The #EUWOP Programme

Helping water and sanitation service providers help one another reach the SDGs

→ gwopa.org/eu-wops
Session Programme

Overview of EU WOP Programme Call for proposals
- Julie Perkins, GWOPA OiC, UN-Habitat

30-40min

Question and Answers

50-60min
Session Objectives

- Introduce the programme and encourage a strong reply to the call
- Identify common questions/challenges about how to apply (Phase I)
- Respond to questions
- Explain where to get more information:
  - answers to questions
  - introductory webinars for groups
  - help with WOPs and matchmaking
Water Operators’ Partnerships

Not-for-Profit partnerships between two or more water and/or sanitation peer operators carried out in the objective of strengthening their capacity and performance to sustainably provide quality services to all.
EU-WOP Programme Development Process

- WOP Knowledge
  - EU ACP and other WOP programme lessons
  - Guidance and tools
  - WOPs Principles

- European Commission + UN-Habitat
  - EU and UN policy frameworks
  - Institutional Rules
  - Selection Committee Review

- External consultation
  - Utility consultative group
  - Brussels workshop
  - Targeted reviews
EU-WOP Programme Guidelines
Context
Programme Objectives
EU-WOP Programme Overview
Eligible Projects
Eligible Activities
Eligibility of Partners
Eligibility of Expenditures
Application Process
Phase I Application
Evaluation and Selection

Annexes
Annex A: Phase I Application Form
Annex B: Evaluation Criteria
Annex C: GWOPA Code of Conduct
Annex D: EU DEVCO Eligible Country List

https://unhabitat.org/node/145078
Context for EU WOP Programme

**NEED**
- 785 M lacking access to basic water, 2 billion lacking access to basic sanitation
- Declining water quality and quantity and freshwater ecosystems are being degraded
- Water utilities key to interlinked SDG6 targets, SDG 6 key to all SDGs

**OPPORTUNITY**
- Utilities keen, capable and experienced . . . and potential for many more
- European commitments on SDGs call for engaging actors, linking financing.
- GWOPA with networks, knowledge, tools and admin capacity to support implementation
# Programme Overview

<table>
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<tr>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
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**Some Programme-Wide Elements**

- Communications
- Knowledge Management
- Evaluations

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**Phase I**

- Call Process and WOP Establishment

**Phase II**

- WOP Implementation – appx 25 partnerships with 250-450,000USD, over 36 months

**Close**
EU-WOP Programme Objectives

1. Increased access to improved drinking water source and/or sanitation within Beneficiary Partner service areas.
2. Improved operational, financial, social, environmental and cross-cutting capacity and performance of the water and sanitation Beneficiary operators.
3. Additional finance for water and sanitation operational or infrastructure improvements.
4. Strengthened capacity and commitment among partner organizations to engage in Water Operators’ Partnerships beyond the scope of this programme.
# Funding Windows

<table>
<thead>
<tr>
<th>WINDOW 1</th>
<th>WINDOW 2: Mature WOPs</th>
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<tbody>
<tr>
<td><strong>Emerging WOPs</strong></td>
<td><strong>3.5 M USD</strong></td>
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<tr>
<td>✓ WOPs in which Lead Partner and Beneficiary Partner(s) &lt;= 1 year of history</td>
<td>✓ Recent or ongoing WOPs =&gt; 1 year of recent history, in the last 3 years</td>
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<td>✓ No previous partnership history required</td>
<td>✓ History between Lead Partner and Beneficiary sufficient</td>
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<td>✓ Projects expected to generate capacity and initial performance improvements</td>
<td>✓ Build on ongoing capacity and performance improvements</td>
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<td>✓ Mentorship opportunities for less experienced utilities</td>
<td>✓ Help accompany or bridge towards investments</td>
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**4.75 M USD**

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**GWOPA**

**UN-Habitat**

**For a Better Urban Future**
EU-WOP WOP Project Constellations

Lead Partner ("Mentor")

Beneficiary Partner ("Mentor")

