



**VIJAYAVAHINI  
CHARITABLE FOUNDATION**  
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**Request for Proposal (RFP)**

**for**

**Selection of an Agency for Operation & Maintenance and  
Deployment of Mobile Faecal Sludge Treatment Units  
(MFSTU) for Faecal Sludge Management (FSM) in  
Andhra Pradesh**

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### Request for Proposal (RFP) for

## Selection of an Agency for Operation & Maintenance and Deployment of Mobile Faecal Sludge Treatment Units (MFSTU) for Faecal Sludge Management (FSM) in Andhra Pradesh

**Vijayavahini Charitable Foundation (VCF)**, Invites Request for Proposal (RFP) from eligible agencies to support the **Operation & Maintenance and Deployment of Mobile Faecal Sludge Treatment units (MFSTU) for Faecal Sludge Management (FSM)** in rural and peri-urban areas from NTR, Krishna and Visakhapatnam districts of Andhra Pradesh. Mobile Faecal Sludge Treatment unit (MFSTU) is a specialized mobile facility designed to collect, treat, and manage septage, which is the waste material from septic tanks and similar systems. The initiative aims to establish a **comprehensive, sustainable operational framework** addressing FSM challenges through **innovative business models, stakeholder engagement, and evidence-based decision-making**.

As part of the pilot implementation, VCF intends to engage a qualified service provider responsible for the **operation, maintenance, and field deployment of MFSTU units** in selected project areas across Visakhapatnam District.

The selected agency will ensure efficient operation and maintenance of 2 existing MFSTU units along with desludging operations, safe treatment of faecal sludge, adherence to environmental standards.

**Assignment Title:** Operations & Maintenance and Deployment contract for Mobile Faecal Sludge Treatment Unit (MFSTU) in Andhra Pradesh

### About the project:

The Swachh Bharat Mission (SBM), launched in 2014, has achieved significant milestones in improving sanitation across India. With nearly 100 million rural and 6 million urban toilets constructed, the prevalence of open defecation has been substantially reduced. However, with approximately 70% of India's population relying on on-site sanitation systems (e.g., twin/single pits and septic tanks), periodic emptying of these systems is critical to ensure usability and prevent households from reverting to open defecation. Improperly maintained septic tanks, often without soak pits, overflow into drains and progressively discharge faecal matter, posing environmental and public health risks. Recognizing these challenges, the Department of Drinking Water and Sanitation (DDWS), Ministry of Jal Shakti, has emphasized the need for periodic desludging and treatment of faecal sludge.

In response, the WASH Institute has developed a Mobile Faecal Sludge Treatment Unit (MFSTU), which has been certified by the Principal Scientific Advisor to the PM and endorsed by the Ministry of Housing and Urban Affairs (MoHUA). Vijayavahini Charitable Foundation (VCF), proposes to deploy Two MFSTU in Andhra Pradesh to develop a sustainable operational model for faecal sludge treatment on a pilot scale.



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## Objective

To ensure the efficient deployment, operation, and maintenance of Mobile Faecal Sludge Treatment Units (MFSTU) for safe and effective faecal sludge management in the project area. The service provider will carry out desludging of septic tanks and pits, treat faecal sludge using the MFSTU, and ensure environmentally safe disposal of treatment by-products. The agency will mainly be responsible for maintaining the MFSTU units, including upkeep of treatment equipment, routine cleaning of filters, and timely refilling or replacement of required consumables. In addition, the service provider will support training of sanitation workers, submit operational data on desludging and treatment performance, and provide weekly laboratory reports of treated water samples.

## Scope of Work

The selected service provider will be responsible for the **operation and maintenance of two MFSTU units for a minimum period of 170 days**. The agency will perform the following activities.

## Deployment of Workforce

The agency shall deploy trained sanitation personnel to operate the MFSTU units effectively. A total of four sanitation workers will be deployed to manage two MFSTU units, with each unit operated by two trained personnel. The deployed workers must be trained in safe desludging practices, equipment handling, and occupational safety standards. Their responsibilities will include operating desludging equipment, monitoring treatment processes, conducting basic troubleshooting of equipment, and ensuring compliance with all safety protocols during field operations.

