Safe water for everybody forever

By Marcel Schreurs



www.youtube.com/watch?v=ufN_tEXlzEY

Service delivery to prepaid waterpoints

We know:

- Costs of sustaining water points are about US$ 5-12 pppy
- Willingness to pay is much higher

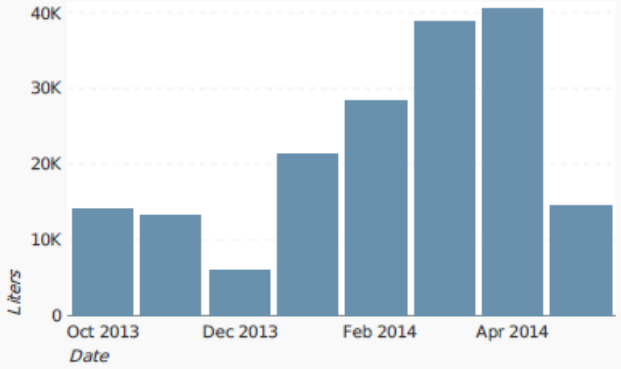
Our business model:

- service for revenues – local mechanish report by Akvo-Flow
- ultrasone prepaid meters & transparant data monitoring
- focus: piped systems (no kiosk costs, no caretaker costs, 24/7 service)
- community savings included
- innovations:
  - loyalty and reward program for hygiene and sanitation
  - Prepaid toilets
  - Prepaid chlorination of water.

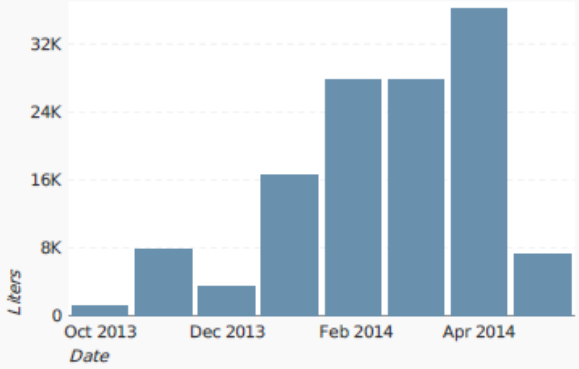
www.chartio.com

Susteq Dashboard - Aqua For All - Olturoto

Water dispensed per month - at Pump 101



Shop to customer sales - at Kiosk 117

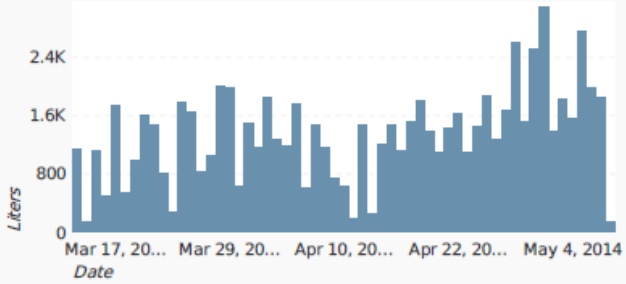


177,046 L
Total Liters Dispensed by A4A

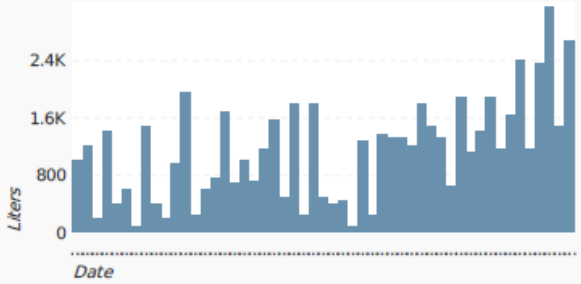
31,500.00 KSH
Total Revenue Olturoto

7,875.00 KSH
Community Fund Olturoto

Water dispensed - at Pump 101



Shop to customer sales - at Kiosk 117



Number of Clients

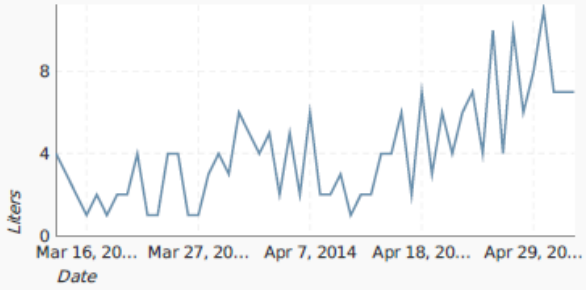
Month of Date	Count of unique Rfid Id
May 2014	23
Apr 2014	28
Mar 2014	28
Feb 2014	22

4 more results

Unique users - at Pump 101



Unique users - at Kiosk 117



Akvo to Kiosk transfers

Day of Date	Liters	@5/20L	KSH@3/20L
May 2, 2014	20,000	5,000.0	3,000.0
Apr 21, 2014	20,000	5,000.0	3,000.0
Apr 3, 2014	20,000	5,000.0	3,000.0
Mar 20, 2014	20,000	5,000.0	3,000.0

10 more results

Water Forever	Traditional approaches
No cash	Cash
Automated prepayment - very low operational cost	Payment to caretaker – salary costs.
100% transparency. Centralized bookkeeping.	Transparency is difficult. Local bookkeeping.
Company responsible for O&M and replacement.	Community/WSP responsible for O&M and replacement
Centralized training, supervision, quality control of local mechanics. Focus on preventive maintenance.	Decentralized training, supervision and quality control. Difficult to organize and often lack of preventive maintenance.
Water delivery: 24-7 service	Fixed hours per day. Often long queues.
Community savings system included (optional). Supportive to upgrading the water system.	No community savings system.

Questions for support

We look for a business manager in Nairobi

Who can help our Prepaid Meter Suppliers to adapt to the Kenyan payment system (MPESA).