



**NDICI CSO/2024/453-375 (PC-36593): Strengthening Civil
Society Engagement for a Just and Sustainable
Urbanization (SCEJU)**

Call for Proposals

**Financial Support to Thirds Parties (FSTP) Advisory and
Training Facility (ATF) External Experts: Field-Based
Advisory & Documentation Support for 6 FSTP Projects**

21st April 2026





1.0. Background and Project Context

The ***Strengthening Civil Society Engagement for a Just and Sustainable Urbanization*** (SCEJU) project is a three-year action (2024-2027) co-funded by the European Union (EU) and implemented by Friedrich-Ebert-Stiftung (FES) Kenya, the Civil Society Urban Development Platform (CSUDP), and the Pan African Climate Justice Alliance (PACJA), targeting Kisumu, Nakuru and Makueni counties. The project's main objectives are to; strengthen responsive, inclusive, participatory and representative governance in matters of sustainable waste management and climate justice across informal settlements within urban areas in Makueni, Kisumu, and Nakuru Counties. This is because residents of informal settlements in urban areas face challenges related to provision and access to sustainable water & waste management despite constitutional guarantees. Youth and women living in these settlements bear the brunt but they lack the capacity and voice to influence policy in their favor.

Despite the proliferation of innovative youth and women-led initiatives in the water and waste sectors, many fail to transition into viable, scalable business models due to a persistent 'missing middle' in financing and technical support. These grassroots ventures often remain trapped in the pilot phase because they lack the sophisticated financial documentation, audited performance data, and structured governance frameworks required to attract commercial investment or large-scale donor funding. Furthermore, systemic barriers such as limited collateral and the perception of informal settlements as high-risk zones often exclude these innovators from traditional credit markets. The SCEJU intervention, through the ATF mechanism, specifically bridges this gap by providing the technical accompaniment necessary to professionalize these initiatives, validate their economic viability, and package them as bankable models ready for private sector partnership and county-level institutionalization.

1.1. The FSTP Mechanism and Output 4

Under SCEJU's Output 4, six youth and women-led initiatives were competitively selected to receive support through the FSTP mechanism in Kisumu, Nakuru, and Makueni. These 12-month projects—running from December 2025 to December 2026—serve as "demonstration models" for scalable circular economy solutions that align with Kenya's Water Act (2016) and Sustainable Waste Management Act (2022). By promoting local entrepreneurship and innovation, these initiatives aim to provide practical, community-led improvements to water and waste management within informal urban settlements.



1.2. List of FSTP Beneficiaries and Project Focus

The following six organizations are implementing the SCEJU-supported FSTP initiatives:

County	FSTP Beneficiary Organization	Project Name	Key Innovation & Focus
Makueni	Jumuisha Initiative CBO	Jimbo Taka Project	Turning waste (glass and plastic) into marketable products and using the <i>Jimbo iTaka App</i> to connect collectors with buyers, promoting waste-to-wealth ventures like Black Soldier Fly composting.
Makueni	Dedicated Children's Agency (DeCA)	Safe Water Access Project	Installing a reverse osmosis treatment plant and an automated water kiosk with a mobile app for digital payments and usage tracking.
Nakuru	Flamingo Lakes Conservation Network (FlamingoNet)	Nakuru Informal Settlements Water Project (NISWP)	Rehabilitating water lines, installing smart water vending kiosks with ATMs, and implementing a delegated management model for local distribution.

County	FSTP Beneficiary Organization	Project Name	Key Innovation & Focus
Nakuru	Pangani Cleaners Self Help Group	Nakuru Sustainable Solid Waste Empowerment Project (NASWEP)	Deploying IoT-enabled tracking and recycling apps, establishing a Material Recovery Facility (MRF), and promoting waste-to-wealth ventures like baling and bulk supplier to aggregators.
Kisumu	Simba Kogelo Water Development Group	Equitable WASH Access in Nyalenda	Rehabilitating water pipelines, upgrading to real-time digital billing systems, and formalizing manual pit emptiers while supporting social Projects.
Kisumu	Homeless of Kisumu (HOK)	CIRCULARSHIFT Project	Introducing a WasteTech Platform and the M-taka App to track waste, facilitate fair trade, and drive data-driven entrepreneurship for informal waste actors.

