

Terms of Reference (TOR) for Consultancy Services for The “Strategic Donors’ Mapping and Engagement Plan in the Palestinian Water Sector”

1. Background

The **Palestinian Water Authority (PWA)** is the leading institution responsible for the water sector in Palestine. According to Article 8 of the Palestinian Water Law (2014), the PWA holds a comprehensive mandate with 19 defined responsibilities, with particular emphasis on managing water resources through integrated and sustainable approaches, formulating national water policies, strategies, and plans, and ensuring their implementation in coordination with relevant stakeholders.

Coordination and communication among water sector stakeholders are fundamental to the PWA’s mission, ensuring alignment of donor-financed interventions with national policies and strategic plans. Achieving integrated and sustainable water governance is secured through harmonized and efficient mobilization and allocation of the resources and strengthen the legal and institutional framework of the water sector.

The water sector in Palestine faces multiple complex challenges, including limited natural resources, recurring humanitarian crises, and political and economic constraints that hinder sustainable development. These challenges underscore the critical interlinkages between the water, food, and energy sectors, highlighting the need for coordinated and efficient resource utilization to achieve long-term impact.

The Palestinian Water Sector is supported by diverse array of international donors. Given the challenging and complex setting across Palestine, Donors’ coordination remains a strategic priority to ensure efficient, effective and sustainable interventions. This requires regular, detailed mapping and analysis of donors' engagement, including funding priorities, cycles, conditions and requirements.

2. The Main Objective of The Consultancy Service

This consultancy service aims to support the PWA as the leading institution of the Palestinian water sector in its assigned responsibilities as per the Water Law 2014, by developing a comprehensive Strategic Donor Mapping and Engagement Plan that; Improve mutual understanding between PWA and development partners, identify opportunities for harmonising donor conditions and modalities, and Strengthen alignment between external support and national strategies and investment plans. Additionally, It shall incorporate two key frameworks— the Humanitarian-Development-Peace (HDP) Nexus and the Water-Food-Energy (WFE) Nexus— which focus on integrated, conflict-sensitive planning and the interdependence of water, agriculture, and energy for sustainability. Integrating these frameworks will enhance the assignment’s strategic value, align with PWA strategies, donor priorities, and facilitate access to multi-sectoral funding.

This assignment is firmly aligned with the principles of the Paris Declaration on Aid Effectiveness (2005); ownership, alignment, harmonization, results, and mutual accountability, and contributes to the realization of the 2030 Agenda, particularly SDG 6 (Clean Water and Sanitation) and SDG 17 (Partnerships for the Goals). It also complements national planning frameworks, such as the Palestinian National Program for Development & Reform, by promoting coherent, coordinated, and accountable donor engagement.

3. Specific Objectives

The objective of this consultancy is to deliver a strategic donor mapping and engagement plan that assesses, categorises, and prioritises donors based on their alignment with the evolving needs and funding priorities of the Palestinian Water sector. The assignment will support PWA in enhancing coordination, diversifying funding sources, and strategically engaging with both existing and prospective donors. The specific objectives of the assignment are:

- Enhance joint understanding of current donor engagement in the Palestinian Water and Wastewater sector, including the types of support provided, geographic and thematic focus, and alignment with national sector strategies.
- Strengthen dialogue between PWA and international development partners, UN agencies and international humanitarian organizations; to better align efforts, improve coordination and support strategic planning and resource mobilisation .
- Identify areas for harmonization of donors' conditions and requirements across the funding cycle(e.g.proposal review & approval, agreement formulation, tendering, procurement process, financial disbursement, reporting, monitoring, evaluation and audit), to grants management efficiency and reduce administrative burden.
- Assess donor integration of HDP and WFE Nexus frameworks in their programming, and provide recommendations for leveraging these approaches for cross-sectoral and climate-resilient financing.
- Identify new and emerging donors and funding mechanisms/opportunities in Palestine. assess their strategic relevance to the sector, and propose ways for PWA and sector partners to position themselves to access these resources.
- Develop a tailored Donor Engagement Plan, including strategic recommendations, messaging, and actionable steps for strengthening and diversifying funding partnerships

4. Scope of Work (Consultant's Duties and Responsibilities).

To support effective resource mobilization and enhance strategic engagement, the Consultant, in close collaboration with the Palestinian Water Authority (PWA), shall undertake a comprehensive review and analysis of the donor landscape in the Palestinian water sector. The scope of work will comprise the following interrelated components:

Contextual and Strategic Review and Assessment

The Consultant shall conduct a detailed desk review of national and sectoral strategies, donor frameworks, and relevant policy documents to establish a solid foundation for the donor mapping exercise. This includes assessing the Palestinian Water Authority's current practices and mechanisms for donor coordination and engagement, identifying strengths, gaps, and areas for improvement. Additionally, the Consultant will perform a historical analysis of donor funding patterns, priorities, and modalities in the Palestinian water sector over the past decade to identify key trends and shifts. The insights from this assessment will provide a strategic basis to inform the preparation of the donor mapping report and the subsequent donor engagement plan.

Donor Identification, Mapping, and Engagement Analysis

The Consultant shall identify and categorize existing and potential donors in the Palestinian water sector, including traditional and emerging sources. They will develop and implement a methodology to gather data on donor priorities, funding mechanisms, and requirements. The Consultant will conduct consultations with key donor agencies to validate findings and enrich the analysis. Mapping of financing instruments and relevant funding models, such as climate funds, will be undertaken. Based on this, the Consultant will provide recommendations to help PWA diversify its funding base and strengthen sector resilience.

