



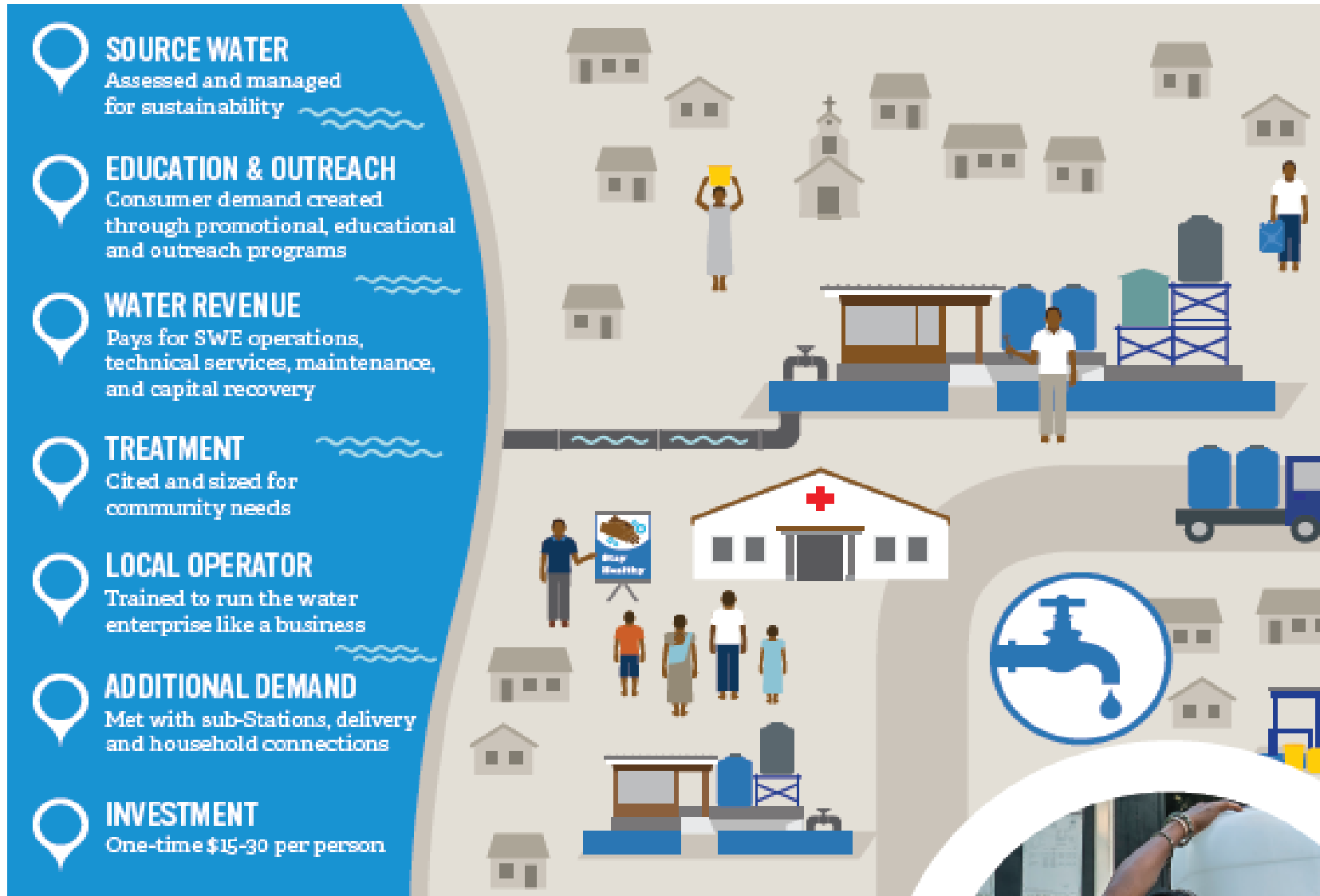
The Power of Enterprise:

*Sustainable
Water Supply
for Global
Impact*





What Is a Small Water Enterprise?



