



## Terms of Reference

### New Times, New Targets Project – Solomon Islands

### Market Assessment and Analysis

#### Context Background (taken from Project Design Document and Context Analysis)

Sanitation statistics for Solomon Islands are some of the worst in the world and open defecation rates are the highest in the South East Asia-Pacific Region<sup>1</sup>. The Solomon Islands National Development Strategy (NDS) 2016-2035 articulates commitment to meet Sustainable Development Goal (SDG) targets, including Goal 6, to achieve 'water and sanitation for all' (universal access) by 2030.<sup>2</sup> In urban areas, access to improved water is estimated at 90%, and access to improved sanitation at 76%<sup>3</sup> though this may overstate the reality. In comparison, the 2016 National Rural WASH Baseline reports improved **water access at only 54%** and access to improved **sanitation (basic level service<sup>4</sup>) at 13%**<sup>5,6</sup>. Stunting is reportedly impacting 32% of children<sup>7</sup> and 7% of child under-5 mortalities result from diarrhoea<sup>8</sup>. Access to water supply and improved sanitation was highlighted as the highest priority need, particularly in rural areas, during the provincial consultation process for NDS development.<sup>9</sup>

Developing a single water source will not build resilience for communities in Solomon Island which generally depend on multiple (2-5) mostly unimproved water sources (e.g. river, open well, unprotected source)<sup>10</sup>. However, this offers opportunity for improvements in water security and resilience through protection and improvement of multiple sources in each community. Rainwater is currently underutilised (13% of rural households use rainwater as primary water source<sup>11</sup>).<sup>12</sup> Taking a systems approach to building the WASH resilience of communities, including through understanding the water catchment and the securing multiple improved water sources, is a key component of the Project's WASH Resilience Planning approach.

Despite a solid sector policy and strategic plan, the need for evidence based, effective and sustainable approaches to WASH in Solomon Islands is high. Non-subsidised sanitation

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<sup>1</sup> Second Review of Community-Led Total Sanitation in the East Asia and Pacific Region, UNICEF, 2015 [http://www.communityledtotalsanitation.org/sites/communityledtotalsanitation.org/files/Second\\_Review\\_of\\_Community\\_Led\\_Total\\_Sanitation\\_in\\_East\\_Asia\\_and\\_Pacific.pdf](http://www.communityledtotalsanitation.org/sites/communityledtotalsanitation.org/files/Second_Review_of_Community_Led_Total_Sanitation_in_East_Asia_and_Pacific.pdf)

<sup>2</sup> Solomon Islands National Development Strategy 2016-2035, pg 60.

<sup>3</sup> WHO/UNICEF, Joint Monitoring Program (JMP), <https://washdata.org/data>

<sup>4</sup> Note: there was a shift in terminology during the transition from MDGs to SDGs, describing an access 'ladder' with "safely managed" being the goal and 'basic level services' describing access to 'improved' facilities targeted by the MDGs.

<sup>5</sup> SNAP SHOT Water Sanitation and Hygiene (WASH) Solomon Islands RURAL WASH

<sup>6</sup> The Rural WASH baseline showed Guadalcanal statistics of 43% and 14% access to improved water and sanitation respectively.

<sup>7</sup> <https://data.worldbank.org/indicator/SH.STA.STNT.ZS?end=2007&locations=SB&start=2007>

<sup>8</sup> <http://www.who.int/gho/countries/slb.pdf?ua=1>

<sup>9</sup> Solomon Islands National Development Strategy 2016-2035, pg 26.

<sup>10</sup> Seasonal use of multiple water sources builds community resilience in climate-vulnerable Pacific Island Countries, W, Hadwen, Griffith University, 2015

<sup>11</sup> MHMS, Rural WASH Baseline, 2015

<sup>12</sup> Ibid.



approaches (e.g. CLTS) have proven successful at village level but are yet to be scaled and community operation and maintenance of water supply systems remains an ongoing challenge. Evidence of the effectiveness of governments newly adopted processes/guidelines for both sanitation and water supply remains unavailable.

## **Project Background** (taken from Project Design Document)

The New Times, New Targets Project aims to improve sustainable and inclusive access to water, sanitation and hygiene (WASH) services and facilities within schools, clinics and communities in rural Solomon Islands. The project is an Australian aid initiative implemented by Plan International Australia in partnership with Live & Learn Environmental Education on behalf of the Australian Government.

