



I. DISABILITY IN PAKISTAN

Socio-economic data on persons with disabilities in Pakistan is scarce. Where it exists, it is conservative. According to the 1998 Census¹, approximately 2.4 percent of the population has some form of disability. This is significantly lower than the WHO estimate of approximately 10 percent, which is likely due to a different definition of disability. Other data is telling. It is estimated that 66 percent of persons with disabilities live in rural areas; only 28 percent of persons with disabilities are literate; only 14 percent of persons with disabilities are in work and; 70 percent are reliant on family members for financial support. Further, a 1984-85 survey on disability revealed that over 49 percent of disabilities resulted from disease – more than birth (35 percent) and accidents (just under 14 percent) combined.

Persons with disabilities have traditionally been excluded from social, economic and political decision-making and face stigmatization. Notwithstanding a gradual focusing of attention on the life chances of persons with disabilities, both globally and within Pakistan, translating the notion of inclusive development into ground reality is a challenge. The Pakistan Development Marketplace 2006 entitled *Mazoori Majboori Nahin* aims to give impetus to Government of Pakistan and Civil Society efforts to mainstream persons with disabilities in national development.

The World Bank in Pakistan is working on a variety of fronts aimed at improving service delivery and influencing a national dialogue on disability rights. World Bank activities to-date in the area of disabilities include; supporting the government in the launch of a National Policy for Persons with Disabilities; the Small Grants Program which supports civic engagement in the area of disabilities and; assisting the government prepare for a pilot to bring children with mild to moderate disabilities into regular schools. Most recently, the Bank has been working in partnership with the Ministry of Social Welfare & Special Education on a Draft National Plan for Persons with Disabilities which complements the National Policy. The Bank supported Pakistan with a US\$40 million Credit to fight polio and is preparing another US\$54 million Credit in 2005-2006.

II. PAKISTAN DEVELOPMENT MARKETPLACE: THE CONCEPT

Since 1998, the World Bank's global Development Marketplace program has awarded US\$40 million to more than 1,000 groundbreaking projects in over 70 countries. Country-level Development Marketplaces (CDMs) are "mini marketplaces" for innovative ideas that address local development challenges. Like the global competition, they consist of a competitive, juried process that awards small grants to social innovators, and a knowledge forum to share ideas and provide networking opportunities. They aim to: identify innovative approaches to alleviate poverty at the very grassroots level; mobilize public opinion around key development issues; engage civil society organizations (CSOs), private sector, and development agencies in new ideas through partnerships; and leverage other resources to broaden partnerships for supporting social entrepreneurs in fighting poverty.

III. OBJECTIVES OF THE PAKISTAN DEVELOPMENT MARKETPLACE

- ✚ Identify & support innovative approaches which could improve the lives of the disabled;
- ✚ Heighten public visibility of issues relevant to persons with disabilities and the National Policy for Persons with Disabilities;
- ✚ Create new networks for knowledge sharing;
- ✚ Build a consortium of grantees, grant-makers, in-kind contributors and champions to further the disability agenda in Pakistan.

¹ <http://www.statpak.gov.pk/depts/pco/statistics/statistics.html>

IV. MARKET MECHANISM

The Pakistan Development Marketplace will reward the most creative projects that support innovations of and for persons with disabilities. Rewards will take the form of recognition and grants. Opportunities will also be provided for learning, networking and post contest support. There are two main components of the Pakistan Development Marketplace:

1. A **Competition** that will grant individuals and organizations up to US\$ 25,000 (Rs. 1,500,000) to implement projects that support innovations of and for persons with disabilities;
2. A **Knowledge Exchange Conference** that brings together civil society organizations, government, the business sector and development agencies to explore ways to work together in partnership to support the National Policy for Persons with Disabilities.

Both activities will culminate in a one-day event in Islamabad. Selected Finalists will bring their projects for a public exhibition and knowledge sharing. At the Competition, they will be interviewed by a jury, which will announce the winning projects that will receive funding for implementation.

The competition will be open to civil society, non-governmental organizations (NGOs), foundations, Citizen Community Boards (CCBs), academic institutions, private companies and individuals. Up-to US\$25,000 (Rs. 1,500,000) will be awarded per winning project. The Pakistan Development Marketplace will provide support to projects which fall under the following eight sub-themes:

Preventing Disability & Early Detection of Disability

Low Cost Technological Aides

Improving Medical Rehabilitation Services

Special & Inclusive Education

Employment & Economic Rehabilitation

Creating a Barrier-free Physical Environment

Advocacy & Public Awareness

Independent Living

V. ELIGIBILITY CRITERIA

1. Projects must fall within the theme of disability and within one of the aforementioned sub-themes.
2. Applicants may be registered non-governmental organizations (NGOs), foundations, Citizen Community Boards (CCBs), academic institutions, private companies and individuals.
3. Proposals should be submitted in partnership with another organization which is not-for-profit.
4. Projects should be implemented within a timeframe of 12 months.
5. Proposed activities must fall within a potential project award budget of US\$25,000 (Rs. 1,500,000).
6. Proposals must be submitted in English or any regional language used in Pakistan.

VI. EVALUATION CRITERIA

The following criteria will be used to identify Pakistan Development Marketplace finalists and winners:

Leadership: Special consideration will be given to civil society organizations led by persons with disabilities.

Youth with Disabilities Focus: Organizations proposing activities aimed at youth with disabilities (aged between 15-24 years) are especially encouraged to apply.

