

REQUEST FOR PROPOSAL (RfP)

Dar es Salaam Air Quality Monitoring and Management

C40 Cities Climate Leadership Group, Inc.
120 Park Avenue, 23rd Floor
New York, NY 10017
United States of America

July 2025

1. C40 Cities Climate Leadership Group Inc. (“C40”)

C40 is a network of nearly 100 mayors of the world's leading cities, who are working to deliver the urgent action needed right now to confront the climate crisis, and create a future where everyone, everywhere, can thrive. Mayors of C40 cities are committed to using a science-based and people-focused approach to help the world limit global heating to 1.5°C and build healthy, equitable, and resilient communities. Through a Global Green New Deal, mayors are working alongside a broad coalition of representatives from labour, business, the youth climate movement, and civil society to go further and faster than ever before.

The strategic direction of the organisation is determined by an elected Steering Committee of C40 mayors, which is co-chaired by Mayor Sadiq Khan of London, United Kingdom, and Mayor Yvonne Aki-Sawyer of Freetown, Sierra Leone. Three-term Mayor of New York City Michael R. Bloomberg serves as President of the C40 Board of Directors, which is responsible for operational oversight. A nine-person management team, led by Executive Director Mark Watts, leads the day-to-day management of C40. C40's three core strategic funders are Bloomberg Philanthropies, the Children's Investment Fund Foundation (CIFF), and Realdania.

To learn more about the work of C40 and our cities, please visit our [Website](#), or follow us on [Twitter](#), [Instagram](#), [Facebook](#), and [LinkedIn](#).

2. Summary, Purpose, and Background of the Project

The purpose of the Air Quality Monitoring and Management project in Dar es Salaam is to enhance urban air quality by deploying a robust, low-cost sensor network to provide real-time air pollution data, enabling evidence-based policy making and the implementation of public health interventions. The project aims to strengthen local technical capacity, establish a centralised digital platform for data, and engage communities through awareness campaigns to drive behavioural change.

C40's Air Quality Programme works with cities to accelerate reductions in air pollutants and greenhouse gases (GHGs) through the implementation of robust air quality management efforts. The programme supports cities by facilitating peer-to-peer knowledge sharing, providing direct technical assistance, organising training, building city staff capacity, and conducting research and pilot studies in collaboration with city staff.

C40's African Cities for Clean Air (AC4CA) Initiative supports C40 African cities to attain the data, evidence, and technical capacity needed to design and implement priority air quality legislations, policies, programs, and technologies, as well as to support and empower African Mayors to effectively implement solutions that improve air quality.

This project is made possible with funding from the Clean Air Fund, a philanthropic initiative with the mission to tackle air pollution around the world. It leads a coalition of funders interested in climate change, children, and health to fund and support a multinational portfolio of clean air programmes to deliver impactful and scalable improvements to air quality, human health, and decarbonisation.

3. Project Scope

The service provider will be working on an Air Quality Monitoring and Management project for the city of Dar es Salaam. The project should demonstrate how their proposed approach aligns with national and local environmental regulations, including the city's Climate Action Plan. Proposals must also include a clear strategy for meaningful community engagement to ensure that local voices—especially those of vulnerable populations—are actively incorporated in key project activities. These include sensor deployment, establishing the air quality baseline, and developing a public-facing communication guideline. Special attention should be given to communities living near pollution hotspots, informal settlements, busy roads, and industrial zones—areas where health risks from poor air quality are highest. In addition, the project should be designed to ensure long-term impact and sustainability by guaranteeing that all air quality data and digital platforms developed through the initiative remain fully accessible by the city council. This will support local ownership, enhance transparency, enable evidence-based policymaking, and strengthen the city's capacity to act beyond the duration of the project.

C40 welcomes proposals from service providers/suppliers based in Dar es Salaam, the wider East Africa region, or those with experience working in African contexts. Service providers based outside East Africa are encouraged to form partnerships with local organizations to reduce travel costs and carbon emissions. Service providers may also subcontract activities outside their core expertise, provided roles are clearly defined. Importantly, all interested service providers must consult with the relevant contracting firms before submitting their proposals, as outlined in Section 4 of the proposal guidelines.

