# Expression of Interest (EOI)

# For

# For Demand Scan and Investment Planning for Solid Waste Secondary Transfer Stations (STS) in Selected Cities of Bangladesh

## Introduction

SNV is a mission-driven global development partner working in more than 20 countries across Africa and Asia. Building on 60 years of experience and grounded in the 2030 Agenda for Sustainable Development, we work on the core themes of gender equality and social inclusion, climate adaptation and mitigation, and strong institutions and effective governance. Our mission is to strengthen capacities and catalyse partnerships that transform the agri-food, energy, and water systems, which enable sustainable and more equitable lives for all. For more information, please refer to our website: www.snv.org.

Bangladesh is undergoing rapid urbanization, creating increasing pressure on municipal service systems, particularly solid waste management. Growing waste volumes, inefficient transport systems, and limited infrastructure have increased operational costs and environmental risks in many cities. Secondary Transfer Stations (STS) play a crucial role in improving waste transport efficiency and reducing costs and emissions. However, many municipalities lack proper data-driven planning for STS infrastructure. Therefore, this assignment aims to assess the demand, capacity, and optimal locations of STSs in selected cities to support long-term investment planning and strengthen sustainable solid waste management services.

## Background of the Project

In Bangladesh, SNV had initiated an urban water (primarily in Sanitation) programme from 2014 in southern cities and have been proactively engaged at the National level to support urban sanitation initiatives. SNV under the Urban Sanitation Programme with the support from BMGF and DGIS aims to support City Corporations and Paurashavas to address service delivery challenges in sanitation and advance the sector development, through strategic engagement with Government Agencies and partnering with civil society and private sector organisations.

Currently with support from the Embassy of the Kingdom of the Netherlands in Bangladesh, SNV is implementing a titled "Transitioning to sustainable urban water cycles in Bangladesh". This project aims to improve sanitation, solid waste, and drainage water management to protect the health and well-being of around 1.4 million people in 12 cities and towns by increasing access to safe, essential urban services (sanitation, solid waste, stormwater management). Moreover, the project will initiate improvements in relevant water resource management indicators at the city level over five years. The

project is in its fourth year of implementation, working in four city corporations and eight Paurashavas. The cities are, Gazipur, Sylhet, Cumilla and Khulna City Corporation, Chapai Nawabganj, Shibganj, Khustia, Joypurhat, Lalmonirhat, Moulvibazar, Chatak, and Bagerhat municipality.

The project envisages the following six (six) outcomes: to support city-wide inclusive services by professionalizing and making urban sanitation and solid waste facilities financially viable.

1. Strengthened capacities to support city-wide inclusive services.
2. Increased professionalization and financial viability of urban sanitation and solid waste services.
3. Strengthened governance, regulation, enforcement, and monitoring capacity.
4. Strengthened performance, integration, and circularity of treatment, reuse, and recycling.
5. More responsive strategic communication towards consumer behaviours.
6. Improved capacity and preparedness for city-level floods and droughts.

As part of its ongoing urban programming, SNV is supporting city corporations to improve the efficiency, environmental performance, and financial sustainability of municipal solid waste management systems.

## Rational of the Assignment

Bangladesh is experiencing rapid urbanization, with approximately 40% of the population now living in urban areas, a figure projected to exceed 50% by 2040 (World Bank, 2023; UN DESA, World Urbanization Prospects 2022). This demographic shift is placing increasing pressure on municipal service delivery systems, particularly solid waste management. It is estimated that Bangladesh generates 25,000–30,000 tones of municipal solid waste (MSW) per day, with urban centres accounting for most of this volume (DoE, 2022; World Bank). Waste generation rates are projected to nearly double by 2050 due to population growth, rising incomes, and changes in consumption patterns (World Bank, 2018). Collection efficiency varies significantly across cities, while primary collection coverage has improved in many city corporations, gaps persist in transport logistics, transfer infrastructure, and environmentally sound disposal practices (Local Government Division; World Bank Urban Development assessments). In most of the municipalities, waste is transported directly from primary collection points to final disposal sites, often located at considerable distances from urban centers. These long-haul transport systems contribute to:

- High fuel consumption and operational costs
- Traffic congestion and inefficient fleet utilization
- Increased greenhouse gas emissions
- Delays in collection cycles
- Environmental and public health risks.

In addition problems associate with unplanned construction of STS, top-down planning, capacity does not match etc. Studies indicate that transport can account for **40–60% of total municipal solid waste management operational costs** in cities with limited transfer infrastructure *(World Bank, 2018; ADB Urban Services Reports).*

Secondary Transfer Stations (STS) are critical infrastructure components that consolidate waste collected from primary collection vehicles and transfer it to higher-capacity transport vehicles for efficient delivery to treatment or disposal facilities. **Properly planned STS systems** reduce transport distances, improve turnaround times, lower fuel costs, and enhance overall system performance.

Despite their strategic importance, many cities in Bangladesh lack comprehensive, data-driven assessments to determine:

- The optimal number and location of STS.
- Appropriate capacity sizing based on current and projected waste volumes.
- Investment requirements and phasing.
- Suitable operational and financing models.
- Environmental and social safeguards considerations.

