



## **CALL FOR SERVICE DELIVERY PARTNERSHIPS PROPOSALS.**

The Foundation is on a journey to becoming a National Water Sanitation and Hygiene (WASH) Centre of Excellence ensuring Communities' access to clean and safe drinking water; Adequate and dignified sanitation facilities for vulnerable communities; Prevention of water sources contamination; and Promoting hands-washing for behavioral change on personal hygiene through; Business partnerships development for WASH, a socio-economic developmental model integrating water, sanitation and hygiene interventions through entrepreneurship and the NGOs' sector as service delivery partners. Key strategic impact analysis resonates in Drinking Water; Sanitation and Hygiene; Water Quality; Water use efficiency; Water resources management; and Ecosystems. In addition to Water Sanitation and Hygiene (WASH) as primary activities of the RWF, Enterprise Development and Capacity Building of NGOs are key drivers of WASH and therefore RWF strategic intermediary activities. Secondary activities include; Biodiversity and Ecosystems Management; Rural Development; and Rand Water Cares.

Qualifying Small Micro and Medium Enterprises (SMMEs) are invited to submit service delivery partnership proposals for the implementation of the Rand Water Foundation secondary activities as follows:

### **1. PUBLIC RELATIONS MANAGEMENT (PRM)**

The programme is aimed at driving the RWF's partnerships, stakeholders' relations management, and social entrepreneurship aspirational initiatives for the long-term operational excellence of the organisation, as a Public Benefit Organisation (PBO).

#### **1.1. Development of Commercial Business Model: Bottled Water Plant.**

Achieving high level of impact, investment and growth through partnerships is one of the RWF's strategic objectives. In order to fulfil this objective, the Foundation raises funds through strategic funding partnerships and collaborations with external partners to leverage on internal resources. It is through projects funding partnerships and implementation collaborations that resources are leveraged and development Impact optimised. Furthermore, becoming a Social Enterprise is one of the driving forces of the RWF strategic future wheel (2030) towards becoming a National WASH Centre of Excellence.

Bottled Water Plant has been identified among others as a viable revenue stream initiative to be piloted to become one of the RWF' entrepreneurial activities enabling growth and sustainable developmental agenda of the Foundation. It is in this view that the foundation is seeking a service delivery partner to develop a bankable bottled water plant business model and an operational plan thereof. The business model should be able to over the medium term enable the Foundation to break even, set adequate funding aside as a cushion for expansion and, ideally, provide acceptable returns to investors. The bottled water plant business model should be the one committed to social and environmental returns while seeking to generate profit or return on investment. The business model should furthermore provide a detailed assessment on the potential viability of a commercial bottled water plant and a business case outlining but not limited to the following:

- ✓ Business Financing
- ✓ Water security
- ✓ Business Objectives
- ✓ Business SWOT analysis
- ✓ Water bottling plant business management
- ✓ Required resources
- ✓ Target Market
- ✓ Business Sustainability.
- ✓ Other related business activities

### **Required level of expertise**

The successful Service Delivery Partner will be required to possess prior experience in engaging with CSI companies and others in Communication Strategy development, and proof of previous work undertaken in this regard will be an advantage.

### **Copyright and confidentiality**

The product of this project will remain the Intellectual Property of the Rand Water Foundation.

### **Accountability**

Successful service delivery partners will report to the respective Programme Managers as per adverts above for the duration of the contract period further reporting on project implementation progress made at mutually agreed time-frames.

### **How to apply:**

Use the application form obtainable from the Rand Water Website ([www.randwater.co.za](http://www.randwater.co.za)) on the Home page or Rand Water Offices, 522 Impala Road, Glenvista, Johannesburg. Proposals can be delivered at the address specified above or they can be scanned and emailed to:

❖ [entdev@randwater.co.za](mailto:entdev@randwater.co.za) or [mvilakaz@randwater.co.za](mailto:mvilakaz@randwater.co.za) or [nsibinda@randwater.co.za](mailto:nsibinda@randwater.co.za)

All Enquiries can be directed to Nkosinathi Sibinda as follows:

Tel: 011 682 0392

Fax: 086 732 0607

**Closing Date for the applications: 30 January 2021.**

**Disclaimer:** Should you not receive any response from Rand Water Foundation within 30 days from the closing date, please accept that your application has been unsuccessful.