Below is the scope of work, organised by **work package** and related **activities**:

3.1. Work Package 1: Improved Availability of Reliable and Usable Air Quality Data

Activity 1.1: Procure and deploy new low-cost sensors at selected sites

The estimated budget for this activity should not exceed **USD 30,000** (this amount is part of the total project budget mentioned in Section 7) with plans to deploy approximately 13 to 15 low-cost sensors. This activity is critical for supporting the subsequent activities and should therefore be carried out at the earliest opportunity, which includes:

- Coordinate with local authorities for site selection and access
- Site selection process should reflect strategic, equity, and inclusion criteria
- Identifying high-risk and vulnerable areas (e.g., schools, roads, industrial zones)
- Procure appropriate PM_{2.5}/PM₁₀ low-cost sensors
- Install sensors with proper mounting and protection
- Record GPS and metadata for each sensor location
- Establish calibration procedures in collaboration with certified labs or reference monitors
- Conduct initial calibration upon deployment
- Document calibration parameters and protocols
- Generate and archive calibration reports for quality assurance

- **Deliverable:** Sensor Deployment and Calibration Report

Activity 1.2: Update Air Quality Baseline Data

This activity will update the city's baseline air quality profile. It analyzes temporal and spatial patterns, benchmarks results against WHO and national standards, and identifies pollution hotspots, offering vital insights to guide policy, planning, and community interventions. This activity will include:

- Stakeholder mapping and stakeholder engagement plan
- Design methodology & Define study scope, objectives, and indicators.
- Perform quality checks and clean data from multiple sources, including sensors and satellite datasets, to ensure quality and usability.
- Analyze temporal patterns (daily, weekly, seasonal) and spatial variations in pollution levels using existing data, and where possible, incorporate data collected from newly deployed sensors
- Benchmark sensor data against national, city-level, and WHO air quality standards
- Identify persistent hotspots and peak periods.
- The health and economic impacts of air pollution under different action scenarios
- Prepare visualizations (maps, graphs) for decision-makers.
- Prepare a comprehensive report summarizing baseline air quality conditions, observed trends, and hotspot analysis.

- **Deliverable:** Air Quality Baseline Study Report

Activity 1.3: Establish a real-time data network and an Open-Data API for Public Use

This activity establishes the technical infrastructure for a live, accessible data platform. Real-time air quality data will be made publicly available via a user-friendly dashboard and open API, enabling transparency, community engagement, and support for evidence-based decision making. Which will include:

- Brief assessment of the existing city website and data-sharing practices that can inform to creation of user user-friendly platform
- Design a mobile-friendly, user-centered interface
- Build a secure, documented API
- Develop and test a data transmission protocol
- Set up cloud-based or local server infrastructure
- Ensure redundancy and security of data transmission
- Integrate sensor data with AQI algorithms.
- Add features like location filters and historical trends
- Validate real-time data integrity and frequency
- Create a way that the dashboard can be shown or connected with the city website
- Develop a strategy that the city uses for future maintenance and updates, such as adding new sensor data beyond the project period, and enabling the city to manage and update the website independently after the project

- **Deliverable:** The operational Real-Time Data Platform Report

3.2. Work Package 2: Enhanced AQ monitoring Capacity among city staff

Activity 2.1: Produce a technical training manual

This activity will entail developing a training manual including:

- A manual covering how the sensor works, sensor setup, data use, calibration, maintenance, and how the data platform and dashboard are used, etc.
- Translate manuals into the local language
- 20 Copies to print and distribute, hard and digital copies.

- **Deliverable:** Training Manual

Activity 2.2: Deliver a technical workshop.

Building on the manuals developed in Activity 2.1 and the system established in Work Package 1, this workshop strengthens city staff capacity in air quality monitoring, sensor calibration, and data interpretation. It ensures technical know-how is internalised and maintained within key departments. This activity will include:

- Identify relevant city departments and technical staff.
- Develop training materials, including PowerPoint presentations, to use for the workshop. These materials will cover all topics outlined in the technical training manual produced under Activity 2.1.
- This workshop will be an in-person workshop, but virtual participation may be accommodated depending on city needs and constraints. (40 in-person participants)
 - **Deliverable:** Technical Workshop Report

Activity 2.3: Host a policy workshop

This activity engages planners and policymakers to integrate air quality considerations into urban development. It also serves as a platform to broaden cross-sectoral dialogue by highlighting the public health, social, and economic implications of air quality policies. This activity includes:

- Invite urban and transport planners, health and social department representatives, and policy officers to integrate air quality into urban design (30 participants)
 - Prepare case studies and best practices on air quality integration, effective air quality integration, with examples that demonstrate health and economic co-benefits.
 - Facilitating discussions on local policy implications—such as adopting emissions standards in land use plans, incorporating AQ assessments in project EIAs, and aligning AQ policies with public health and social development strategies. etc
 - Gathering feedback on how the city can integrate air quality strategies across various urban agendas, including health, housing, mobility, and climate action.
- **Deliverable:** Policy Workshop report