To address these gaps, SNV intends to conduct a **structured demand scan and investment-planning assessment for Secondary Transfer Stations (STSs) in three selected cities**. The study will strengthen solid waste management logistics planning and serve as credible evidence for municipalities and development partners in mobilising investment support and scaling sustainable waste management systems. The demand scan will focus on **Sylhet, Cumilla, and Chapai Nawabganj.**

## Objective of Assignment

### Overall Objective

The objective of the study is to scan the demand for SW Secondary Transfer Stations (STS) in selected cities considering the current and future needs in terms of population, location and availability of space. In addition to that, it will analyze the current state of existing coverage of STS in the city. This will lead preparing a long-term investment plan contributing to improving efficiency in Solid Waste Management (SWM) services and thus improving quality of living for people (health, convenience, employment).

### Specific Objectives

The specific objectives are;

- Review the Solid Waste Secondary Transfer Station SW-STS Regulations and Standards.
- Determine Catchment Area of SWM (using GIS data analysis, Maps).
- Estimate the capacity of STSs within each of the catchment areas and land requirements.
- Determine the existing STSs within the catchment area and additional requirements (expansion of the existing facilities and/or new facilities).
- Assess the upgradation requirement of the existing STSs.
- Design three STSs in suitable locations, one from each city, once the city confirms with land clearances with cost estimates.
- Determine investment requirement for a city covering both upgradation of existing STS and construction of new STSs following the requirement of the DPP.
- Identity suitable locations of STSs with land ownership and current usage, environmental vulnerability etc.
- Rout-planning (STS to disposal site)
- Generate a strong reference document to support cities.

## Activities

The consultant will undertake, but not necessarily be limited to, the following activities:

- Assess current solid waste generation volumes and projections.
- Develop catchment area map with current and require STS.
- Review existing collection, transfer, and disposal sites, including locations.
- Map current waste flow routes and transport distances.
- Identify logistics bottlenecks and inefficiencies.
- Determine optimal number and geographic distribution of STS.
- Assess land availability and site suitability criteria.
- Estimate required STS capacity (tonnage/day).
- Develop investment cost estimates (CapEx ).
- Analyze operational models (municipal operation, PPP, private concession).
- Conduct cost-benefit analysis comparing current and improved systems.
- Develop financial scenarios including tariff implications.
- Develop replication guideline with tool kits for scaling to other cities.

### Activity 1: Data Collection and System Assessment

- Review existing policy and institutional arrangements.
- Engage with municipal officials and relevant stakeholders.
- Develop catchment area map with current and require STS.
- Collect and review data on waste generation, collection coverage, fleet size, routing, and disposal sites.
- Analyse transport distances, fuel consumption, turnaround times, and operational costs.
- Identify logistics bottlenecks and inefficiencies.

### Activity 2: Demand Scan and Infrastructure Planning

- Estimate current and projected demand for STS infrastructure.
- Identify optimal STS locations using spatial and logistics analysis.
- Determine optimal number and geographic distribution of STS.
- Assess land availability and site suitability criteria.
- Estimate required STS capacity (tonnage/day).
- Define technical specifications and capacity requirements.

### Activity 3: Financial and Investment Planning

- Estimate capital investment requirements.
- Estimate operational and maintenance costs.
- Conduct economic and financial analysis.
- Assess affordability and cost recovery potential.
- Develop phased investment scenarios (short-, medium-, and long-term).
- Identify financing options and donor alignment opportunities.
- Analyse operational models (municipal operation, PPP, private concession).
- Conduct cost-benefit analysis comparing current and improved systems.
- Develop financial scenarios including tariff implications.
- Identify potential funding sources (municipal budgets, donor funding, blended finance).

Activity 4: Replication Framework

- Develop a standardized methodology and toolkit for STS demand assessment.
- Outline investment mobilisation strategy for scaling.
- Develop replication guidelines for scaling to other cities.

## Expected Deliverables

| SL# | Deliverables | Description | Timeline |
|---|---|---|---|
| 01 | Inception report | • Inception report<br>• Detail implementation Plan including field visit plan | Within 2 weeks of agreement signing |
| 02 | Draft report | • Detail draft report<br>• Findings of legal scanning<br>• Catchment areas map with identification of existing STS and require STS (GIS location and city specific)<br>• Operation and road map of Existing STS to land field<br>• Road map of propose STS to land field<br>• SW generation and collection report (city specific) | 8 weeks |
| 03 | Final draft report | • Final draft report with accommodation of SNV's feedback on draft report<br>• Design, estimate and BoQ for STS (three STS – one for each city)<br>• Investment plan including CapEx, Phased investment plan, financial and economic analysis<br>• STS demand scanning guideline including tool kits | 8 weeks |
| 04 | Final report | • City specific final report (3 reports)<br>• Brief summary report<br>• All analytical models and datasets submitted in editable digital format. | 6 weeks |

## Methodology

The study will adopt a multi-stage analytical approach (outlined in Figure 1) combining policy review, field assessments, GIS-based spatial analysis, prepare catchment areas map with existing and require STS, waste flow modelling, and financial/investment analysis. The methodology integrates policy review, primary data collection, stakeholder consultations, spatial optimization, and investment scenario modelling to develop an evidence-based STS demand scanning and investment plan. **(Details of methodology is in ToR and will be share with short listed firms).**

## Contract Period

The estimated period for the contract is 24 weeks from contact signing.

