



Reference Number: 247/GSK/26-27

RFP for Consultancy Services-WWF Pakistan

Subject:

Consultancy Services for the Design and Development of a Sponge City Demonstration Site in Karachi

Application Submission: Application Submission: Interested consultants should submit the Proposal on the Application Form Available Online or can access through the following Link:

<https://forms.office.com/e/sxNStCNxPM>

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1) INTRODUCTION & BACKGROUND

Contract type: Consultancy and Services

Duration of assignment: 2 months

Type of Consultant: Firm

WWF, the world's leading independent conservation organization, and GSK, a global biopharma company, have launched a long-term, multi-million-pound partnership through 2030 to support nature-positive solutions across GSK's operations and supply chains. As part of this partnership, WWF-Pakistan is implementing the project titled "*Building Water-Sensitive Societies: Collaborative Solutions for Freshwater Resilience and Sustainability*," with a strong focus on improving freshwater ecosystems in Karachi, Lahore, Keenjhar Lake, and the Indus Delta to strengthen water governance, promote nature-based solutions, and enhance collective action among stakeholders.

Karachi, Pakistan's largest metropolitan and economic hub, is increasingly exposed to the compounded impacts of rapid urbanization, climate change, and global warming. Rising temperatures, intensified heatwaves, and increasingly erratic monsoon patterns are placing unprecedented stress on the city's already fragile water systems. These climate-driven pressures are further exacerbated by growing water demand, unchecked groundwater extraction, inadequate drainage infrastructure, and limited urban planning integration of blue-green systems. As a result, Karachi faces recurring urban flooding during rainfall events, excessive heat waves events, climate change, prolonged water scarcity, and deteriorating urban liveability.

In this context, the concept of **sponge cities and sponge spaces** offers a critical and nature-based approach to enhance urban resilience. By integrating permeable landscapes, green infrastructure, rainwater harvesting systems, and ecological restoration into the urban fabric, sponge city interventions aim to slow down, store, infiltrate, and reuse stormwater locally. This approach not only reduces surface runoff and urban flooding but also helps recharge groundwater, improve microclimates, and strengthen climate adaptation capacity in dense urban settings like Karachi. WWF Pakistan, aims to demonstrate the concept of Sponge space in one of the ground located in Karachi

General Conditions

- 1) The WWF-PAKISTAN reserves the right to reject or accept any proposal. The WWF-PAKISTAN reserves the right to proceed with the implementation of any Service, in whole or in part, as described in the Proposal.
- 2) The WWF-PAKISTAN reserves the right to engage in discussions with any BIDDER to clarify responses or discuss certain issues with regards to the proposal or services requested. The WWF-PAKISTAN has no obligation to notify the other BIDDERS of the discussions, clarifications, or other information provided by a BIDDER. Any additional information required for preparation of the BID shall be distributed to all participants at the same time.
- 3) The WWF-PAKISTAN reserves the right to award the proposal based on experience, qualification, completion date, service cost and other criteria, and not necessarily the lowest cost.
- 4) Based on the RFP BID the WWF-PAKISTAN is entitled to change/replace or omit any clause/part of the preliminary defined scope of services of the proposal. The WWF-PAKISTAN shall conduct negotiations with WWF to achieve the full compliance to the requirements.
- 5) The WWF-PAKISTAN reserves the right in the event the successful CONSULTANT fails to comply with the terms and conditions as listed, to cancel this contract and award it to another CONSULTANT without penalty or action against the WWF-PAKISTAN. The RFP does not constitute an agreement or order.

6) The RFP is not a binding agreement between the parties, submission of a proposal or response by a proponent is voluntary.

7) By submitting a bid, the BIDDER is deemed to have acknowledged all of the undertakings, specifications, terms and conditions, WWF Fraud and Corruption Prevention and Investigation Policy (Annex 2) contained in the RFP, and to be bound by them if the BID is accepted. All expenses incurred by the Bidder in connection with the preparation of its proposal are to be borne by the RFP participant, and the WWF-PAKISTAN shall not incur any obligation whatsoever toward the Bidder regardless of whether such bid is accepted or rejected.

3) PURPOSE OF CONSULTANCY

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The purpose of this consultancy is to support the design and technical development of Sponge City and nature-based urban water resilience interventions in Karachi under the project “Building Water-Sensitive Societies: Collaborative Solutions for Freshwater Resilience and Sustainability.” The consultancy will contribute to strengthening climate-resilient urban water management through the identification, planning, and conceptual design of sponge city (or sponge space) elements tailored to Karachi’s environmental, hydrological, and urban context, with the aim of demonstrating their practical applicability at the selected site.

