

Capacity, Drive, Incentives:

Engaging the private sector with urban sanitation



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Kara Company, Nairobi



UGSM, Maputo



Kanyama Water Trust, Lusaka



Clean Team, Kumasi



1: Kara Company

- Model specific to Kibera context
- Co-operative of self-employed pit-emptiers
- Challenges linked to low capacity and weak incentives



- SME offering multiple services including FSM
- Weak incentives to scale-up beyond current operations
- WSUP is promoting sanitation tariff and reforms to regulatory framework



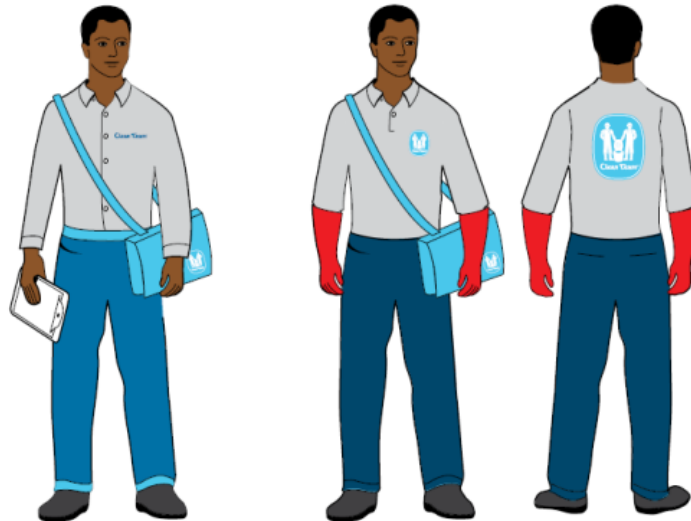
3: Kanyama Water Trust

- Hybrid model: pit-emptiers employed by KWT
- Complete FSM service absorbed into existing entity with proven management capacity
- Private sector principles applied to drive demand



4: Clean Team

- Pure private sector model: human-centred design, customer service and branding are core
- High capacity enterprise developed by WSUP from scratch
- Business model designed for scale-up



We are still testing models, but shared learning is emerging from across our programmes...

- Harness *existing* capacity
- Support SMEs with drive and real business acumen
- Utilise private sector expertise (in branding, marketing, sales, behaviour change...)
- Create and promote incentives for engagement – without them you won't succeed!

Thank you!