The project is being implemented in the Western area of Guadalcanal Province, Solomon Islands and aims to improve the health and wellbeing of approximately 15,000 rural Solomon Islanders by improving the quality and accessibility of WASH services in 22 rural schools, 8 clinics and 60 communities. The project will seek improved social inclusion and empowerment in rural areas and contribute to enhancing the evidence base relating to gender and social inclusion (GSI) and WASH. The project will focus on behaviour change, through the concept of WASH Resilience Planning and will follow an 'assess, plan, act, monitor' cycle founded on risk-based approaches to water and sanitation improvements. Globally recognised tools will be adapted for the context and incorporated into implementation methodologies. Improving hygiene and menstrual health is incorporated in the Project.

The project's WASH implementation revolves around risk-based approaches and tools based on the 'assess, plan, act monitor cycle', each contributing to WASH Resilience Planning within a targeted area. The key WASH tools and approaches include:

- *Climate Resilient Water Safety Planning*, will include catchment and climate change assessments, water quality testing, improved operations and maintenance and the establishment of multiple improved water sources to strengthen WASH resilience. Solomon Islands Government (SIG) has not implemented Water Safety Planning in rural areas but are supportive of trials and introduction of the approach in the country.
- *Community Led Total Sanitation (CLTS)* will be used to eliminate open defecation in communities while building community resilience through self-empowerment. CLTS is a SIG priority and needs further support to establish the effectiveness and efficiency of the approach in the Solomon Islands context. The Project will strengthen gender and social inclusion within CLTS and further contextualise the approach through iterative improvements during implementation.
- *WASH Facility Improvement Tool*, will be used to strengthen management and planning for WASH in clinics. It is a recently developed WHO tool, based on its Water Safety Planning cycle. SIG do not currently have an approach to WASH in clinics and are supportive of this initiative.
- *UNICEF's 3 Star Schools* approach, including a school-led bottleneck analysis, is the basis for all Project activity in schools, to improve WASH practices, access and management in schools with the ambition of achieving SIG endorsed criteria for "2 star" status. The 3 Star Schools approach is being promoted by UNICEF Solomon Islands and Ministry of Education and Human Resources Development (MHERD).
- *Social marketing* approaches will be used, leveraging varied motivators, to improve hygiene practice and behaviours. Government resources for hygiene

promotion all leverage health as the core motivator and are not used in a coordinated way.

- **Supply strengthening will be informed by research into appropriate avenues to improve accessibility and affordability of WASH hardware and services in rural areas. There is currently no coherent and effective method for improving supply of WASH services in rural areas.**
- *Seed funding for infrastructure improvements* for clinics and schools achieving “1 star” criteria and communities achieving “no open defecation” status will be made available. Mechanisms to request such funds will be aligned to government process and strategy.

## Purpose of the Consultancy

The purpose of the consultancy is to support the New Times, New Targets project to investigate the potential for market based solutions to support water, sanitation and hygiene (WASH) outcomes in rural communities in West Guadalcanal. This includes development of recommendations for practical ways to strengthen and support market engagement in the provision of WASH services and hardware in the target area. The analysis and recommendations should extend to enablers of a strong market such as financing, supply chain connections, business mentoring and training, entrepreneurship etc.

WASH services and hardware should include community and household water components and maintenance services, toilet hardware and installation services/advice and menstrual hygiene products (sanitary wares).

The Project has a specific focus on promoting gender equality and social inclusion. Considerations for gender transformation must be considered within the market assessment and should therefore be central to the research approach, questions and subsequent recommendations. Identifying opportunities to strengthen women’s opportunities, skills and economic empowerment is of high interest to the Project and the outcomes of this ToR.

## Scope of the consultancy

The draft scope of works includes but is not limited to the following:

- Phase 1: Market assessment and analysis
  - o Desktop review of relevant literature regarding WASH markets and broader market development and strengthening in rural Solomon Islands or similar context.<sup>13</sup>
  - o Development of research questions, methodology and approach. It is expected that Key Informant Interviews or Focus Group Discussions with existing, small scale rural entrepreneurs will be included.<sup>14</sup>
  - o Conduct market research
  - o Analysis of research results and development of preliminary recommendations

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<sup>13</sup> While other contexts may have relevant learnings, it is critical to consider the realities of the Solomon Islands context both logistically and culturally, for market-based solutions in rural areas.

<sup>14</sup> Kokonut Pasifik is an example that comes to mind



- Facilitation of a collaborative review of results and recommendations with Project staff to discuss the practicality and likelihood of success for recommendations.
- Development of final recommendations including risk analysis, assumptions and practical mode of delivery and support.