In light of increasing climate change impacts—including intensified urban flooding, heat stress, erratic monsoon patterns, and declining groundwater levels—Karachi requires integrated and nature-based solutions that can enhance water retention, infiltration, and recharge while reducing surface runoff and pressure on existing drainage infrastructure. This consultancy will therefore focus on translating sponge city principles into practical, context-specific interventions that can be applied within selected urban sites.

The assignment will further support the integration of blue-green infrastructure approaches into urban planning and water governance frameworks by identifying feasible on-ground solutions such as permeable landscapes, rainwater harvesting systems, urban recharge structures, green corridors, and nature-based stormwater management options.

Additionally, the consultancy will facilitate alignment between technical design considerations and existing institutional and policy frameworks to ensure that proposed interventions are both implementable and scalable within Karachi’s governance and planning systems. Emphasis will also be placed on fostering coordination among relevant stakeholders to support integrated planning and implementation of water-sensitive urban solutions.

The consultancy will particularly focus on:

- Application of Sponge City principles in Karachi’s urban context, considering climate change and urban flooding risks
- Identification and conceptual design of nature-based interventions based on the concept of sponge city/space
- Integration of climate resilience and water-sensitive planning into urban development approaches
- Alignment with existing policy, planning, and institutional frameworks relevant to urban water and land-use management
- Site-specific feasibility considerations for on-ground implementation of sponge city interventions
- Strengthening multi-stakeholder coordination for integrated urban water resilience planning

4) TASKS AND DELIVERABLES

The consultant will be responsible for conceptualizing, designing, and detailing **Sponge City and nature-based urban interventions** for the selected site in Karachi. The assignment will focus on translating sponge city

principles into practical, context-specific, and implementable design solutions that respond to Karachi's challenges of urban flooding, heat stress, groundwater depletion, and loss of urban green spaces under a changing climate.

The consultancy will adopt an integrated landscape and urban ecology approach, emphasizing the use of **nature-based solutions (NBS)**, low-impact development strategies, and recycled/sustainable materials to enhance water retention, infiltration, biodiversity, and microclimate regulation within the site.

Key Tasks

The consultant will undertake the following key tasks:

1. Site Assessment and Context Analysis

- Conduct a detailed assessment of the selected site in Karachi, including (but not limited to) soil permeability, existing vegetation, and built environment characteristics
- Map opportunities for introducing sponge city for the site as well for Karachi in broader aspects by aligning with the existing policies including Karachi Climate Action Plan, NDCs 3.0, SDGs etc.

2. Conceptual Design of Sponge City (Sponge Space) Interventions

- Develop a site-specific, implementable sponge city concept plan through the integration of blue-green infrastructure. During the design and concept approval phase, all proposed interventions (as outlined in Task 3) shall be clearly mapped using AutoCAD or other relevant software. The general layout of the park is provided as **Annexure A** for reference and planning purposes. Detailed quantities and proposed interventions will be submitted for review and approval by WWF-Pakistan. Design interconnected systems for stormwater management, water infiltration, green spaces, and natural groundwater recharge.
- Integrate ecological and aesthetic elements that support biodiversity and public usability

3. Design of Nature-Based and Green Infrastructure Elements

The consultant shall incorporate, but not be limited to, the following interventions:

- **Vertical greening and creeping vegetation systems** on walls, boundaries, and built surfaces to reduce heat stress and improve microclimate regulation
- **Permeable walkways and pavements** using porous or semi-permeable materials to allow rainwater infiltration and reduce surface runoff
- **Rain gardens and planted depressions** for natural stormwater capture and natural filtration
- **Recycled and sustainable urban furniture**, including benches and seating elements made from reclaimed or eco-friendly materials including benches
- **Planting of native, drought-resistant, and climate-adapted species**, including indigenous shade trees, grass as well as flowering and fruit-bearing plants of 4–5 feet height, suitable for Karachi's arid and coastal conditions.
- **Design of bird nesting spaces and ecological habitats** using natural and locally sourced materials to promote urban biodiversity
- **Soil and surface interventions** that support infiltration, such as unsealed ground covers, gravel beds, and vegetated surfaces

4. Material and Implementation Strategy

- Recommend locally available, cost-effective, and climate-appropriate materials
- Promote circular economy principles through the use of recycled construction materials where applicable
- Provide indicative implementation guidelines for scalability within Karachi’s urban context by interlinking with the Karachi Climate Action Plan etc.

