



*Terms of Reference (ToRs) For  
Hiring of consultancy firm for identification of suitable locations, preliminary design and PPP  
feasibility for establishment of Executive Washrooms on PPP basis in tourist areas of Khyber  
Pakhtunkhwa*

## **1 Background**

Tourism is a significant source of income for millions of people in Khyber Pakhtunkhwa. According to an estimate, Tourism generates more than \$300 million in revenue from Galiyat, Kaghan, Naran and Kumrat alone. The Government of Khyber Pakhtunkhwa is taking initiatives to support tourism across Khyber Pakhtunkhwa through various projects. An important part of promoting and sustaining tourism in remote parts of the province is providing tourists with basic facilities like sanitation in the form of clean toilets. Lack of clean toilets and sanitation infrastructure especially discourages women, elderly people, people with disabilities and families to visit these destinations. Research has shown that availability of clean restrooms is a major factor considered by tourists when visiting an area. Access to clean toilets is also linked with greater health outcomes and better security for women. In this regard, the Khyber Pakhtunkhwa Department of Culture, Sports, Tourism, Archaeology & Youth Affairs, intends to build clean public toilets throughout major tourist routes, tourist destinations, and camping grounds etc, in partnership with the private sector to provide quality sanitation services to visiting tourists and boost the local economy.

## **2 Objectives**

The objective of this consultancy is to support the Department of Sports, Culture, Tourism, Archaeology, and Youth Affairs to ensure feasibility and develop the most cost-effective and sustainable models for executive washrooms in tourist areas in terms of design, location and PPP mode within the framework outlined in KP PPP Act 2020 and taking into account the local context and capacity constraints.

In line with the Department's priority to implement evidence-based policies, the ministry seeks the services of a consulting firm/consultant to conduct a baseline study with the following activities:

## **3 Scope of work**

The following activities are envisaged for the project:

1. Need Assessment & Shortlisting of Sites



2. Preliminary Engineering Design & Cost Estimation
3. Financial Modelling and Transaction Structuring
4. Request for Bids

### **3.1 Need Assessment & Shortlisting of Sites**

1. Discussing & finalizing list of potential sites with high tourist influx.
2. Gathering secondary datasets from Tourism department on number of tourists visit areas by time of the year
3. Initial shortlisting of potential locations based on secondary data collected and discussion with Tourism department.
4. Site visit of initially shortlisted locations and meeting local stakeholders for their viewpoints and suggestions.
5. Gathering of primary data of land availability, utility connectivity (Electricity, Water, Sewerage etc.)
6. Assessment of provision of alternate energy as source of power.
7. Assessment of developing allied facilities such as tuck shop, first aid center, petrol station, etc. for each location and their revenue generation potential.
8. Final shortlisting of sites along with potential allied facilities.

### **3.2 Consumer/ Social Survey**

1. Carry out willingness-to-pay survey and customer profile assessment to provide basis for demand assessment and financial modelling of the project.
2. The assessment shall also include determination of factors that would encourage customer influx to the facility and regulations that might be required to ensure that tourists do not avail informal/ other facilities.

### **3.3 Preliminary Engineering Design & Cost Estimation**

1. Analyzing list of finally shortlisted locations along with allied facilities at each site in three tourism belts
  - a) Karakoram Highway from Abbottabad through Babusar Top
  - b) Chakdara to Kalam Route
  - c) Chakdara to Chitral Route all the way to Shandur.Preference will be given to the opportunities for co-locating these with the fuel stations, clusters of hotels and restaurants, community infrastructure and tourist information centers etc.
2. Assessment of land requirement
3. Coordinating with governmental stakeholders for land provisioning
4. Performing preliminary level topography and geotechnical investigations
5. Performing preliminary architecture & engineering design of facility at each location with respect to the following elements:



- **Location:** visibility, signages, display boards, aesthetic appearance, landscaping, & security.
  - **Access:** separate entrances for men & women, wheelchair accessibility, visual signs. Design for outside space including sitting area with benches, parking and safe access in mountainous areas and during nights.
  - **Facilities:** toilet cubicles, urinals, washing area, waiting area, first-aid centre, gender specific cleaning stations, changing station for children etc.
  - **Infrastructure:** water supply, water storage and heating, plumbing, wastewater management, stormwater drainage, exhaust, electricity & wiring
  - **Internal elements:** walls, roofs, floors, doors, windows, sanitary ware
  - **Advertising Space:** Potential advertising space for private partners
  - **Service Area:** Proximity to existing service areas
6. Preparing BOQs and preliminary cost estimates.
  7. Developing SOPs for toilets' O&M at par with international O&M practices.

