2018

BEYOND THE PIPE FORUM:
TAKING SMALL WATER ENTERPRISES TO SCALE

WELCOME AND SESSION DESCRIPTIONS

MARCH 14, 2018, 9 AM - 2 PM | HOLIDAY INN, AIRPORT CITY, ACCRA
A MESSAGE FROM CHARLES NIMAKO, SAFE WATER NETWORK DIRECTOR OF AFRICA INITIATIVES

Dear Participants:

I am pleased to welcome you to our 2018 Beyond the Pipe Forum, the sixth held in Ghana. The Forum convenes sector leadership to advance a dialogue on small water enterprises (SWEs) and catalyze action, so that SWEs can contribute to achieving sustainable, safely managed water service consistent with SDG 6.1.

This year’s Forum marks an important juncture. We have demonstrated that SWEs have a critical role to play in providing safe, affordable, and sustainable water access, with the potential to reach 3.2 million of the 8.3 million people that currently lack access, and an additional 1.6 million with subsidies. But for SWEs to successfully replicate, we must address several requirements for success, including: financing; a network of skilled implementers, along with the required toolkits, supportive supervision, and regulation; an appropriate governance framework; and a conducive policy and enabling environment for replication.

Our 2018 Beyond the Pipe Forum will advance a proposition for replicating SWEs that addresses these critical requirements, and provide updates on two initiatives to scale SWEs: the Ghana Water Enterprise Trust (GWET), which will attract diverse investors and develop a structure for sustainability; and a complementary effort on private sector participation in Ghana, supported by the Public-Private Infrastructure Advisory Facility (PPIAF).

All this work is guided by our Small Water Enterprise Working Group, which represents a cross-section of Ghana’s water sector leadership and supports our work in mobilizing, funding, guiding, and facilitating the testing of new ideas and initiatives to enable the expansion and scale of SWEs. The Working Group will be participating in the Forum.

I’d like to thank all of our partners and funders for supporting this platform and our initiatives in Ghana: the Conrad N. Hilton Foundation; the Embassy of the Kingdom of the Netherlands; the Stone Family Foundation; Newman’s Own Foundation; the Osprey Foundation; the Vitol Foundation; the Public-Private Infrastructure Advisory Facility; UNICEF; the Waterloo Foundation; and GSMA Mobile for Development Utilities.

We look forward to driving this work forward together.

Sincerely,

Charles Nimako
SESSION 1: MOBILIZING FOR REPLICATION

Presenter: Joseph Ampadu-Boakye, Program Manager, Safe Water Network
Moderator: Harold Esseku, Private Consultant

With an operating footprint in most of the ten regions in Ghana, small water enterprises (SWEs) have been proven and are replication ready. Successful scale-up will require: defining appropriate financing mechanisms; developing the requisite skilled capability across multiple implementers, and at varied levels; and securing buy-in and financial and leadership support from government. This session will present a real-life proposition by Safe Water Network, IRC, EY Ghana, and World Vision that defines the requirements for replicating SWEs in Ghana. Panellists will discuss the critical elements to enable replication and the roles of all key stakeholders. The audience will provide insights on requirements proposed by panellists and suggest additional requirements and challenges to be anticipated.

Key Questions:

- What is required to take SWEs to the next level in replication?
- Where will the replicators come from, and what do they need/want?
- What will it take to maintain standards as we replicate SWEs?
- What policy actions are required to enable replication of SWEs?

SESSION 2: FINANCING FOR SCALE

Presenter: Leonard Mathu, Executive Director, Lion’s Head Global Partners
Moderator: Louis Boorstin, The Osprey Foundation

Safe Water Network is developing a Ghana Water Enterprise Trust (GWET). Our hypothesis is that creating a Ghana-based funding and oversight vehicle will enable long-term governance, financial stewardship, and funding for small water enterprises (SWEs) independent from Safe Water Network. This would attract incremental financing for SWEs (from government, donors, and social investors), and provide access to funding for additional SWE implementers to enable sustainable access to safe, affordably priced water for underserved communities in Ghana. Safe Water Network engaged Lion’s Head Global Partners (LHGP), structuring consultants, to investigate this hypothesis with a particular focus on the governance structure and the Trust’s ability to attract “hybrid” financing. LHGP will provide an update on the findings from their work and share their views on the two proposed phases: an “Inception” phase, where Safe Water Network, funded by donors, continues to optimize the SWE proposition to improve financial viability; and an “Incorporation” phase, where the Trust is operating as an independent entity. Panellists and the audience will discuss the implications of funding each of the two phases, as well as the implications of the SWE proposition and the Trust on scaling SWEs in Ghana.

Key Questions:

- How do you see the role of the Trust in supporting the Government’s vision and plans for water provision for the poor?
- How critical are the various parts of the hypothesis in attracting different types of investors?
- How should we think about the potential of SWEs to provide access to all communities across Ghana, even those with the lowest socioeconomic populations where lower prices (and direct subsidies) may be required?
- How do the Government, donors, and investors compare the cost-effectiveness of the SWE proposition with other alternatives for water supply, as they think about their investment decisions?
About Safe Water Network

Operating at scale in both India and Ghana, Safe Water Network is demonstrating a cost-effective approach for locally owned and operated small water enterprises to reach millions in need of safe water around the world. Working with other implementers and agencies, we are developing the tools and resources for replication and advancing the case for funding and policy reforms that will enable scale-up. Our team brings together expertise in engineering, operations, finance, health, policy, and social development, and draws upon work experience from world-class multi-nationals, government agencies, and not-for-profits.

Ghana Team

Safe Water Network’s Ghana team has a diverse mix of expertise in policy, finance, operations, engineering, and consumer engagement, and is focused on developing and standardising a market-based model for broad-scale replication in Ghana and across other geographies in Africa. The team is led by Charles Nimako, former CEO of Pepsi Bottler in Ghana and Franchise Operations Manager for East Africa.

For More Information

Joseph Ampadu-Boakye  |  Market Insights and Partnership  |  jaboakye@safewaternetwork.org

GHANA
4 Odoi Beyeden Street
East Legon
Accra, Ghana

INDIA
The Centrum, Room 1, TB-3, 3rd Floor,
369-370
Main Mehrauli-Gurgaon Road, Sultanpur
New Delhi 110030

USA
122 East 42nd Street
Suite 2600
New York, NY 10168
United States