covering need assessment, mobilization approach, beneficiary communities (villages) selection, solicitation &amp; selection process of contractors / service providers, evaluation methodology, implementation approach, M&amp;E plan, communication &amp; promotional plan, and workplan</li> <li>- Draft of solicitation documents (for selection of contractors / service providers), with templates and other supporting documents</li> </ul>	20%
3	Utilization of 70% of the funds released up to date	<ul style="list-style-type: none"> <li>- Service contract / agreement with contractors / service providers.</li> <li>- Progress report evidencing the contractors' selection, ongoing implementation of activities and completed activities (if any).</li> <li>- Funds utilization report along with contractors' invoices, receipts and other supporting documents evidencing release of payments</li> </ul>	30%
4	Further utilization of 70% of the funds released up to date	<ul style="list-style-type: none"> <li>- Progress report evidencing the ongoing implementation of activities and completed activities.</li> <li>- Funds utilization report along with contractors' invoices / receipts and other supporting documents evidencing release of payments.</li> </ul>	30%
5	Completion of proposed activities	<ul style="list-style-type: none"> <li>- Final impact assessment and activities completion report along supporting documents.</li> <li>- Funds utilization report along with contractors' invoices / receipts and other supporting documents evidencing release of payments.</li> <li>- Short video of the completed activities with testimonials by final beneficiaries.</li> </ul>	10%

## 12. Technical proposal

The Technical proposal of applicants shall consist of the following:

1. Comprehensively filled-in Application forms
2. Clearly outline the problem that the proposal is trying to address with a clear evidence-based argument;
3. Identify with reason and evidence the areas or types of activities that will be targeted;
4. A workplan with activities outlined with timeline;
5. A clearly articulated process of soliciting bids from contractors / suppliers with UNIDO methodology, criteria and requirements.

## 13. Financial proposal

The Financial Proposal of the applicants shall take into account the following:

- The total budgeted cost of the proposed project should be at least EUR 125,000.00;
- It is expected that the applicants provide co-finance of at least 20% of the total grant amount (this can be in cash or in-kind, however, must be auditable and identifiable);
- The applicant must submit no more than one proposal covering all districts where they intend to work
- The grant support available for each selected proposal / project is a maximum of EUR 500,000/-The project proposals with higher co-financing shares may be prioritized.
- The applicant should submit a financial proposal in PKR or Euro currency in format shown under Annex 1 - Financial Proposal Format. The applicant should have an account in the currency in which they provide their financial offer.

**Financial proposal should separately mention the grant budget, Implementing Partner's operating cost and the estimated budget for technical assistance.**

**13.1.1** Financial report covering all the details on the grant funds disbursement to the end beneficiaries

**13.1.2** Lessons learned

**13.1.3** Conclusion and recommendations

#### **14. Application Procedure**

Applicants should refer to the 'Call for Proposal' (CfP) for submission of proposals. The proposal must be signed by an official, legally authorized to enter into contracts / agreements on behalf of the applicant

## 15. Qualification Criteria

Applicants may be excluded from access to UNIDO funding, pursuant to the UNIDO Policy on Exclusion from Funding, which is available here: <https://www.unido.org/resources-procurement/procurement-opportunities>. Moreover, applicants must not be blacklisted by any government or bi-lateral/multi-lateral financial institution.

Applicants must meet the qualification criteria below to be eligible for funding.

Qualification Criteria	
1	Be registered and have legal status to operate in Pakistan (the copy of relevant registration certificate shall be submitted with the application). And if a foreign entity wishes to participate, must provide consortium agreement with a Pakistani entity designated as lead.
2	The applicant or the lead in a consortium must have national tax number (NTN) or Free Tax Number (FTN) and General Sale Tax Number (GST) at FBR or Sales Tax Number (government entities should provide a no-objection-letter from their superordinate department instead)
3	Duely filled-in and signed UNIDO Statement of Confirmation form
4	The applicant must have never been blacklisted by any government, non-government, private or bi-lateral/multi-lateral financial institution. Moreover, the applicant must not be under any such investigation or litigation related to fraud or improper conduct.
5	The proposed maximum annual grant disbursement must not exceed the annual turnover of the applicant (or budget in case of government entities) as per last audit financial statements. Must be audited by ICAP registered auditing firm or Income Tax return filed last year with FBR which show the annual turnover in tax returns or bank statement (attached copy of audited statement or last year tax return or bank statement). In case of government entities, records of the last three years of audit para made and resolved under public audit must be submitted instead.
6	Acceptance of model Grants Agreement and model General Conditions (Annex 2)
7	Agree to and have the capacity to participate in lesson learning and lesson sharing activities, monitoring and evaluation activities, and sharing of data

