

Training  
9-10 June  
2015



# Water and Sanitation Business Development

International cooperation has increased access to water and sanitation, but also struggles with high failure rates. The lack of resilient local sectors has created dependency on continuous donor support. Recent development policies force NGOs to adopt new strategies for water and sanitation supply. In this 2-days workshop PRACTICA and WASTE will present how they strengthen local sectors as an alternative strategy to ensure sustainable water supply and sanitation services. Technical insights and hands-on demonstrations of well drilling methods and handpumps will facilitate the application of strategic considerations into the practical context of our work.



**PRACTICA**  
FOUNDATION

Date: June 9 -10

Venue: Geulweg 16

Papendrecht

Fee: 130 €/day

lunch included

Programme  
day 1  
June 9th



## **Session 1: The role of NGOs in sector development**

The international cooperation sector is changing. How could your NGO contribute to a sustainable water and sanitation sector? An identification of activities to create local capacity for the planning & design, construction and operation & maintenance of water and sanitation facilities.

## **Session 2: Design and technology selection**

This session discusses the selection of different methods and technologies along the water chain. It will show how decisions on water management methods shape a framework for appropriate solutions. The WaterCompass is an online tool and knowledge base to inform this selection, from source development to storage and household water treatment.

## **Session 3: Well drilling – Introduction of technologies in use**

Well drilling is a costly business mainly financed through large-scale programmes. This session will give a basic insight into the drilling process and technologies in use, which allows participants to evaluate various options and consider innovative options as well. A wider understanding and uptake of light-weight technologies makes it possible to access remote zones and drill at a fraction of the conventional cost.

## **Session 4: Well drilling - Building a professional sector**

PRACTICA and UNICEF are establishing professional manual drilling sectors in over 10 African countries. In collaboration with ministries and local NGOs promising enterprises are trained, linked, certified and legitimatised to realise high quality boreholes at a low cost. Discussion on an effective approach that could be applied to other sectors as well.

The well jetting technology has recently been adapted for the relief sector. Bring your coats for a demonstration.



## **Session 5: Small-scale water supplies – Technology selection**

Rural water supply in Africa mainly depends on boreholes and handpumps or small piped systems. This session will focus on technology selection for rural water supply, with specific attention for different handpump options. A number of pump types will be demonstrated on the PRACTICA test field.

## **Session 6: Small-scale water supplies – Management models**

Non-functionality is a frequent problem in rural water supply which is mostly caused by inappropriate management. This session will identify the main operation and maintenance requirements as a starting point to consider various management models. The conventional community management approach will be contested by alternative approaches.

## **Session 7: Financing of sanitation**

Enlarge knowledge of NGO partners on financing and business aspects of sanitation. Place experiences and knowledge of NGO partners at central level. Augment experiences and knowledge of NGO partners with practices from the country itself or elsewhere, fine-tune their expectations. Identify new, innovative local financing opportunities in sanitation with partners.

## **Session 8: Product market combinations in the sanitation chains**

The sanitation chain can be split in two distinct parts: (a) the service chain and (b) the value chain. A common flow in the service chain: a household has an on-site toilet and is willing to pay for collection of their excreta by a pit emptier, who then takes it to a disposal site. In fact, the human waste has negative value as the household is paying the pit-emptier for removal. In the sanitation value chain there is potential for a positive value in human waste: it can be used for compost, bio-energy, or valuable nutrients like phosphor can be recovered. In this case customers are willing to pay for products based on human excreta. The crucial 'linking pin' between the service and the value chain is at the disposal / treatment level. Each 'link' of the sanitation chain offers opportunities for entrepreneurship or in market-terms, for 'Product Market Combinations' (PMCs).