5. Stakeholder and Institutional Integration

- Align proposed interventions with relevant municipal, planning, and environmental authorities
- Ensure feasibility within existing urban governance and maintenance systems
- Identify opportunities for community stewardship and long-term sustainability of interventions

Key Deliverables

The consultant will be required to submit the following deliverables:

- Inception Report outlining methodology, site understanding, Site specific Auto Cad designs for all the interventions, type and number of implementable interventions, type of recycled material used and work plan
- On-ground implementation will be carried out in accordance with the approved designs, layout, material specifications, and placement plan.
- A detailed presentation and report covering the before and after visual impacts, methodology, expected benefits and linkages with the environmental policies and framework including (but not limited to) Karachi Climate Action Plan, NDCs 3.0, SDGs etc.
- A policy document with the alignment and linkages with the national policies and case study of the demonstrated site as an action plan for scaling

5) PROJECT/ ASSIGNMENT TIMELINE

Duration of assignment: 2 months

6) REQUIREMENTS

The interested consultant(s) or firm should meet the following criteria:

Minimum requirements

The consultant/consulting firm should demonstrate relevant experience and technical capacity to undertake urban nature-based planning and design assignments in complex urban environments, preferably in Pakistan or similar developing country contexts.

The minimum requirements include:

- The consultant team should be multidisciplinary and may include experts such as environmental specialists, civil/environmental engineers, urban planners, landscape architects, and botanists, or professionals from other relevant disciplines such as architecture and related fields. Team members should hold at least a bachelor’s or master’s degree in the fields mentioned.
- At least **5 years of professional experience** in urban planning, environmental design, water-sensitive

- urban development, or nature-based solutions
- Demonstrated understanding of **climate change adaptation, urban flooding issues, and water-sensitive or green infrastructure approaches**
- Prior experience in **designing or contributing to urban landscaping, public space development, or environmental/green infrastructure projects** will be considered an asset
- Familiarity with **sponge city concepts, stormwater management systems, or nature-based solutions in urban contexts**
- Knowledge of local conditions in Karachi or similar urban environments in South Asia will be preferred
- Ability to prepare **conceptual designs, visual representations, and technical reports** in a clear and professional manner
- Strong coordination and communication skills for engaging with stakeholders, including government departments and development partners

7) CORRESPONDENCE & SUBMISSION OF PROPOSAL

1. **Application Submission:** Application Submission: Interested consultants should submit the Proposal on the Application Form Available Online or can access through the following Link:
<https://forms.office.com/e/sxNStCNxPM>
2. Interested consultants should submit the technical and financial Proposal to

To: Faiza khan (fkhan@wwf.org.pk)
Cc: Assadullah (assadullah@wwf.org.pk)

Mehak Sikandar (msikandar@wwf.org.pk)
3. The proposal submission deadline is mentioned on WWF-Website.
4. Any information and responses to enquiries will be made in writing and distributed by email to all proponents. Enquiries after the foregoing deadline will not receive a response.

8) FORMAT OF THE PROPOSAL

The BID submitted by the participant must be structured as per the below provided instructions:

- 1) **Application Form available at WWF-Website** - Completed application form including general information about the bidder, educational qualifications, relevant experience, and CV(s) of the proposed consultant(s) or training team.
- 2) **Experience:**
 - a) **Description of the complete projects:** A list and brief description of relevant assignments completed by the consultant or firm, particularly those related to capacity building, focused on water governance, water stewardship, integrated water resource management, climate resilience, or environmental management. The description should include the consultant's role in the project, scope of work, and key outcomes achieved.
- 3) **Proposal outlining scope of consultancy service-** Description of scope and working process, stages, deliverables, exclusions, conditions, methodology
- 4) **Service Provision Timeline** – Provide Detailed Work Plan as per Deliverable and TORs.
- 5) **Financial Proposal-** the prices shall be provided in Pak Rs, the total price must be inclusive of all types of applicable taxes

Note:

Templates of all Information is provided on Application form available at WWF-Website. Any Additional Information related to the RFP can be attached along with application Form.

Financial Proposal				
Description	Units	Quantity	Rate	Total Amount
1. Remuneration: • Field • Office	Man Days [MD] / Man Months [MM]			
2. Air Travel	N/A	N/A	N/A	0
3. Road Travel	Road travel cost for trainer and trainees will be re imbursed on actual basis.			
4. Boarding/Lodging	Boarding and lodging cost for trainer and trainees will be paid on actual basis.			
5. Others (Please specify) Training Material, Printing, Photocopies, Colour printing, practical demonstration equipments e.g candling				
Grand Total Inclusive of All direct or indirect Taxes and Out of Pocket Expenses				

9) FINANCIAL PROPOSAL

The proposed prices shall be provided in PKR, the prices shall be provided in Pak Rs, the total price must be inclusive of all types of applicable taxes.

The prices will include all the Travel, Boarding & Lodging and other expenses

The Payment Terms shall be defined by the contract to be concluded between WWF -Pakistan and the consultant.