2.0. The Advisory and Training Facility (ATF) Role

To prepare these models for scaling, the project is deploying a field-based Advisory and Training Facility (ATF). These three specialized experts work on-site **with each expert responsible for all 6 FSTP projects** to technicalize innovation briefs, validate grassroots business cases into investor-ready profiles, and develop high-quality impact narratives for the **Kenya Sustainable Water and Waste Management Public Forum (KSWWMPF)** to be held in August 2026.



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Under Output 4 of the SCEJU project, six locally led innovative projects are being implemented to expand youth and women engagement in sustainable water and waste management. To ensure these models are prepared for scaling and exhibition at the Kenya Sustainable Water and Waste Management Public Forum (KSWWMPF), a field-based technical accompaniment approach is required.

The ATF experts will be guided by the EU approved SCEJU activity description and budget in the execution of this task, as well as adhere to the EU Grant Implementation Guidelines and the FES General Procurement Rules.

2.1. Terms of Reference (ToRs)

2.1.1. ATF Expert 1: Program & Innovation Specialist

Engagement Duration: 18 Working Days (12 field days + 6 preparation/reporting days)

Timeline: May – July 2026

Remuneration: €167 per day (Total: €3,006)

Location: Field-based (Makueni, Nakuru, and Kisumu counties)

Focus: Innovativeness, Transformability & Governance Impact

Key Responsibilities:

a) Phase 1: Tool Development (3 Days Prep)

Focus: Creating the foundation for objective scoring.



Day Task / Responsibility

Deliverable

- | | |
|---|--------------------------------------|
| <p>1-2 Design the 10-point scoring matrix; Develop standardized interview guides for county/city agencies.</p> | <p>Innovation Assessment Toolkit</p> |
| <p>3 Preliminary review of the 6 project dossiers to align the Theory of Change (ToC) for each.</p> | <p>Desk Review Summary</p> |

b) Phase 2: Field Validation & Site Visits (12 Days Field)

Focus: Data collection across 6 projects in 3 counties (2 projects per county).

Day Task / Responsibility

Location

- | | |
|---|---|
| <p>4-7 Makueni: Field assessment of Projects 1 & 2; Interviews with County officials.</p> | <p>Completed Matrices (Project 1&2)</p> |
| <p>8-11 Nakuru: Field assessment of Projects 3 & 4; Interviews with City/County agencies.</p> | <p>Completed Matrices (Project 3&4)</p> |
| <p>12-15 Kisumu: Field assessment of Projects 5 & 6; Mapping institutional linkages.</p> | <p>Completed Matrices (Project 5&6)</p> |

c) Phase 3: Technical Reporting & Synthesis (3 Days Reporting)

Focus: Data processing and final ranking.

Day	Task / Responsibility	Deliverable
16-	Drafting 6 technical briefs (5 pages each);	6 Project Innovation Reports
17	Refining institutional linkage maps.	
18	Comparative analysis; Geographic scaling ranking; Finalizing the 15-page synthesis.	Consolidated Transformability Analysis

Specific Deliverables:

- Innovation Assessment Toolkit: A standardized 10-point scoring matrix and interview guide used to evaluate replicability and governance impact.
- 6 Project Innovation Reports: Detailed 5-page technical briefs per project outlining the "Theory of Change" and specific institutional linkages with County/City agencies.
- Consolidated Transformability Analysis: A final synthesis report (max 15 pages) ranking the six models on their readiness for geographic scaling.