3.3. Work Package 3: Enhanced Public Awareness and Access to Air Quality Data

Activity 3.1: Develop AQ Communication Guideline

This activity develops a communications guideline to inform the public about air quality conditions. The communication guideline will have the following points, but not limited to :

- Assess existing air quality data, communication practices, public awareness levels, and identify communication gaps.
 - Map key stakeholders, conduct consultations, and identify audience groups and their specific communication needs.
 - Benchmark international examples, define communication strategies, protocols, and draft usable guidance.
 - Use an opportunity to train relevant stakeholders on using the guideline effectively.
 - Final air quality guideline that can be integrated with health and environmental policies.
- **Deliverable:** AQ communication guideline

Activity 3.2: Create Informational Materials on AQ and Health Impact

This activity will produce engaging, accessible materials to raise public awareness of air pollution's health impacts and ensure all community members—especially vulnerable and marginalized groups—can understand and act on this information, which includes:

- Written scripts based on air quality health messages.
- Designed brochures and posters on AQ and health risks.
- Translated into local language.
- Organising outreach campaigns to distribute educational materials to raise awareness on air pollution impacts and behavior change in the local community (e.g., distribute through schools, clinics, and public areas)

- **Deliverable:** Awareness Materials and Outreach

Activity 3.3 - Final Project Report

Drawing on the outcomes, challenges, and feedback from all preceding activities, this report synthesises the entire project's achievements and lessons, which include:

- Summary of work completed
- Assessment of the success of the project
- Any risks, challenges, barriers, or unforeseen issues that were identified
- Recommendations, including specifically any priority future work related to and/or barriers to implementing and sustaining the project

- **Deliverable:** Final Project Report

4. Proposal Guidelines

This Request for Proposal represents the requirements for an open and competitive process. Proposals will be accepted until **11:59 pm GMT, August 21, 2025**. Any proposals received after this date and time will not be accepted. All proposals should include clear timetables, how you will work with C40, clear costs, and details on experience in this area.

The proposal should give C40 evaluators all the information they need to assess your bid. Please clearly indicate where applicable:

- How is your proposal responsive to the Evaluation Criteria?
- The assumptions you are making about the project.
- Risks you have identified and appropriate mitigation measures.
- Information about your fee.
- Proposed timeline of implementation.
- Any additional support that you need to make the project a success, including any inputs you will need from third parties or C40 staff.
- Proposed working partnership with C40, including (as applicable) project governance and management, key personnel, key roles and responsibilities, and escalation procedure for issues.

You must include adequate information about how your costs were calculated to enable evaluation of cost reasonableness.

Supplier Diversity

C40 is committed to supplier diversity and inclusive procurement through promoting equity, diversity and inclusivity in our supplier base. We believe that by procuring a diverse range of suppliers, we get a wider range of experiences and thoughts from suppliers and thus are best able to deliver to the whole range of our diverse cities and the contexts that they operate within.

We strongly encourage suppliers (individuals and corporations) that are diverse in size, age, nationality, gender identity, sexual orientation, majority-owned and controlled by a minority group, physical or mental ability, ethnicity, and perspective to put forward a proposal to work with us.

Feel welcome to refer to [C40's Equity, Diversity and Inclusion Statement](#) as supplier diversity and inclusive procurement is one element of applying equity, diversity, and inclusion to help the world limit global heating to 1.5°C and build healthy, equitable, and resilient communities.

Contract

Please note this is a contract for professional services and not a grant opportunity. Organisations unable to accept contracts for professional services should not submit bids. The work will be completed on the [C40 Standard Services Contract](#).

These terms and conditions are accepted as drafted by the majority of our suppliers, and we reserve the right to penalise your bid on the basis of non-acceptance of terms. If you do wish to include any requested amendments with your proposal, please do not mark up the document in tracked changes but provide [a separate negotiation document](#) for review, setting out clearly your rationale for the change.

If C40 is unable to execute a contract with the winner of this competitive process, we reserve the right to award the contract to the second-highest Potential Supplier

Subcontracting

If the organisation submitting a proposal needs to subcontract any work to meet the requirements of the proposal, this must be clearly stated. All costs included in proposals must be all-inclusive of any outsourced or contracted work. Any proposals which call for outsourcing or contracting work must include a name and description of the organisations being contracted.