10) EVALUATION PROCESS

Applicant's proposal shall be evaluated based on Quality and Cost Based Selection (QCBS) method. Under QCBS both technical and financial proposals shall be evaluated as per following criteria against a maximum score of 100 points.

- a) Technical Proposal 70%
- b) Financial Proposal 30%

The following criteria shall be used as a basis for evaluation of technical proposals:

Qualifications (maximum 30 points)

- Experience relevant to the assignment (maximum 30 points)
- Adequacy of the proposed methodology and work plan (maximum 20 points)
- Skills & Competencies for the assignment (maximum 10 points)
- Prior experience with WWF-Pakistan (maximum 10 points)

Note: Late/ incomplete submissions will not be accepted. Only three (03) top-ranked firms will be included in the comparative process

Legends:

Q Qualifications/CVs of team is mandatory

Maximum Points

30

E	Experience relevant to the assignment	30
A	Adequacy of the proposed methodology and work plan	20
S	Skills & Competencies for the assignment	10
P	Prior experience with WWF-Pakistan	10

11) DOCUMENTATION AND CONFIDENTIALITY

All documents completed based on requirements of the present RFP shall be the property of the WWF-Pakistan, and shall not without the consent of the WWF-Pakistan be used, reproduced or made available to third parties beyond what is necessary in respect of the fulfilment of the Project. All documents issued and information given to the BIDDER shall be treated as confidential.

12) BUDGET

The total Budget for this activity inclusive of all taxes and Out of Pocket expenses is **PKR.4,500,000/-**

Annexure A – Park Layout Plan for Sponge city Intervention



Image 1 – Satellite View of the Park

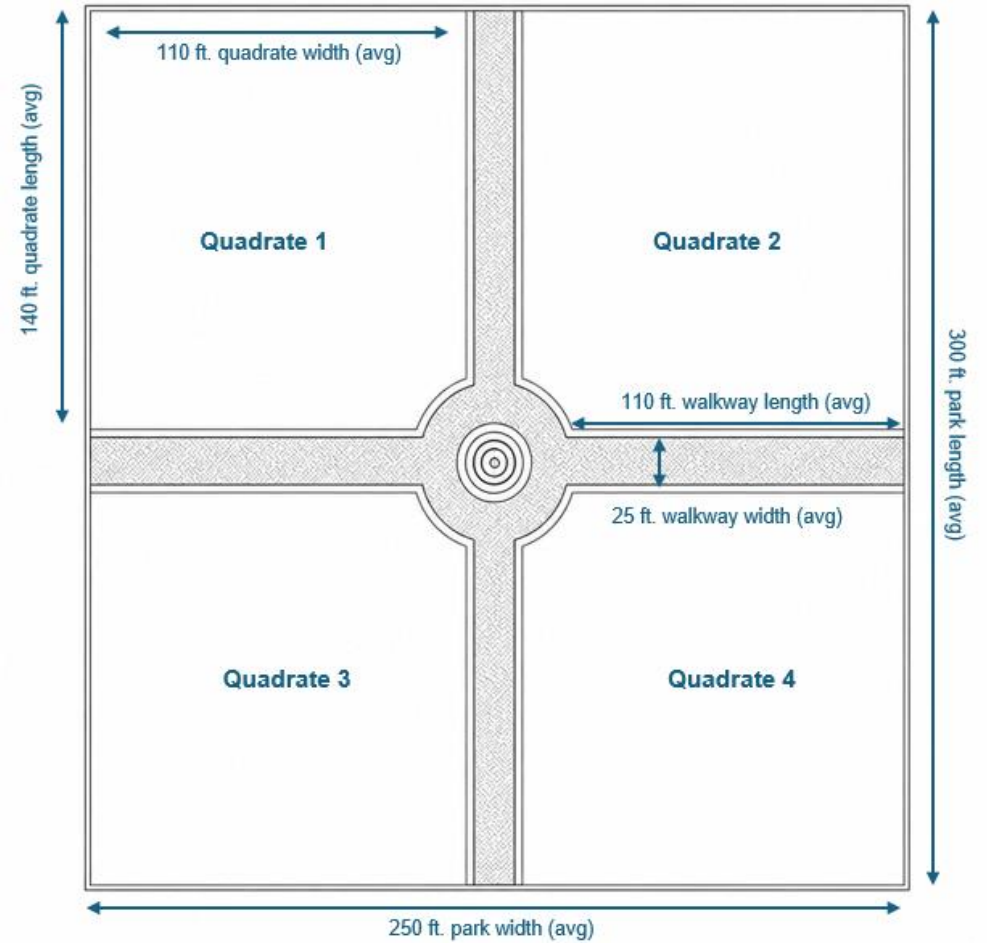


Image 2 – Detailed Park Layout and dimensions