2.1.2. ATF Expert 2: Financial & Enterprise Sustainability Specialist

Engagement Duration: 18 Working Days (12 field days + 6 preparation/reporting days)

Timeline: May – July 2026

Remuneration: €167 per day (Total: €3,006)

Location: Field-based (Makueni, Nakuru, and Kisumu counties)

Focus: Business Viability & Financial Structuring

Key Responsibilities:

a) Phase 1: Financial Modeling & Prep (3 Days Prep)

Focus: Establishing the quantitative baseline.

Day Task / Responsibility	Deliverable
1-2 Build the Financial Viability Template in Excel (CAPEX/OPEX structures, automated 3-year cash flow formulas).	Excel Financial Tool
3 Review existing enterprise financial records and compliance documents to prep for field audits.	Pre-Field Audit Notes

b) Phase 2: Field Audits & Financial Verification (12 Days Field)

Focus: On-site verification of revenue models and job metrics across 6 Projects.

Day	Task / Responsibility	Location
4-7	Makueni (2 Projects): Audit cost structures; verify youth/women employment data; assess financial management systems.	Verified Data (Makueni)
8-11	Nakuru (2 Projects): Review revenue streams; assess scalability financing needs; document enterprise assets.	Verified Data (Nakuru)
12-15	Kisumu (2 Projects): Conduct 3-year forecasting interviews; identify specific financing gaps for scaling.	Verified Data (Kisumu)

c) Phase 3: Synthesis & Investor Profiling (3 Days Reporting)

Focus: Packaging data for external investment and economic impact analysis.

Day	Task / Responsibility	Deliverable
16-17	Draft 6 Enterprise Sustainability Profiles (One-page "Investor Pitches") including break-even analysis.	6 Pitch Profiles
18	Calculate total economic impact across all sites and finalize the Consolidated Financial Analysis Brief.	Final Analysis Brief

Specific Deliverables:

- Financial Viability Template: An Excel-based tool for tracking CAPEX/OPEX, revenue streams, and 3-year cash flow projections.
- 6 Enterprise Sustainability Profiles: One-page "Investor Pitch" documents for each project, highlighting break-even points and job creation metrics for youth and women.
- Consolidated Financial Analysis Brief: A summary of the total economic impact across all six projects, including identified financing gaps and potential funding sources.

2.1.3. ATF Expert 3: Visibility & Storytelling Specialist

Engagement Duration: 18 Working Days (12 field days + 6 preparation/reporting days)

Timeline: May – July 2026

Remuneration: €167 per day (Total: €3,006)

Location: Field-based (Makueni, Nakuru, and Kisumu counties)

Focus: Communication, Visibility & Showcase Packaging

Key Responsibilities:

a) Phase 1: Creative Strategy & Branding (3 Days Prep)

Focus: Alignment with FES & EU standards.

Day Task / Responsibility	Deliverable
1-2 Review FES/EU branding guidelines; Design templates for Storytelling Briefs and Pull-up Banners.	Brand-Aligned Templates
3 Coordinate with field teams to identify "success story" beneficiaries for testimonials.	Field Interview Schedule

b) Phase 2: Multimedia Capture & Field Storytelling (12 Days Field)

Focus: Collecting the raw "human" element of the projects across 3 counties.

Day	Task / Responsibility	Location
4-7	Makueni (Projects 1 & 2): High-res photography; Video clips; In-depth interviews for testimonials.	Raw Asset Bank (Makueni)
8-11	Nakuru (Projects 3 & 4): Capture field operations; Record impact narratives; "B-roll" for video clips.	Raw Asset Bank (Nakuru)
12-15	Kisumu (Projects 5 & 6): Documentary-style photography; Final beneficiary interviews.	Raw Asset Bank (Kisumu)

c) Phase 3: Post-Production & Exhibition Design (3 Days Reporting)

Focus: Converting raw data into "Exhibition-Ready" assets.