## 16. Evaluation Criteria

### 16.1 Technical Evaluation (70%)

Proposals must meet the following technical qualification requirements before evaluation:

1. All activities must be conducted in villages in the selected programme districts (Thatta, Sujawal, Badin, Tharparkar and Larkana. Target villages must be selected from the pre-identified long list in Annex 3 of CfP. Alternatively, applicants may suggest villages in the vicinity (maximum 20km radius) of a dedicated Rural Growth Centre (Chuhar Jamali – Sujawal, Chachro – Tharparkar, Talhar – Badin, Garho/Ghorabari/Ver – Thatta).
2. No amount of grant window to be expensed against activities that are outside the thematic scope, e.g., subsistence grants, budget support, business development and income-generation (see additional remarks under “eligible activities”)

Applications shall be submitted in written form. They are appraised to the extent to which they demonstrate strengths (from 1-5 corresponding to very poor, poor, average, strong, very strong and proportionately score each) on the following parameters (All criteria within one category will receive equal weighting. The ratings from all five categories will then be combined using the indicated percentages);

### 3. Relevance and practicality of proposed solution (20%)

- Clear identification and definition of the type of investments and village improvements that would be financed by the grant
- Clear definition of the problem that the grant applicant is trying to address
- Clear demonstration and explanation of how the activities supported by the grant will address the problem(s) identified

- Clear demonstration how intended outcomes are to be achieved. The theory of change (ToC) is provided and is logical and internally consistent

#### **4. Use of evidence and innovation in the proposal (15%)**

- To what extent does the proposal use findings from previous projects, formal evaluations or scientific studies to justify its ToC?
- Is there an innovative approach in the ToC that responds to previous findings?
- Is the proposed ToC to address poverty new to the implementing partner? Is the proposed ToC new to Sindh Province or Pakistan? Has the proposed ToC and the innovative aspects of it been applied elsewhere in or outside Pakistan?
- How relevant is the innovative approach to poverty in rural Sindh in general, i.e., how easily could this approach be applied beyond this particular proposal?

#### **5. Targeting of activities (15%)**

- Clear definition of end target beneficiary communities, how will these be selected, and the population that will be benefitted (gender disaggregated)
- Strategy for engaging communities, ensuring equal voice and participation of women
- Must result in sustainable reduction of multi-dimensional poverty for marginalised target beneficiary men and women (clearly segregated numbers)
- Demonstrate the ultimate needs of the final beneficiaries and the lack of alternative resources.
- Complementarity of activities with other governmental and non-governmental projects, in particular related to Sindh People's Housing for Flood Affectees (SPHF)
- Complementarity with public investments in Rural Growth Centres (Chuhar Jamali – Sujawal, Chachro – Tharparkar, Talhar – Badin, Garho/Ghorabari/Ver – Thatta, tbd - Larkana)

#### **6. Contribution to sustainable development (15%)**

- How the proposed approach for the construction and upgradation, its targets, ToC and thematic priorities are addressing sustainable development challenges in Sindh
- Clear mapping of the thematic priorities of the proposal against Sustainable Development Goals and solid ToC to achieve SDG targets
- Demonstration of understanding of the specific sustainable development challenges (economic, social and environmental) facing poor people in Sindh and how the proposed approach is fit for addressing these challenges
- Degree to which the grant proposal is targeting or incorporating climate action (adaptation and mitigation) and environmental sustainability into its thematic priorities and targets.

#### **7. Gender equality, women and youth empowerment (15%)**

- To what extent does the proposal target the specific needs of women, youth and different gender groups in its activities?