## Desludging Operations

The service provider will carry out scheduled desludging operations within the designated project areas. This includes identifying households requiring desludging services, coordinating operations with local communities and relevant authorities, and safely extracting faecal sludge from septic tanks and single pit toilets. The agency will ensure that the collected sludge is transported and treated using the MFSTU units in accordance with environmental standards. During the project period, the service provider is expected to desludge approximately 1500 septic tanks or single pit toilets and treat a total of 2 million litres of faecal sludge.

## Capacity Building for Sanitation Workers

The service provider will support capacity building initiatives aimed at improving the safety, dignity, and professional skills of sanitation workers. Training programs will cover key areas such as occupational health and safety, proper use of





Personal Protective Equipment (PPE), safe desludging techniques, hygiene and sanitation practices, and operation of MFSTU equipment. Additional topics will include toilet cleaning and liquid waste management standards, sustainable livelihood opportunities and government schemes for sanitation workers, as well as wastewater management and FSTP operations. The agency will conduct training programs for a minimum of 180 sanitation workers during the project period.

### **Water Quality Monitoring**

The service provider will ensure that treated water generated from the MFSTU meets the required environmental and safety standards. Weekly laboratory testing of treated water samples will be conducted to monitor compliance with applicable guidelines. The results of these tests will be documented and shared regularly with the project management team to ensure transparency and environmental compliance.

### **Safe Handling and Disposal of Solid Residues**

The service provider will ensure the safe handling, transportation, and disposal of solid residues generated during the treatment process. All solid sludge residues must be disposed of at designated treatment facilities such as STPs, FSTPs, or authorized composting facilities. The disposal process must be properly documented and verified through GPS-based tracking to ensure compliance with safe waste management practices.

### **Routine Cleaning and Maintenance**

The service provider will be responsible for the routine cleaning and maintenance of the MFSTU units to ensure smooth and efficient operation. This will include regular cleaning of treatment chambers, maintenance of pumps and pipelines, cleaning and replacement of filters when required, and overall upkeep of the treatment unit to maintain operational readiness.

### **Operational Efficiency of Equipment**

The service provider must ensure the continuous and efficient functioning of all MFSTU equipment. This includes regular inspection and maintenance of the submersible desludging pump and other pumps, storage tanks, conical tanks, centrifuge units, filtration systems, and electrical control systems. Preventive maintenance practices should be followed to minimize equipment failures and avoid operational disruptions.

### **Data Collection and Reporting**

The service provider will maintain accurate records and share data related to all operational activities. This will include information on the number of desludging operations conducted, volume of sludge treated, locations served, water





quality test results, equipment maintenance records, and any operational challenges or technical issues encountered. All relevant data must be compiled and submitted regularly to the project management team to support monitoring, evaluation, and reporting of the project activities.

### Key Performance Indicators (KPIs)

The performance of the service provider will be evaluated based on the following KPIs:

KPI	Unit	Target
Quantity of faecal sludge treated	Million Litres	2
Number of septic tanks / pits desludged	No.	1500
Training sessions for sanitation workers	No.	180
Treated water quality testing	Frequency	Weekly
Safe disposal of solid residues	GPS-based Verification	

### Duration of Contract

The service contract will be valid from **1 April 2026 to 17 September 2026**, covering an implementation period of **170 days**. The selected service provider is expected to complete all assigned activities and achieve the project targets within this period. The contract may be extended further based on performance evaluation and project requirements, subject to mutual agreement.

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### Monitoring and Performance Review

The project management team from VCF will regularly monitor the performance of the service provider to ensure that the project activities are implemented effectively and in line with the agreed KPIs. Monitoring will include periodic field inspections, review of operational challenges, verification of desludging activities, and assessment of environmental compliance related to treatment and disposal practices. If the service provider fails to meet the agreed KPIs or operational standards, corrective actions may be initiated, and continued non-performance may lead to termination of the contract.

### Reporting Requirements

The service provider will be required to submit regular reports to the project management team to ensure transparency and proper monitoring of operations. Weekly reports must include details such as the number of desludging operations conducted, quantity of sludge treated, status of equipment, and results of treated water quality tests. In addition, a





fortnightly report must be submitted summarizing overall operational activities, challenges encountered during field implementation, and maintenance activities carried out for the MFSTU units.

### Compliance and Safety

The service provider must strictly comply with all applicable sanitation and environmental regulations during project implementation. All sanitation workers must use appropriate Personal Protective Equipment (PPE) while carrying out desludging and treatment operations. The agency must also ensure adherence to occupational health and safety standards to protect workers and maintain safe working conditions throughout the project period.