- *Serve small towns and peri-urban communities*
- *Populations of 1,500 to 15,000 people*
- *Locally operated*
- *Financially viable*
- *Reliable, adaptable, affordable, replicable, scalable*

Quick Facts

H₂OME! (Ghana)



iJal (India)

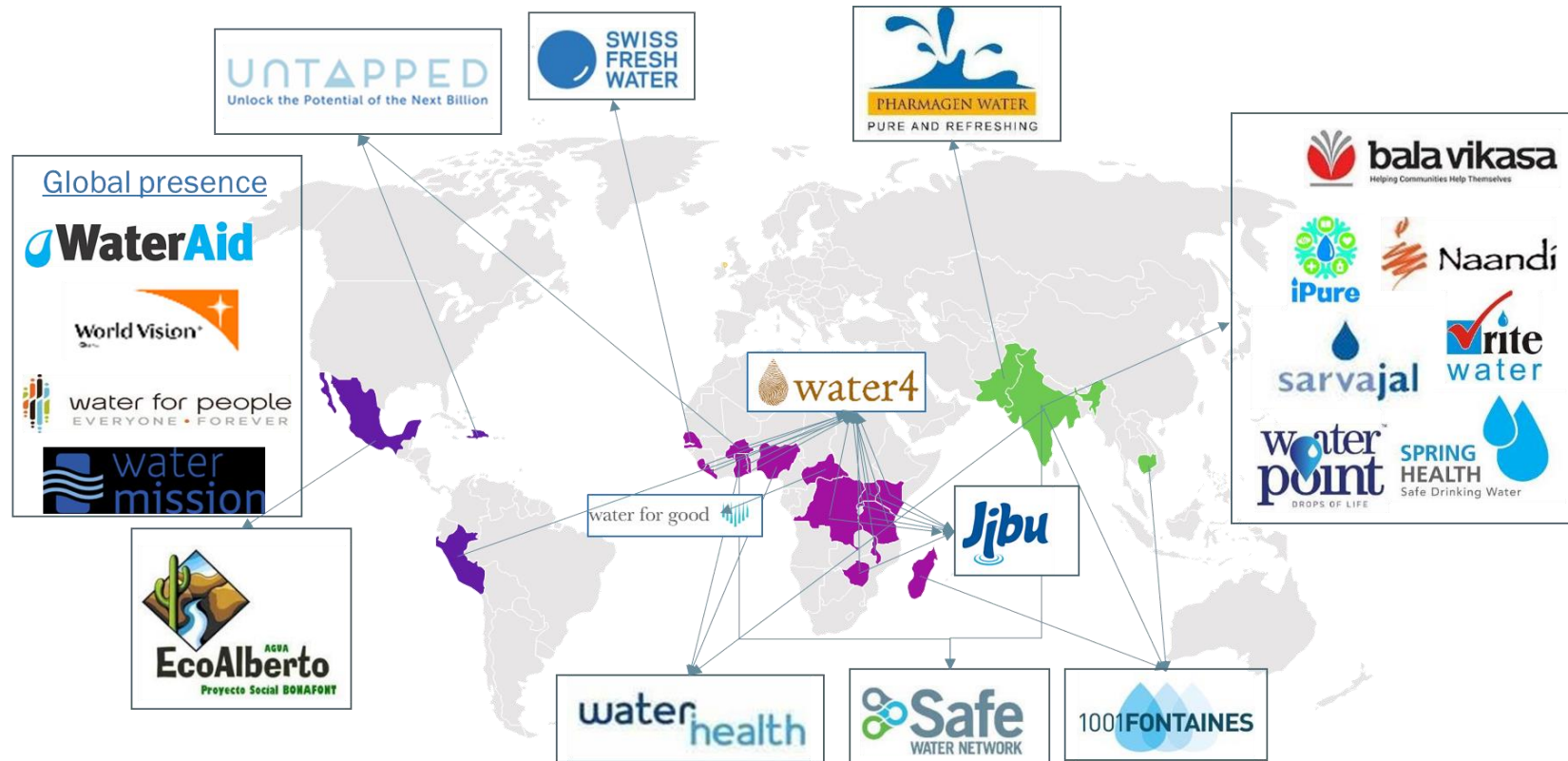


Community Size:
2,500 – 5,000 people

Cost for Water:
3 - 5 ¢ /20L (\$1.50/M³)

