



SHIPO, Tanzania
GSB, Mozambique
CCAP, Malawi

Training the
local private
sector in
Simple,
Market based,
Affordable and
Repairable
Technologies

What? Activities of SMART Centres include:

- **demonstration** of SMARTechs with real examples
- **private sector development** by means of training of local entrepreneurs in production and business skills in order to develop **supply chains**
- **cooperation** with vocational education, **policy advice**.

At this moment, SMARTechs include innovative water and sanitation products & technologies and may later on expand to the energy and agricultural sector.

SMART Centres encourage Self-supply; being water sources for and paid by families, but also train the local private sector in installation and repairs of new and existing communal water supply. After start up support, SMART Centres are increasingly generating income and now become self-sustaining.

Why? Worldwide millions do not have safe water or sanitation. Especially in Sub-Saharan Africa numbers are increasing due to fast population growth. Climate change is affecting rain patterns and thus food production in Africa. About 35% of rural water points in Africa are broken while funds for repairs and new wells are limited. Innovation in technology and approach is needed to decrease cost and increase sustainability of water and sanitation. SMART Centres at national or district level can solve local problems, offer business support services to build up supply chains of market based products.

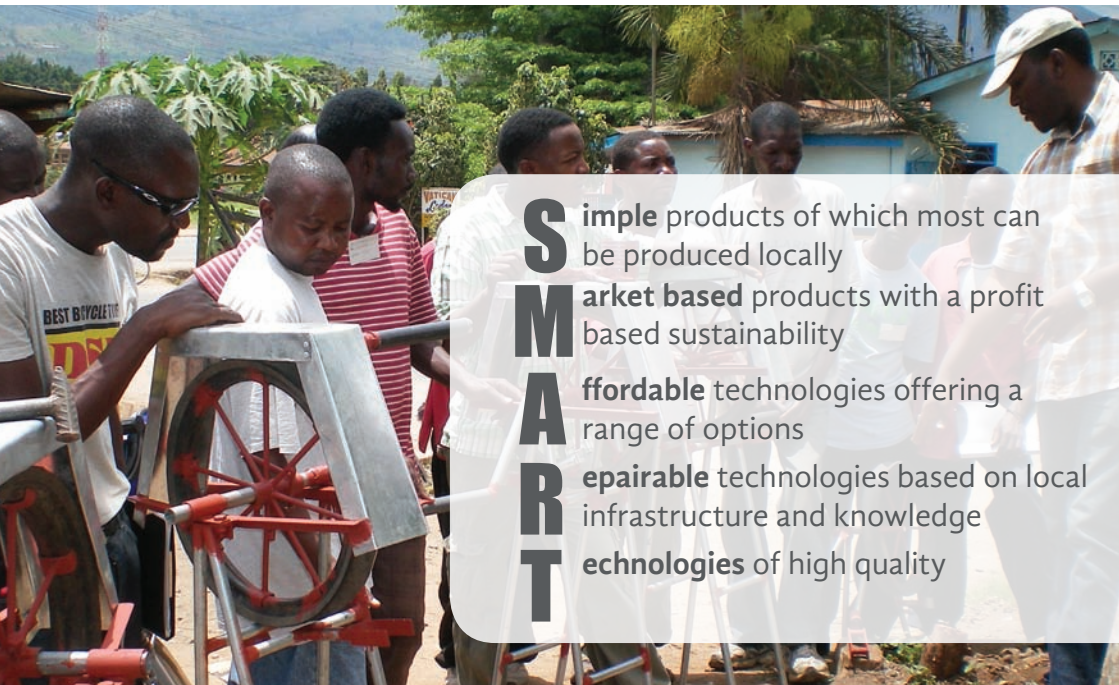


Countries & numbers

SMARTechs include a range of innovative, low cost products and technologies. Examples include groundwater recharge, manual drilled tube wells, locally produced hand pumps like EMAS or Rope pumps, household water filters, zero cement latrines etc. SMARTechs in Tanzania and other countries have proven to reduce cost and increase sustainability of communal water supply and increase the options for Self-supply.

In Tanzania and Malawi 40 local companies were trained in SMARTechs resulting in 2,000 drilled wells and 10,000 Rope pumps of which 40% paid by families (Self-supply). By using these options the costs of rural communal water supply reduced from 40 to 15 USD per person. Also 25,000 household water filters were sold and a local production is starting in Malawi.

In Nicaragua, there are 70,000 Rope pumps of which 70% is installed at family level (Self-supply) where they have an economic impact. Accumulated family incomes in 12 years went up to 100 million USD since families with a pump on their well increase their annual income with an average of 220 USD.



Simple products of which most can be produced locally
Market based products with a profit based sustainability
Affordable technologies offering a range of options
Repairable technologies based on local infrastructure and knowledge
Technologies of high quality

The SMART Centre group

Currently there are 3 SMART Centres (Tanzania, Malawi, and Mozambique). The Centres exchange experiences and create leverage. They are coordinated by MetaMeta and supported by NGOs including Aqua for All. To become a member of the SMART Centre group, conditions apply;

- 1. Quality in technologies;** Most SMARTechs are simple but a hard lesson learned is; “Simple is not easy”. Details are important. Products disseminated via a SMART Centre need to be technically sound and approved by the SMART Centre group.
- 2. Quality in training;** Manuals for trainers (e.g. production, installation) should be of good quality. Good management is essential and a SMART Centre should generate income and become self-sustaining.
- 3. Cooperation;** A SMART Centre cooperates with a local partner in each country, agrees with the vision and mission of the SMART Centre group and cooperates with the other members.



The
SMART
Centre
Group

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