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**The SMART Centre approach**

An innovative way to reach the WASH SDGs

Water and jobs by training local entrepreneurs.

**Highlights**

The SDG 6 promises water for all but how to reach the small rural communities and sustainable water points? One option is to apply SMARTechs; Simple, Market-based, Affordable, Repairable Technologies. Training local entrepreneurs in these options can

be done by SMART Centres resulting in increased water access and more jobs.

**Keywords**

Business development, Local employment, Market-based products, SMARTechs, SMART Centres

**Introduction and objectives**

With the fast growing population and limited funds for Water and sanitation it will be a challenge to reach the WASH related SDGs in Africa. One of the solutions can be the wide scale application of so called SMARTechs. An example is the Rope pump, a simple and low cost hand pump that is produced locally. There now are some 110.000 Rope pumps world wide used by small communities and families. To scale up the application of this and other SMARTechs requires the development of supply chains of these market-based products and services.

**Methodology approach**

To improve existing or create new supply chains of SMARTechs, demonstration of these technologies and the creation of critical masses is needed by means of examples in real situations. The products and technologies should be of good quality and have an after sales service which requires skilled and qualified companies. In Tanzania and other countries the training of companies is realized by means of so called ”SMART Centres”. They train local entrepreneurs in production, maintenance, marketing and business skills.

**Analysis and results**

Besides pumps other SMARTechs are Manual drilling, Wire cement tanks, Ground water recharge, household water filters. SMARTechs can reduce cost. For instance where manual drilling is possible, borehole cost can reduce by 60% compared to machine drilling. Another effect is more options for Self-supply. A recent study in Tanzania indicates that Self-supply increase family incomes 100 to 1000 US$/year with sales of water, vegetables or life stock. Studies in Nicaragua, Niger and other countries give similar results.

The result of 9 years SHIPO SMART Centre in Tanzania is 30 local companies, mainly well drillers and pump producers. They made 2500 hand drilled wells, installed 5000 Rope pumps for communal supply and 5000 for Self-supply. Some 200 artisans (masons, well drillers, metal workers) were trained. Some had a business and some started after the training. These companies have 1 to 30 employees so some 300 people now have a part time or full time job in the production, maintenance or sales of SMARTechs. These are sold to NGOs, private families and local Governments. With an larger product range, companies can increase their incomes and jobs can be created. With Self-supply, farmers have water for productive use and can increase income.

**Conclusion and main messages**

Effects of SMARTechs are

* Cost reduction and increased sustainability of Communal rural water supply
* Increase the range of options that are affordable for Self-supply
* Self-supply results in increased incomes and food security

Effects of SMART Centres for local companies can be;

* Increase the range of products they can sell
* Improved product quality
* Increased incomes
* Profit based sustainability
* Increase of local employment

Technologies are in place, effects are clear and lessons are learned

A challenge now is a drastic scaling up of SMARTechs and a sustainable

way to do that is via SMART Centre like in Tanzania