Project Cost:
\$15 - \$30/person

A Growing Opportunity, Adaptable to Many Geographies



Source: "How can a trickle become a torrent", EY Website, [https://www.ey.com/Publication/vwLUAssets/ey-unilever-report-safe-water-enterprises/\\$FILE/ey-unilever-how-can-a-trickle-become-a-torrent.pdf](https://www.ey.com/Publication/vwLUAssets/ey-unilever-report-safe-water-enterprises/$FILE/ey-unilever-how-can-a-trickle-become-a-torrent.pdf), accessed 01 February 2019

Adaptability in a Changing World

Several trends support the rise of small water enterprises in developing economies

A shift in focus from "beneficiary" models to those in which consumers are willing to pay for services.

A trend of growth in peri-urban communities and an inability of utilities to keep up with the demand.

Lower-cost, modular water systems, scalable and adaptable to local market needs.

Proliferation of information and communications technologies that support decentralized operations.

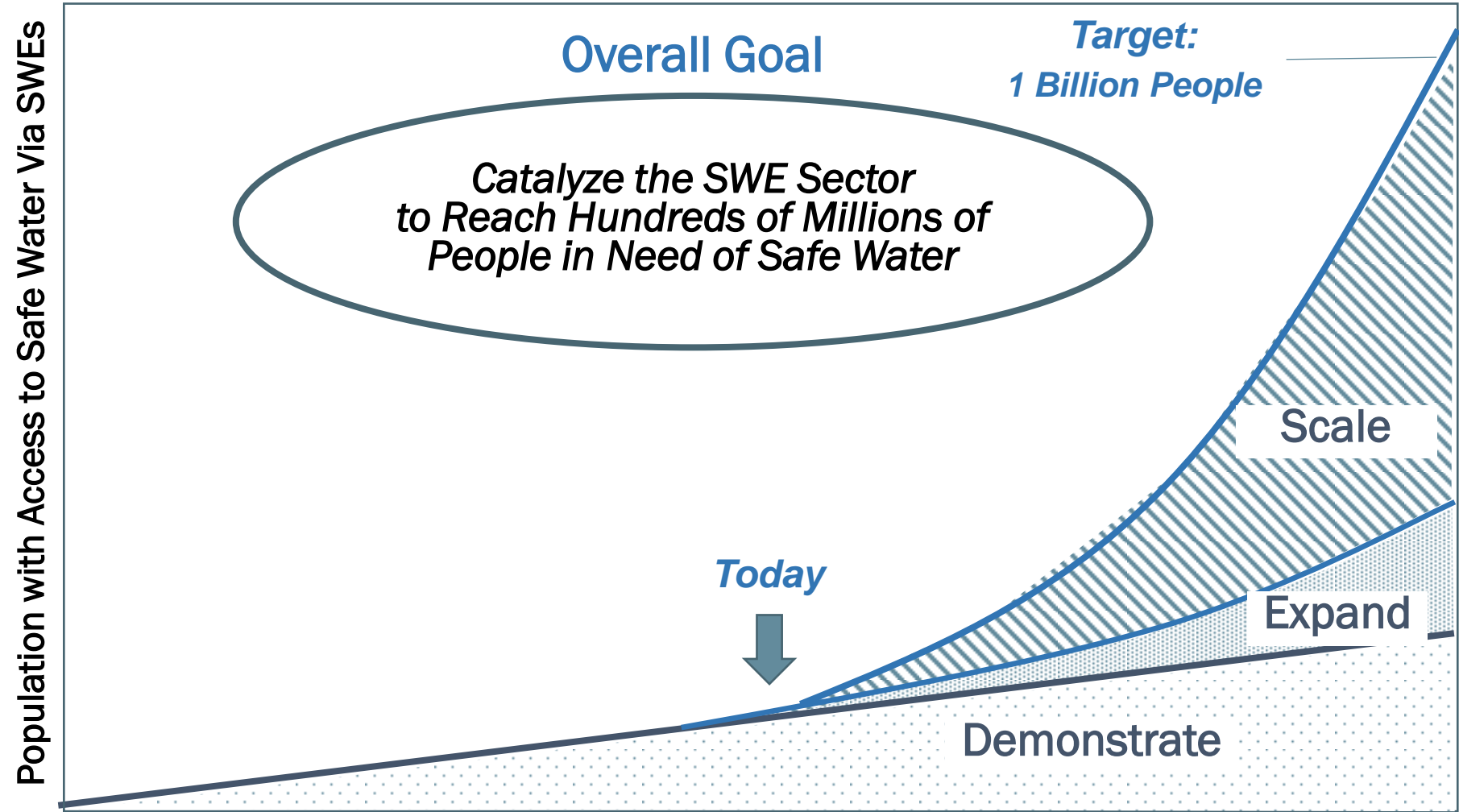
Increased government focus on sustainability, as seen in the UN's Sustainable Development Goals.