#### **8. Monitoring and evaluation plan with clear milestones and reporting approaches (10%)**

- Have a clear monitoring and evaluation plan to measure achievements of outputs and easily measurable outcomes against targets and have an appropriate methodology for forecasting and setting targets
- Have proposed a clear reporting structure and work plan that will allow easy tracking of outputs, activities, and outcomes. The M&E plan should be easily auditable by a third party.

#### **9. Implementation capacity (10%)**

- a. Experience of delivering similar or relevant projects or programs in Pakistan (attached copies of work orders/contracts/project report or description with deliverable on signed company letter head)

- b. Capacity of the designated team to deliver the planned activities (CVs to be attached with application)
- c. Clear implementation plan, appropriately resourced, realistic, and practical
- d. Realistic and clearly defined exit strategy including financially sound arrangements for operations and maintenance beyond the duration of the proposed activities.

## **16.2 Financial Evaluation (30%)**

The proposal must meet the following financial requirements in order to be eligible:

- Overhead costs including the monitoring and reporting costs may be charged to the grant but must not exceed 10% of the requested amount.
- No retro-active financing (i.e., grants must not cover activities that have already been started or concluded).
- No double-funding of activities. Double-funding occurs if a grant is paid for an activity that is already financed by another source. In particular, grants must not be used to pay back loans.

The proposal should include a clear strategy on how to avoid double-funding of activities which is clearly prohibited. Double-funding occurs if a grant is paid for an activity that is already financed by another source. In particular, grants must not be used to pay back loans

The following parameters will be used to assess and score the financial proposal:

- a. Reasonable and realistic structure and distribution of costs (including unit costs where applicable)
- b. Size of own contribution
- c. Overhead charges
- d. Quality of systems and procedures for procurement, financial management and reporting

### **Ranking Methodology**

All applications scoring more than 60% as sum of technical and financial will be considered for final award by the committee. Technical criteria will have 70% weight, and the financial criteria will have 30% weight in the scoring. In addition, the projects must score at least Average in every category. Subject to budget limitations, UNIDO may choose to award the proposals with the highest overall score.

**ANNEX 1**

**FINANCIAL PROPOSAL FORMAT**

**ATTACHED SEPARATELY**

**ANNEX 2**

**MODEL IMPLEMENTING AGREEMENT**

**ATTACHED SEPARATELY**

## ANNEX 3

### LIST OF ELIGIBLE VILLAGES

Grant applicants have to indicate in which villages they plan to invest into community infrastructure improvements. These villages must be selected from the list below. Alternatively, applicants may suggest villages in the vicinity (maximum 20km radius) of a dedicated Rural Growth Centre (Chuhar Jamali – Sujawal, Chachro – Tharparkar, Talhar – Badin, Garho/Ghorabari/Ver – Thatta). No Rural Growth Centre has been identified for Larkana yet.

#### Thatta

- Uboro Jakhro
- Soomar Jokhio
- Abu Bakar Katiyar
- Soof khaskheli
- Ramzan Hejab
- Ibrahim Panhwar
- Suleman Gambo
- Ibrahim Jatt
- Shaikh soomar
- Obhayo jakhro
- Faqeer Jo Goth
- Haji Khasmiso Khaskheli
- Ismail Agheem
- Hashim sholani
- Natho Ketai
- Dhandhari
- Haji Mohammad Jatt
- Sahib Dino Gaho
- Jhirk city
- Haji Marai
- Haji Arbab dal
- Rajo Nizamani
- Molvi M Arif Palijo
- Tando Hafiz shah
- Haji Abdullah Mirbhar
- Marank Behrani
- Meero Dablo
- Ketu Bunder City
- Arbab Obhayo Babar
- Sabz Ali Brohi