Note: This must specifically include recommendations related to engaging women and marginalised groups in market approaches.

- Phase 2: Ongoing support to Project team and enterprises (may be remote)
  - Provide ongoing, ad-hoc support to the Project to assist the team to strengthen markets and respond to challenges and opportunities as they arise in the field.

## Overall Steps, Deliverables and Timing

(Dates below are indicative only and are subject to revision with consultant's agreement.)

Deliverables
<p><b>Phase 1:</b> to be completed by 15<sup>th</sup> October 2019 (total 22 days)</p> <p>Literature review and preparation of research questions, methodology and approaches <b>( 5 days)</b></p> <p>Revision of inception report based on feedback from Plan <b>(1 day)</b></p> <p>Conduct research <b>(10 days)</b></p> <p>Preliminary analysis of research data <b>(4 days)</b></p> <p>Facilitation of collaborative review <b>(1 day)</b></p> <p>Finalise report <b>(1 day)</b></p> <p><b><u>Deliverables:</u></b></p> <ul style="list-style-type: none"> <li>➤ Inception report including; literature review, and draft research questions, methodology and approaches</li> <li>➤ Final, approved inception report</li> <li>➤ Draft final report</li> <li>➤ Final report including recommendations</li> </ul>
<p><b>Phase 2:</b> to be completed by December 2019 (total 10 days)</p> <p>Ongoing Project staff mentoring and support in-country or remote <b>(up to 10 days) 30<sup>th</sup> Dec 2019</b></p> <p><b><u>Deliverables:</u></b></p> <ul style="list-style-type: none"> <li>➤ Brief summary notes (2-4 pages) of key challenges, opportunities and nature of mentoring conducted.</li> </ul>

All deliverables to be provided in English. Research report to be a maximum of 25 pages.

The above timeframes are indicative only and open to negotiation.



## Relevant background reading includes:

- Project Theory of Change and approved Project Design Document
- Solomon Islands WASH Context Analysis Summary by Plan/LLEE
- SIG, MoH RWASH Policy 2014
- SIG, MoH RWASH Strategy, 2015-2020
- *Plan – Michigan University - 3D Printing Feasibility Assessment in the Solomon Islands*
- *International Water Centre (IWC) - Fostering water, sanitation and hygiene (WaSH) marketing exchanges using participatory processes: (and other relevant outputs from the Enterprise in WASH research)*

## Communication

The Consultant will be responsible for completing works on time and to a high quality. The contract will be held between Plan International Australia and the Consultant. The Consultant will communicate primarily through Plan International Australia, particularly related to contracting and preparatory work. The consultant will include Plan International Australia on all major communication relating to the Consultancy. For in-country logistics arrangements the consultant should communicate directly with Plan in Solomon Islands and Live & Learn SI Country Manager to coordinate and deliver training and mentoring.

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## Child Protection and other requirements

This consultancy must follow all the requirements within the Contract, and take into account and abide by Plan International's Policies and Standards. This means, for example, ensuring that principles of gender equality, inclusion and non-discrimination are considered and acted upon throughout the consultancy. Furthermore, the consultancy is required to be conducted in-line with Plan International's Child Protection Policy and internal guidelines on Child Protection, which must be reviewed and signed before commencement of the consultancy. The Consultant will be required to provide a police check (valid within 12 months of contract date) and complete Plan International Australia's online Child Protection training.

All consultant travel and accommodation will be arranged and paid for by Plan International Australia. Meals expenses will be paid for by the Consultant and reimbursed on provision of receipts. For fieldwork, Live & Learn Solomon Islands will arrange and cover the cost of local transport, and accommodation for the Consultant. Purchase of alcohol will not be reimbursed.



## Applicants

The preferred applicants will ideally have;

- An in-depth understanding of rural markets in a Melanesian context
- Proven experience of running, advising and/or supporting small-scale enterprise in developing countries
- Experience working in Solomon Islands
- Experience conducting market research

## Application

To apply, please provide an expression of interest outlining;

- Key roles and qualifications/experience
- Proposed schedule, methodology and approach (2 page maximum)
- Budget
- Contact details of at least 2 Referees
- Clarifications to any questions or information herein

Applications should be submitted to [Tom.rankin@plan.org.au](mailto:Tom.rankin@plan.org.au)

Queries during application period can be directed to [john.kelleher@plan.org.au](mailto:john.kelleher@plan.org.au)

The closing date for proposals is 30<sup>th</sup> August 2019.