5. RfP & Project Timeline

Please note that these dates are to be used as a guide and are subject to change.

RfP Timeline

Activity	Date
Request for Proposals sent out	July 24, 2025
Questions submitted to C40	July 24-31, 2025
C40 responds to questions	August 07, 2025
Deadline for receiving proposals	August 21, 2025
Evaluation of proposals	August 22- 29, 2025
Presentations from short-listed suppliers	September 5, 2025
Selection decision made	September 10, 2025
All potential suppliers notified of outcome	September 12, 2025
Project Start	As soon as the contract is signed

Project Timeline

Deliverables/ Activity	Description	Due Date
1	Kick-off meeting	Week 1
2	Kick-off meeting report	Week 2
3	Activity 1.1: Sensor Deployment and Calibration Report	Week 16
4	Activity 1.2: Air Quality Baseline Data Study Report	Week 18
5	Activity 1.3: Real-Time Data Platform Report	Week 20
6	Activity 2.1: Training Manual	Week 35
7	Activity 2.2: Conduct Technical Workshop	Week 38
8	Activity 2.2: Technical Workshop Report	Week 40
9	Activity 2.3: Conduct Policy Workshop	Week 43
10	Activity 2.3: Policy Workshop Report	Week 45
11	Activity 3.1: AQ communication guideline	Week 50
12	Activity 3.2: Awareness Materials and Outreach	Week 55
13	Activity 3.3: Final Project Report	Week 60

* Note: Bolded items are deliverables that need to be submitted for review and approved before finalization.

6. Proposal Evaluation Criteria

Proposals will be evaluated against the following criteria.

Evaluation Criteria	Weighting
Project delivery approach proposed, interpretation of brief, and quality of proposal	30 %
Supplier's track record and references <ul style="list-style-type: none">• <i>Capability, experience, and availability of the proposed team</i>• <i>References from other clients, including not-for-profit clients</i>	25 %
Project management approach including ability to deliver outputs on time and with quality	20 %
Budget (value for money) <ul style="list-style-type: none">• <i>Economy: minimising the cost of resources used</i>	20 %
Equity and ethical alignment considerations: C40 is looking to appoint an organisation or individual service provider that shares our values and is grounded in the context of the local community. Consideration will focus on: <ul style="list-style-type: none">• <i>Organisation which has prior experience or presence in Africa or the East African region will be preferred.</i>	5 %

7. Project Budget

Total project costs (including VAT and other 'hidden' costs) should not exceed **100,000.00 US Dollars**.

All proposals must include proposed costs to complete the tasks described in the project scope, including all VAT and taxes. Costs should be stated as one-time or non-recurring costs or monthly recurring costs. The proposal must indicate a cost breakdown structure, outlining the costs for each component of the project. All costs incurred in connection with the submission of this RfP are non-refundable by C40. All budgets are to be prepared in US Dollars.

Payment will be made according to meeting project milestones as approved by the C40 point of contact.

8. C40 Policies

C40 expects third parties to be able to abide by these C40 policies

- Non-Staff Code of Conduct Policy [here](#)
- Equity, Diversity, and Inclusion Policy [here](#)

9. Submissions

Each Potential Supplier must submit 1 copy of their proposal to the email address below by **August 21, 2025, at 11:59 pm GMT**.

- **Tibebu Assefa**
Regional Technical Advisor, Air Quality - East Africa
tassefa@c40.org
- **Crispus Michira (he/him)**
Project Manager, African Cities for Clean Air
cnyaundi@c40.org

Cc:

- **Seneca Naidoo**
Technical Head for Breathe Cities, Africa
snaidoo@c40.org

Potential suppliers can ask their questions [here](#). Anonymised answers to questions will be provided on the same link at the end of the question and answer period (see timetable).

On the basis of the applications received, C40 reserves the right to promote the establishment of consortium relationships or to ask potential suppliers to refine their applications after receipt.

Disclaimer

C40 will not accept any liability or be responsible for any costs incurred by Potential Suppliers in preparing a response for this RfP. Responses submitted will be accessible by all C40 staff and external evaluators.

Neither the issue of the RfP, nor any of the information presented in it, should be regarded as a commitment or representation on the part of C40 (or any of its partners) to enter into a contractual arrangement. Nothing in this RfP should be interpreted as a commitment by C40 to award a contract to a Potential Supplier as a result of this procurement, nor to accept the lowest price or any tender.