#### Badin

- Chak No 22
- Chak 01
- Mean wasyao Solangi
- Wadero Saleh samejo
- Badal Chandio
- Ropo Kohli
- Miran Patail Samejo
- Tahir khaskheeli talhar
- Beero Khan Lund
- Chak 58 – Kolhi Parho
- Mithu notkani
- Parto Arisar Talhar
- Muhammad Mureed Bhatti
- Dolat Leghari
- Haji Usman Dars
- Miyan Malook
- Haji Rabdino jat UC Tarai
- Yar Muhammad Bhurgri
- Ghulam Hussain Jamali
- Moro Kohli
- Madina farm
- Chakar Panhwar
- Umar Pusrio
- Dhani bux chandio
- Mullan hassan village
- Chudari Bashir Ahmed @Bagi Bheel
- Haji Khairo Nondhan
- V Makaam
- Chakr 25- Makkah Samejo
- Muhammad Ishque Bhounrio
- Qasim Ahmedani
- Mitho Khan Gopang
- Village Obhayo Panhwar
- Dargha Sharif Ahmed Rajo
- Village Khalifo Hashim
- Haji Din Muhammad

## Sujawal

- Amin Jat
- ALLAH JURYO MIRBAHAR
- WARD NO 4 mamoo Mallah mohallah
- Ahmed Ali Nizamani
- Haji lemon mallah
- Allah Dino Parheri
- Mohammad Yousif Babro
- Mohd Hassan Mendro
- Khamo sand
- Bhudho Talpur
- Haji Allah Dino Jamali
- Qasim Khaskheli
- Muhammad Urs Temro
- Chatto Mallah
- Dad Mohd Soompar
- Suleeman Gurmani
- Haji Khan lashari
- Mian Malook
- Suleman Soho
- Yaqoob Munaro
- Abdullah Ghotto
- Jar Sujawal
- Mevo khan Jamali
- Fateh muhammad soomro
- Ali Mohammad Kahrai
- Muhammad khan Palipoto
- ward 1 Jati Town
- Ward 1 Chawan Mohallah Sujawal
- Muhammad khaskheli
- Ward no 1 high school Sujawal
- Rawal kandra

## Tharparkar

- Chatro Kholi / Kholi Paro
- Giyan Chand Kolhi
- Din Muhammad lund
- New Mori Kolhi Paro (Land is owned by one person)
- Abrae
- Ibrahim Samoon
- Khamiso Kaloi
- Mureed Khan Umrani
- Khahi Lund
- Jaan Muhammad Ahmedani
- Sujji mori Bhittaro
- Khaliq Dino
- Lass
- Jagan Lund
- Mir Ali Nawaz Talpur
- Mir Waqar Colony
- Santoro Farm Kaloi Tharparkar
- Kharak
- Lalu wanhandani
- Jumoon Khaskheli
- Jam Khan Lund
- Kumhalo
- Shakooraabad
- Modo Lund
- Karim Dino Lanjo
- Younis Babar
- Ahsan Ahmdani (Land is owned by one person)
- Gyan Paro Kaloi
- Kaloi City
- Khuwaja alladin
- Kathmari
- Haji Hassan Dal
- Kaloi Bypass
- Mohd Siddique Dal
- Arbab Anwer Otaq
- Haji Halo

## Larkana

- Ali Bagh Gadehi
- Fateh Mohammed Awan
- Punhal Brohi
- Bahwal Jutt
- Jogi Muhall
- Umar Bhayo
- Lal Bux Bugti(Bugti Baloch)
- Wadi Wahanri
- Dhand
- Imam Bux Merbhar
- Ghazi/Daim Khan Mashori
- Sattar Buriro
- Gohram Khan Magsi
- Yar Mohammed Brohi
- 
- Sachy Bux Sangi
- Shaikh Kario
- Mitho Dero
- Daulat Khokhar
- Ahsan Wahan
- Jamal Mirbhar
- G.Hussain Butt
- Waris Dino Machi
- Wasayo Bhutto
- Dara
- Gaji Dero
- Mujawar Lashari
- Maso Dero
- Zangejo
- Wakro
- Gabar Masan
- Syed Bachal Shah
- Bagan Khan Abro
- Chouhar Pur
- Fateh Pur
- Vikya Sangi
- Khairo Dero
- Kodrani
- Kanga
- Qalander Abad
- Karani
- Bangul Dero
- Mahota
- Bhalreji
- Lashari
- Dhamra