Development of Donors' Mapping Report and Engagement Plan

The Consultant shall develop a comprehensive Donor Mapping Report, outlining donor profiles, funding priorities, modalities, and potential areas of alignment with PWA objectives. In parallel, the Consultant will prepare a practical Donor Engagement Plan to support PWA's strategic outreach, coordination, and resource mobilization efforts. Both deliverables should be results-oriented and tailored to guide PWA's short- and medium-term donor engagement strategies, while reflecting cross-cutting priorities, including the Humanitarian-Development-Peace (HDP) nexus and Water-Food-Energy (WFE) interlinkages, to promote integrated and sustainable approaches.

To ensure relevance and stakeholder ownership, the Consultant shall present preliminary findings, recommendations, and the draft engagement plan to the ISP Steering Committee (comprising PWA, ADA) for validation and feedback. A subsequent workshop with key donors and Palestinian Water Authority will be convened to present key insights, facilitate structured discussion, and gather input to inform the final outputs.

5. Deliverables

Inception Report: The Consultant shall submit the inception report within 2 weeks from the project start date. The report shall include: the proposed methodology with data collection tools and instruments, a detailed work plan with an updated schedule, any possible revisions needed as compared to the ToR.

Final Report (Donors Mapping report and Engagement plan): The Consultant shall submit a comprehensive Donor Mapping Report and Engagement Plan that consolidates the findings, analysis, and strategic recommendations derived from the donor review and consultation process. The deliverable shall be composed of two integrated components:

- A. Donor Mapping Report:** The report shall provide an analytical overview of the donor landscape relevant to the Palestinian water sector. It shall include:
- Profiles of current and potential donors, including traditional and emerging partners.
 - Analysis of donor priorities, funding modalities, and alignment with Palestinian national and sectoral strategies.
 - Assessment of donor coordination mechanisms and PWA's current engagement practices.
 - Mapping of thematic, geographic, and financial trends in donor funding over the past decade.*(since 2015)*

- Identification of financing instruments and opportunities, including climate and adaptation funds.
- Key findings presented through visual tools and a structured, editable dataset to support institutional integration and regular updates.
- B. Donor Engagement Plan:** The plan shall outline a practical framework for strengthening PWA's donor coordination and engagement. It shall include:
 - Strategic approaches and tools for outreach, coordination, and partnership building. Priority actions to improve communication, transparency, and alignment with donor frameworks.
 - Recommendations to enhance donor harmonization, avoid duplication, and promote alignment with cross-cutting priorities such as the Humanitarian-Development-Peace (HDP) nexus and Water-Food-Energy (WFE) interlinkages.
 - A clear implementation roadmap tailored to guide short- and medium-term engagement efforts.

6. Duration of the Assignment

The project period is (2) calendar months,

- The intended starting date is **September 1st, 2025**
- The intended closing date is **31st of October 2025**.

The work effort is **36** working days. The Consultant is expected to undertake **mission(s)** in Palestine, comprising approximately 21 days of fieldwork and **15** days of home-based work

7. Consultants' Qualifications

The consultant is expected to have the following qualifications and expertise:

Educational Background:

- Advanced university degree (master's or equivalent) in International Development, Environmental Policy, Water Resources Management, International Relations, or a related field.

Professional Experience:

- Minimum of 10 years of relevant experience in development and humanitarian sectors, with at least 5 years in strategic roles focused on donor engagement, resource mobilisation, or fundraising.
- Proven experience in donor mapping and designing resource mobilisation strategies, preferably in the water/or environmental sectors.
- Experience facilitating stakeholder consultations and capacity-building workshops related to donor engagement.
- Demonstrated track record of successfully winning grants and mobilising resources in both humanitarian and development contexts.

Technical and Contextual Knowledge:

- Familiarity with the aid environment and donor coordination mechanisms in Palestine (e.g., WASH Cluster, Sector Working Groups, Joint Financing Arrangements).
- Previous work in fragile or conflict-affected settings; experience in Palestine and the water sector is a strong asset.

- Understanding of relevant cross-cutting frameworks, such as the Water-Food-Energy (WFE) Nexus and the Humanitarian-Development-Peace (HDP) Nexus.

8. Application Process

interested international candidates should submit:

- A technical proposal outlining: a) experience; b) detailed approach ; c) detailed methodology and high level work plan with specific milestones.
- Financial proposal with detailed line-item budget.
- Detailed CV(s) of the personal(s) involved.

9. Submission &Deadline

Proposals should be submitted to Read Sawaftah via email at: rsawaftah@pwa.ps, raed_sf@yahoo.com not later than August 5th ,2025. Clarifying questions may be addressed to nabdo@pwa.ps . however, no meetings will take place in advance of the proposal submission.

10. Evaluation Criteria

the proposal will be evaluated based on the Quality and Cost Based Selection (QCBS) method. (80% FOR TECHNICAL PROPOSAL & 20% for financial proposal)

the technical evaluation will be evaluated based on:

Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference (TORs) 60%

(i) General qualifications (general education, training, and experience) 8%

(ii) Adequacy for the Services (relevant education, training, experience in the sector/similar services) 24%

(iii) Relevant experience in the region (working level)/knowledge of local administrative system, government organization, etc.) 8%

11. Type of contract and Payments Schedule

Lump Sum contract

1st payment 30% of the contract value upon the approval of the submitted inception report.

2nd payment 70% of the contract value upon approval of the final report(s).

The consultant must pay the income taxes in Palestine due to the Palestinian law. The contract is VAT exempted.

No payments will be given due the submission of the mid term progress report.