Day	Task / Responsibility	Deliverable
16	Edit video clips (2 min per project); Curate and caption the Visual Documentation Bank.	Curated Visual Bank
17	Finalize 6 Storytelling Briefs (Impact Stories) with integrated testimonials.	6 Storytelling Briefs
18	Graphic design of 6 banners and the 12-page Business Model Compendium for KSWWMPF.	Exhibition Package

Specific Deliverables:

- 6 Storytelling Briefs: Professionally written "Impact Stories" (approx. 800 words each) featuring at least two direct beneficiary testimonials per project.

- Visual Documentation Bank: A curated digital folder containing 20 high-resolution, captioned photos and 2-minute edited video clips of field operations per project.
- Exhibition Communication Package: Ready-to-print layouts for 6 pull-up banners and a 12-page "Business Model Compendium" for KSWWMPF distribution

2.2. Qualifications and Experience per Expert

ATF Expert 1: Program & Innovation Specialist

- **Academic & Technical Foundation:** Bachelor's degree in Environmental Science, Social Sciences, or Project Management with at least 5 years of experience in project design and implementation within donor-funded (EU/FSTP) programs.
- **Innovation Expertise:** Proven track record in evaluating grassroots "Theory of Change" models and conducting technical due diligence on community-led environmental or governance innovations.
- **Analytical & Training Skills:** Advanced proficiency in technical report writing and adult learning methodologies to facilitate the refinement of complex innovation frameworks under tight deadlines.

ATF Expert 2: Financial & Enterprise Sustainability Specialist

- **Academic & Technical Foundation:** Bachelor's degree in Business Development, Economics, or related fields with a minimum of 5 years of experience in enterprise development within the civil society sector.
- **Enterprise Analysis:** Specific expertise in financial modeling, cost-benefit analysis, and conducting institutional financial due diligence for small-scale circular economy or WASH Projects.
- **Communication & Facilitation:** Exceptional skills in translating financial data into investor-ready profiles and providing hands-on mentorship to grassroots groups on commercial viability and compliance.

ATF Expert 3: Visibility & Storytelling Specialist

- **Academic & Technical Foundation:** Bachelor's degree in Communications, Social Sciences, or Development Studies with 5 years of experience

documenting impact in donor-funded or community-based environmental projects.

- **Content Production:** Demonstrated expertise in high-quality impact storytelling, visual documentation (photography/video), and the production of exhibition-ready communication materials (e.g., compendiums and briefs).
- **Strategic Communication:** Ability to work independently to translate technical field data into compelling narratives for high-level stakeholders, ensuring strict adherence to EU/FES visibility guidelines.

3.0. Reporting & Management

- The ATF Experts will report directly to the SCEJU Project Coordinator and liaise closely with CSUDP and FES staff.
- They will coordinate with other county-based experts to ensure consistency in delivery and documentation.

4.0. Submission and Evaluation Process

- Applications may only be done for one ATF Expert position

Kindly submit your complete proposal including both technical and financial aspects in PDF format to Titus.Kaloki@fes.de and copy Sylvin.Wangui@fes.de before **29th of April 2026** to qualify. Evaluation shall be based on 50% technical and 50% financial competitiveness. The following technical metrics will be used to assess technical competitiveness:

Metric Category	Criteria Description	Weighting
Academic & Professional Experience	Minimum Bachelor’s degree in the relevant field and at least 5 years of experience in donor-funded (ideally EU) programs.	10%
Technical Methodology	A detailed work plan that demonstrates how the expert will execute the 18-day timeline (3 days prep, 12 days field, 3 days reporting).	15%



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Metric Category	Criteria Description	Weighting
Portfolio & Evidence of Impact	Review of previous "investor-ready" profiles, technical briefs, or high-quality storytelling products similar to the required deliverables.	15%
Sector Context	Demonstrated understanding of Kenya's Water Act (2016) and Sustainable Waste Management Act (2022).	10%