Additional Partners
"co-mentor"
"facilitator"
"donor"
"local partners"

..
EU-WOP Projects Set-Up

1. Agreements of Cooperation between UN-Habitat and Lead Partners
   - Biannual progress report
   - Annual financial and narrative reporting for installments

2. Agreements between WOP Project Partners
   - “MoU” Lay out the respective roles and responsibilities
   - Commits to Code of conduct
   - Normally non-financial (any transfers separate)
   - New or modified from previous agreement
## Project Eligibility: Focus

<table>
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<tr>
<th>Project Type</th>
<th>Water Operators’ Partnerships: not-for-profit partnerships between two or more peer water and/or sanitation service providers aiming to strengthen the beneficiary service provider’s capacity and performance.</th>
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|              | • May be North-South, South-South or Triangular  
• Variety of possible constellations  
• Must be compliant with GWOPA’s Code-of-Conduct |

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<tr>
<th>Eligible Themes</th>
<th>Improving the operational, financial, social or environmental capacity and performance of the Beneficiary Partner(s), i.e.:</th>
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|                 | • Increasing access to safe water and sanitation services  
• Improved water use efficiency  
• Reducing untreated wastewater  
• Improving sustainable water resources and basin management  
• ……… |

| Activities | • Diagnosis/Benchmarking  
• Training (academic, classroom, on the job, online)  
• Joint studies/planning/implementation  
• Resource mobilization activities  
• WOP communication and knowledge management activities |

*Doing WITH not FOR*
<table>
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<tr>
<th>Type</th>
<th>How many per WOP?</th>
<th>Who</th>
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<tr>
<td><strong>Lead Partners</strong></td>
<td>1</td>
<td>• Water/sanitation service provider that is either a government body or publicly-owned, registered and operating in a European or DCI–approved country</td>
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<td></td>
<td>• &quot;Mentor&quot; role</td>
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<td></td>
<td>• ‘Grant manager’ for WOP Project – must have the financial and technical capacity to manage project and administer its funds</td>
</tr>
<tr>
<td><strong>Beneficiary Partner(s)</strong></td>
<td>1 - 5</td>
<td>• Water/sanitation service provider that is either a government body or publicly-owned, registered and operating in a DCI–approved country</td>
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<tr>
<td></td>
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<td>• “Mentee” role</td>
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<td>• must co-create and endorse the proposal and commit financial or in-kind contribution – ownership is key</td>
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<tr>
<td><strong>Additional Partner(s)</strong></td>
<td>0 – 5 (max. 2 co-mentors)</td>
<td>• Organizations that contribute actively to the WOP project objectives on a not-for-profit basis. Cost recovery possible for public and non-profit entities</td>
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<td>• Registered in a member state of the European Union or a DCI-approved country</td>
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<td>• Co-mentors, WOP facilitators, utility associations, donors, relevant local institutions, financial institutions, NGOs, knowledge and academic institutes, CSOs, trade unions, or private sector entities.</td>
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</table>

* Integrity Check needed in Phase II on all partners
Financial Rules

- Between **250,00 and 450,000 USD** requested from programme
- **Counterpart support** from Lead and Additional Partners (cash and in-kind contributions) **strongly encouraged**, required for Beneficiary Partners
- Staff time of Lead Partners (and Additional Partners with **non-profit/public status**)  
- Transfers to eligible Additional Partners <= **100,000 USD per partner**, no more than **60% total**
- WOP logistics - travel, food, lodging, communication, event participation, supplies, materials
- Equipment (such as small hardware/software that are required for WOP activities)
- Contractual services / outsourced services for supporting activities <= **40,000 USD per procurement**, <25% total
Two-phases selection process

Phase I: Project proposal (eliminatory)
Phase II: Elaboration, Substantiation

Proposals accepted in English, French & Spanish

Application Process

**Phase I**
- **15 January 2021**: Call for proposals open
- **15 March 2021**: Last day for submission of questions
- **15 April 2021**: Deadline for submission of Phase I Applications
- **15-30 April 2021**: Selection Committee evaluation process
- **1st May 2021**: Notification to selected projects