### 3.4 Financial Modelling and Transaction Structuring

1. Designing PPP models to plan, construct, and run high quality public toilets feasible in the local context
2. Preparing operational models for long term sustainable operations of the said toilets in line with international best practices
3. Preparing business and financial models for the PPPs and devising payment mechanism on the basis of demand estimation and customer/ consumer survey (Availability payments, volume-based payments etc.).
4. Preparing monitoring structures to ensure satisfactory operation of the said toilets in line with international best practices

### 3.5 Social and Environmental Impact Assessment

1. The environmental impact assessment shall be in due conformity with KITE project's E&S Management Framework (ESMF). The report may include screening of projects, scoping of environmental impact assessment, environmental clearance, environmental monitoring and compliance during construction and operating phases.
2. Analyze, monitor, and manage intended and unintended social consequences that may arise from the project.

### 3.6 Request for Bids

1. Preparation of documentation package – Request for Qualification, Request for Proposals and draft contracts.

## 4 Deliverables

### 4.1 Deliverable 1: Inception Report



This report should describe any problem encountered in the understanding or planning of the intervention, confirm the timeline and content of deliverables, including any re-alignment of activities in regard to the intended results, when deemed necessary. The report will detail the approach, methodology, tools and technologies employed for completing the assignment, as well as duly justified changes that may be required to the initially proposed approach.

The report should clearly identify and list stakeholders to be consulted during the project and collate all data, information and literature collected at the time of the report, identifying missing documentation viewed as critical in the completion of the study. The stakeholders include but are not limited to:

- 1) Local Hotel Associations
- 2) Local Chamber of Commerce Chapter
- 3) Potential Corporate Partners (Hascol, Go, Shell, Total, Unilever, Nestle, P&G etc)
- 4) Tourism Companies
- 5) Tourism Authorities (CTA, GDA, KDA etc)

The consultant shall describe roles and responsibilities of its team members as well as internal processes to ensure the quality of deliverables.

#### **4.2 Deliverable 2: Site Identification and Demand Analysis Report**

This report will contain evaluation of finalized sites with high tourist influx after consultation with Tourism department, concerned authorities, local stakeholders based on gathering of primary data of land availability, utility connectivity (Electricity, Water, Sewerage etc, assessment of provision of alternate energy as source of power, assessment of developing allied facilities such as tuck shop, first aid center, petrol station, etc. for each location and their revenue generation potential. The report must recommend the most feasible sites supported by demand assessment reports, willingness-to-pay survey results, maps, drawings and other necessary information.

The feasibility will review the already established and functional facilities along Islamabad-Lahore motorway and two international destinations to suggest an implementable fabrication, installation and Operations & Maintenance (O&M) model for KP.

The feasibility is also required to look at the already installed pre-fabricated toilets (PFTs) financed by the KITE project to determine the following:

1. Locations of the PFTs to avoid overlaps with the new activity for luxury washrooms;
2. Experience of the local stakeholders in the O&M of KITE installed PFTs;

#### **4.3 Deliverable 3: Preliminary Design Report**



Based on deliverables 1 and 2, this report shall include all preliminary design documentation as described above, including calculation and detailed architectural drawings in 3D, and clearly portray all pros and cons of the preferred option including detailed cost estimates, to provide Client with suitable elements to make final approval on the most informed basis.

#### 4.4 Deliverable 4: Financial viability

This report will contain financial viability of the project. This includes but is not limited to designing PPP models to plan, construct, and run high quality public toilets feasible in the local context, preparing operational models for long term sustainable operations of the said toilets in line with international best practices, and preparing monitoring structures to ensure satisfactory operation of the said toilets.

#### 4.5 Deliverable 5: Request for Bids, procurement documents, RFPs, and draft contracts

Deliverable 5 comprises complete tender documentation for contract as itemized above.

### 5 Project Duration

The assignment will require approximately 100 man-days over a period of four (4) calendar months. The consultants are expected to mobilize immediately contract signing. All experts will make themselves available for the full duration of the project.

<b>Deliverable</b>	<b>Duration</b>
Inception Report	1 weeks after contract signing
Site Identification and Demand Analysis Report	7 weeks after contract signing
Preliminary Design Report	11 weeks after contract signing
Financial Viability Report	13 weeks after contract signing
Request for Bids	15 weeks after contract signing
Final Report and Approval	16 weeks after contract signing

### 6 Qualifications of the successful Consultancy Firm

The Interested consultants will be expected to demonstrate or provide explicit information/evidence of their qualification to perform this assignment, in their profiles, in the areas covered by the project as indicated above. Firms should have a specific and proven competence and experience in design, supervision, procurement, and contract administration of tasks delineated in TORs. A firm should have experience in same business for at least 7 years.

#### Selection Method



GOVERNMENT  
OF KHYBER  
PAKHTUNKHWA

KHYBER PAKHTUNKHWA  
**INTEGRATED TOURISM  
DEVELOPMENT PROJECT (KITE)**  
PROJECT MANAGEMENT UNIT (DoT)

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Department of Tourism, Culture, Sports, Archaeology, Museums & Youth Affairs

Selection will be made in accordance with the CQS method set out in the World Bank Procurement Regulations (Procurement in Investment Project Financing, Works, Non- Consulting and Consulting Services. July 2016 Revised November 2017 and August 2018).