## Field visit

The consultant will require field visits to the three selected cities. Combination of fieldwork and desk-based analysis is expected.

## Eligibility Criteria

We anticipate that the ideal consultancy firm will possess the following qualifications and attributes:

- Consultancy firm have at least 7 years of experience in related work.
- Team should have composition with urban planner/ geography and environment/ environmental science/ civil engineering /GIS expert.
- Demonstrated experience in municipal solid waste management (SWM) planning.
- Experience in infrastructure investment planning and financial analysis.
- Strong experience with spatial analysis tools (GIS).
- Experience and skill on infrastructure design (STS), estimate and BoQ.
- Experience in review and scanning the policy, strategy.
- Experience on develop guideline and tool kit related to STS, SWM etc.
- Experience working in Bangladesh.
- Strong analytical and reporting skills.

## Submission of Expression of Interest (EoI)

Interested firms/organisations are invited to set out a summary of their organisation and relevant experience in a short Expression of Interest (EoI) for the task. The EOI should include a summary of the organisation's legal documents, capacities and areas of expertise; a short description of experience in data collection; list of renowned clients (Development partners/ INGOs, Government, Companies) with at least one contact name and email; organisational structure and profile of key personnel relevant to the task;

## Selection Criteria:

| Criteria | Maximum Score |
|---|---|
| Overall Experience: Year of experience in relevant study, list of completed assignments/projects in last three years, and list of major clients | 30 |
| Relevant Experience: Experience in infrastructure design, estimate and BoQ, Experience in infrastructure investment planning and financial analysis, Experience with spatial analysis tools (GIS), Experience in develop guideline and tool kits | 40 |
| Organisational structure and profile of key personnel who will engage and lead the study; | 30 |

## General instruction

Carefully read the instructions before completing the questionnaire and compiling your bid. Note that submission of false information will lead to automatic disqualification.

- Responses to this EOI must be in accordance with the requirements for information in the document.
- Applicants must fill all sections and provide all requested documents.
- As per the criteria listed above, in selection of Consultancy Firms, SNV will short-list only those firms/ organizations that are able to demonstrate clearly their capacity and competence to conduct the work by achieving more than 70 points in the EOI. Applicants are encouraged to apply only if they can demonstrate clear expertise and past performance.
- The application document must be signed by the authorized representative of the Firm/ Company and under the registered Company Seal / Stamp.
- Please note that by responding to the SNV Due Diligence Self-Declaration and signing on behalf of your company, you accept that all answers provided are legally binding and should the need arise, may be used as evidence in a court of law.
- Applicants should note that this call for EOI does not amount to any contractual obligation.
- Applicants will meet all cost associated with preparation and submission of their applications.
- SNV has the right to split the work, if necessary.
- Any and all canvassing will lead to automatic disqualification of the applicant.
- The SNV Due Diligence Self-Declaration form and annexes **which are NOT filled out completely and submitted in the prescribed manner with all requested attachments and certificates will not be considered.**

## SNV Due Diligence data instructions

- It is understood and agreed that the pre-qualification data on prospective bidders is to be used by SNV in Bangladesh in determining, according to its sole judgment and discretion, the qualifications of prospective bidders to perform in respect to tender category as described. SNV follows the EU GDPR data protection guidelines and will maintain data in secure electronic and hard copy for a period no longer than 7 years.
- Prospective bidders will not be considered qualified unless in the judgment of SNV in Bangladesh they possess capability, experience, and qualified personnel to satisfactorily executed the contract for services.
- Should a condition arise between the time the firm is pre-qualified to bid and the bid opening date which in the opinion of SNV in Bangladesh could substantially change performance and qualification of the bidder or his/her ability to perform, such as but not limited to bankruptcy, change in ownership or new commitments, SNV in Bangladesh reserves the right to reject the tender from such a bidder even though the bidder was initially pre-qualified through the EOI.

## Submission requirements

- Applications must be in ENGLISH and in PDF Format.
- Electronic copy of the EoI along with the SNV Due Diligence Self-Declaration form and annexes, duly signed should be submitted to bangladesh@snv.org with the subject line: **"Demand Scanning of STS in selected cities in Bangladesh"** latest by 2 May 2026.
- submissions made after this date and time will be disqualified. The bidder is responsible for obtaining an electronic receipt.
- For any query related to the ToR, please email to Proshanto Ranjan Sharma Roy, Governance and Advocacy Advisor, proy@snv.org and keep to CC: bangladesh@snv.org.

Click here- SNV Advance due Diligence form and annexes