**Phase II**
- **2 May 2021**: Opening of applications for Phase II for selected project
- **30 June 2021**: Deadline for submission of Phase II Applications
- **15 July 2021**: Selection Committee evaluation process
- **15 July 2021**: Notification of selected projects
- **Sept 2021**: Processing of Agreements of Cooperation, EU-WOP Project Agreements, Additional agreements
- **Sept 2021**: Implementation of the EU-WOP projects
Evaluation and Selection Process

- Applications received by deadline
- Sort by Window
- Screen for eligibility (format, focus, partner constellations,..)
- Review and evaluate (following selection criteria)
- Rank
- Second review
- Inform successful applicants to proceed to Phase II application

April* 2021
by UN-Habitat Selection Committee
### EU-WOP Application Evaluation Criteria Weighting by Phase

<table>
<thead>
<tr>
<th>Criteria Type</th>
<th>Weighting (%)</th>
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<tbody>
<tr>
<td></td>
<td>Phase I</td>
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<tr>
<td>Partnership Arrangements</td>
<td>30</td>
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<tr>
<td>Context/Synergies</td>
<td>20</td>
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<tr>
<td>Objectives/Expected Results</td>
<td>20</td>
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<tr>
<td>Approach</td>
<td>15</td>
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<tr>
<td>Budget Considerations</td>
<td>15</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>100</strong></td>
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+ “other considerations” as ‘tie-breakers’
Evaluation Criteria

**Tip:** When preparing application, take into account questions asked in the form, as well as the evaluation criteria.

**Application form questions**

### 2.1 Partnership Arrangements

What is the planned partnership arrangement and how will the WOP Partners work together towards the project objectives? Please address:

- The added value (capacities, competencies, skills, perspectives, communities, reach, funding) of each proposed Lead and Additional Partner in the WOP
- Why this set of partners should work together (complementarities, commonalities that will help them achieve the project objectives)
- If there is more than one mentor or mentee operator, the arrangement and its added value
- Please describe the roles of any Additional Partners and how they will contribute to the partnership

(max 750 words)

**Evaluation Criteria**

### Partnership Arrangements:

- Each partner adds unique, cost-effective value to the WOP (competencies, skills, perspectives, communities, reach, counterpart contributions, etc.).
- All partners demonstrate commitment to the WOP (high level support, in-kind staff time).
- The partners are appropriate and complementarity (strengths, needs, language, size, culture etc.).
- The partnership engages relevant new (with less than 1 year of experience) partners in WOPs - mentees, mentors, and other supporting Additional Partners.
- The WOP involves a co-mentoring arrangement that aims to strengthen the capacity of a less experienced mentor.
- WOP beneficiaries and end users are associated in the WOP.
Selection Taskforce

• UN-Habitat team (legal, financial, partners and thematic experts) with EU-IntPa (formerly DEVCO) observation

• No conflict of interest

• Contribute to setting eligibility and selection criteria

• Help ensure application call and process (guidance and forms) facilitates smooth processing and administration of agreements

• Conduct the evaluation and selection of WOP projects

• Vet partners and help in establishing AoCs
Tips for Applying

• Read through documents early so you know what is needed and desired
• Identify partners early. Beneficiary demand and engagement is key (letter is needed at Phase I)
• Ensure co-creation and capacity development! Understand and embrace the WOPs approach
• Connect with ongoing activities and opportunities to leverage benefits
• Realistically address COVID (and post-COVID..) realities
• Embrace sustainability and human rights considerations in a real way…
Thank you and Good Luck!!

www.unhabitat.org

www.gwopa.org/eu-wops

info@gwopa.org
Mistakes identified....!

• Pg 22: “It is important that the **Phase I Application Form** document contains ALL relevant information concerning the proposed WOP. **No additional supplementary documents should be sent.**” but in fact a letter of support from the beneficiary partner(s) is required.