The Global Urgency for Exponential Growth



Target Impact
(People Reached With SWEs)

Funders Implementers



Government	
Investors	Private Sector
Dev Agencies	At-Scale NGOs
Philanthropy	SMEs / NGOs

Stakeholder Engagement to Unlock Barriers to Growth

	BARRIER	ISSUE(S)	RISK TO SWE GROWTH	2006	2019	2030
Policy and Enabling Environment Requirements	1. Exclusivity	Current policy grants exclusivity to GWCL and District Assemblies	Hinders private sector investment in start-up capital for SWEs	●	●	●
	2. Service level benchmarks	Absence of service level benchmarks for SWEs	Reduces the reliability of SWEs	●	●	●
	3. Pricing/tariffs	Current pricing/tariff regime requires approval from the public sector, which is a competitor	Does not allow for recovery of investment capital to be included in the tariff	●	●	●
Small Water Enterprise Requirements	4. Consumer demand	Limited consumer willingness to pay for safe water	Insufficient revenue to cover O&M costs will impact financial viability	●	●	●
	5. Capabilities and Skills	Limited managerial, technical, and financial management capacity of operators Limited availability of technicians for large scale repairs	Hinders effective operations, sustainability, and financial viability of SWEs	●	●	●
Scale Execution Requirements	6. Financing	No clear funding mechanism for supporting SWEs	Makes it difficult for SWEs to attract capital for investment in new systems	●	●	●
	7. Market mapping	Overlap in operational areas of CWSA and GWCL Lack of criteria for SWE-appropriate communities	Makes it difficult to identify areas that could be served by SWEs Could lead to setting up SWEs in areas not appropriate for SWEs	●	●	●
	8. SWE Implementers	Lack of implementing organizations	Reduces the number of SWEs that can be set up at any given time	●	●	●

Catalyst Role For Sector Advancement



Ecosystem

<i>Philanthropy</i>
<i>Thought Leader Partners</i>
<i>Multilaterals, Bilaterals</i>
<i>National, Local Governments</i>
<i>Financial Entities</i>
<i>SWE Implementers</i>

Pathway To Scale and Impact



A Network and Enabler

Working With and Through Others Throughout the Ecosystem

- *Demonstrating a Sustainable Proposition,*
- *Removing Barriers To Scale,*
- *Enabling Sector Capabilities and Replication*



“What is exciting about Safe Water Network’s approach is that it is truly sustainable.”

– HE Kofi Annan