### Vehicle Custody and Return

The MFSTU vehicle will be provided to the selected service provider for project implementation and will remain the property of owner. The service provider will be responsible for the proper use, operation, and routine maintenance of the vehicle and its treatment equipment during the contract period. The vehicle must be used only for project activities and maintained in good working condition.

At the end of the contract period, the vehicle along with all equipment and accessories must be returned in good operational condition, subject to normal wear and tear. Any damage caused due to negligence or improper handling will be the responsibility of the service provider

### Payment Milestones and Performance-Based Payments

#### Payment Distribution

Payment Component	Description	Payment Share
Fixed Operational Payment	Covers workforce deployment, vehicle operation, routine maintenance, consumables, and operational readiness of MFSTU units	40%
KPI-Based Performance Payment	Linked to achievement of desludging, treatment, training, and environmental compliance targets	60%

#### Fixed Operational Payment (40%)

The fixed payment component will support essential operational costs required to keep the MFSTU functional and ready for field deployment.





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This includes:

- Deployment of sanitation workers
- Vehicle operation and fuel expenses
- Routine maintenance of MFSTU units
- Cleaning and servicing of treatment equipment
- Refilling and replacement of consumables
- Basic operational monitoring and reporting

This payment will be released **monthly**, subject to verification of operational readiness and submission of operational reports.

#### **KPI-Based Performance Payment (60%)**

The remaining payment will be linked to the achievement of defined KPIs. This approach ensures accountability, operational efficiency, and measurable outcomes in the deployment and operation of the (MFSTU).

**Payments released in stages based on verified progress against the defined deliverables**

#### **Payment Structure**

<b>Milestone</b>	<b>Deliverable</b>	<b>KPI Linkage</b>	<b>Payment %</b>
<b>Mobilization &amp; Deployment</b>	Deployment of workforce, operational readiness of MFSTU units, procurement of PPE and operational tools	Verification of MFSTU readiness and trained workforce	15%
<b>Initial Operational Phase</b>	Commencement of desludging operations and treatment activities	Minimum 20% of desludging target achieved training programs initiated	25%
<b>Mid-Term Performance</b>	Continued desludging operations and capacity building activities	50% of desludging target achieved and 50% of trainings finished	25%
<b>Advanced Operational Phase</b>	Consistent operations, water quality testing and safe sludge disposal	80% of desludging target achieved with compliance monitoring and 100% training programs completed	25%
<b>Final Completion</b>	Achievement of all KPIs and submission of final operational report	100% of targets achieved	10%



## Verification Mechanism

Before the release of each milestone payment, the project management team will verify the service provider's performance through multiple monitoring mechanisms. This will include reviewing operational logs of desludging and treatment activities, GPS-based verification of desludging operations and sludge disposal, and laboratory reports confirming the quality of treated water. In addition, field verification will be conducted by the project monitoring team to validate the reported activities, and training attendance records along with relevant documentation will be reviewed to confirm the completion of capacity-building activities. Payments will be released only after satisfactory verification of these records and activities.

## Final Settlement

The final payment will be released upon completion of all project KPIs and submission of the final project completion report. The service provider must also submit all operational data and relevant documentation related to desludging operations, treatment performance, and system maintenance. In addition, the MFSTU vehicle along with all equipment and accessories must be returned in good operational condition, subject to normal wear and tear after the expiry of contract. The payment will be processed after the project management team conducts a final verification and confirms satisfactory completion of all project requirements.

## Eligibility Criteria

Interested agencies must meet the following criteria:

- Proven experience in **FSM, decentralized wastewater treatment, or mobile treatment technologies.**
- Experience working with **government agencies, urban local bodies (ULBs), and Gram Panchayats.**
- Experience in training sanitation on with nationally recognized training modules

## Submission Requirements

Interested agencies must submit the following:

- Cover letter along with proposal.
- Organizational profile, including relevant experience and past projects.
- Proposed approach and methodology for MFSTU deployment.
- Financial and human resource capacity details.
- References from previous FSM or sanitation-related projects.

## Submission Deadline & Contact Information

The proposal along with budget estimation, along with the required documents, must be submitted via email to [procurement@vijayvahini.org](mailto:procurement@vijayvahini.org) by **20.03.2026**.

## Evaluation & Next Steps

The proposal/s will be reviewed based on **technical expertise, relevant experience, and alignment with project goals and overall budget**. Shortlisted agencies will be invited for a discussion.