Innovativeness: The project must present non-conventional approaches to addressing basic challenges faced by persons with disabilities. Projects seeking to expand existing initiatives are eligible, provided that they exhibit new elements in design or implementation in the original initiatives.

Partnerships: The project must contribute towards building partnerships. This means that applicants must involve other institutions or stakeholders such as government, community groups, donors, academic institutions and other members of civil society at any stage of the project.

Replicability: It must be possible for other organizations to implement the project idea in places with similar conditions.

Cost Effectiveness: The project should propose effective ways to use the funding and its projected benefits should be commensurate to the size of the grant being requested.

Impact: The applicant must make provision for effective monitoring and evaluation of project activities and should be able to demonstrate tangible benefits for the intended beneficiaries within 12 months of project completion.

VII. PHASES IN THE COMPETITION PROCESS

September 2005 Competition Launch: The World Bank is developing a media and outreach strategy to ensure maximum exposure and is committed to making the Pakistan Development Marketplace disabled-friendly. As part of the planning process, the World Bank team will utilize the services of civil society organizations working with and for persons with disabilities, relevant Government of Pakistan departments and internal World Bank resources to provide advisory services on making the event accessible to all.

November 2005 Competition Deadline: Applicants will submit a five-page concept by the November 2005 deadline. Proposals will first be screened for straightforward compliance with basic requirements.

January 2005 Announce Finalists: Proposals which pass the initial screening will be passed to a network of Assessors, technical experts in the field of disability and generalists working in development from Pakistan and abroad. The role of the Assessors is to rate and rank proposals according to evaluation criteria. Those that are ranked in the top thirty-five will be invited to the Pakistan Development Marketplace Event in Islamabad.

March 2006 Pakistan Development Marketplace Event: All Finalists will be asked to make presentations to the public and will be interviewed by a Jury team. Each Finalist will be allocated a booth where ideas can be presented and displayed. Jurors will comprise of Development Marketplace partners, community and civil society leaders, personalities, experts in the field of disability and World Bank staff from Pakistan and abroad. The Jurors will evaluate and deliberate on the Finalist proposals based upon the evaluation criteria. Throughout the event, a series of talks and discussions will be organized which will aim to increase knowledge and understanding about disability in Pakistan. The event will conclude with an Awards Ceremony at which winners from amongst the Finalists will be announced.

VIII. PARTNERSHIPS

The Pakistan Development Marketplace is a unique tool which allows the World Bank to focus on disability and engage more deeply with partners. As a member of the Pakistan Development Marketplace Consortium, partners will benefit in a number of ways:

1. Work as a partner with the World Bank on a highly focused development program with low operating cost to your organization. All financial contributions will go to grants and the World Bank will cover administrative expenses as well as costs associated with supervision of winning projects;
2. Support the National Policy for Persons with Disabilities by rewarding project ideas irrespective of origin and source which may provide opportunity for replication and/or scaling-up;
3. Have an opportunity to provide follow-on funding to winners build contacts with civil society networks, individuals and service providers working with and for persons with disabilities.

IX. HOW TO PARTNER

1. **Cash Contributions:** Donors may choose from either of two options for contributions: (1) donor transfers funds to World Bank account, with grant agreements being signed between WB and the winning proponents; or (2) donor disburses the funds and signs grant agreement directly with the winning proponents. Both options will have to go through the pre-screening and selection process described in the concept note. Donors may participate in this as Assessors or Jurors.
2. **Special Awards:** Sponsors or donors may give special awards during the competition. These awards, to be given alongside the competition grant awards, may represent specific thematic thrusts of interest to the partner or donor.
3. **Advertisements:** Sponsors and donors may buy advertisement space in the Event Handbook.
4. **Contributions in Kind/Services**
Sponsors or donors may give contributions in kind that can help reduce the costs of the competition event. Examples include media coverage, hotel accommodation and travel arrangements for competition Finalists.

Major Contributor US\$10,000 – US\$49,000	Outstanding Contributor US\$50,000-US\$99,000	Official Partner US\$100,000-Above
<ul style="list-style-type: none"> ▪ Name and logo listed in event program guide and media publications ▪ Special commemorative certificate of appreciation from the World Bank ▪ Special invitation to attend award ceremony in Islamabad ▪ Commemorative souvenirs ▪ Right to advertise sponsorship in any way 	<ul style="list-style-type: none"> ▪ Invitation to serve as a Juror ▪ Name and logo listed in event program guide and media publications ▪ Special commemorative certificate of appreciation from the World Bank ▪ Special invitation to attend award ceremony in Islamabad ▪ Commemorative souvenir ▪ Free display space at the Development Marketplace event ▪ Invitation to attend special reception with government and World Bank ▪ Right to advertise sponsorship in any way 	<ul style="list-style-type: none"> ▪ Invitation to serve as a Juror ▪ Name and logo listed in event program guide and media publications ▪ Special commemorative certificate of appreciation from the World Bank ▪ Special invitation to attend award ceremony in Islamabad ▪ Commemorative souvenir ▪ Free display space at the Development Marketplace event ▪ Invitation to attend special reception with government and World Bank ▪ Name and logo listed on posters displayed at various locations at the event and award ceremony ▪ Organization logo displayed on T-shirts to be given away at the CDM event ▪ Banner with logo to be displayed at CDM event and award ceremony in Islamabad ▪ Organization will be recognized at award ceremony for its special contribution to the Pakistan Development Marketplace ▪ Right to advertise sponsorship in any way