

Scaling self-supply with the SMART approach

A promising development in Zambia

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Oklahoma 2019



The
SMART
Centre
Group



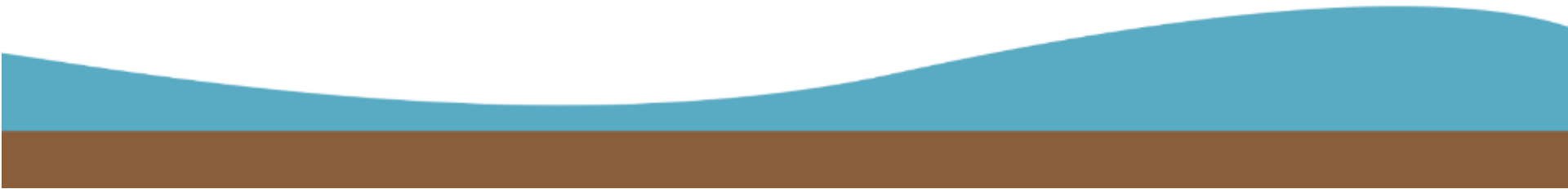
JACANA
SMART Centre
Zambia

The SMART approach

Simple, Market-based, Affordable, Replicable, Technology

Focus on:

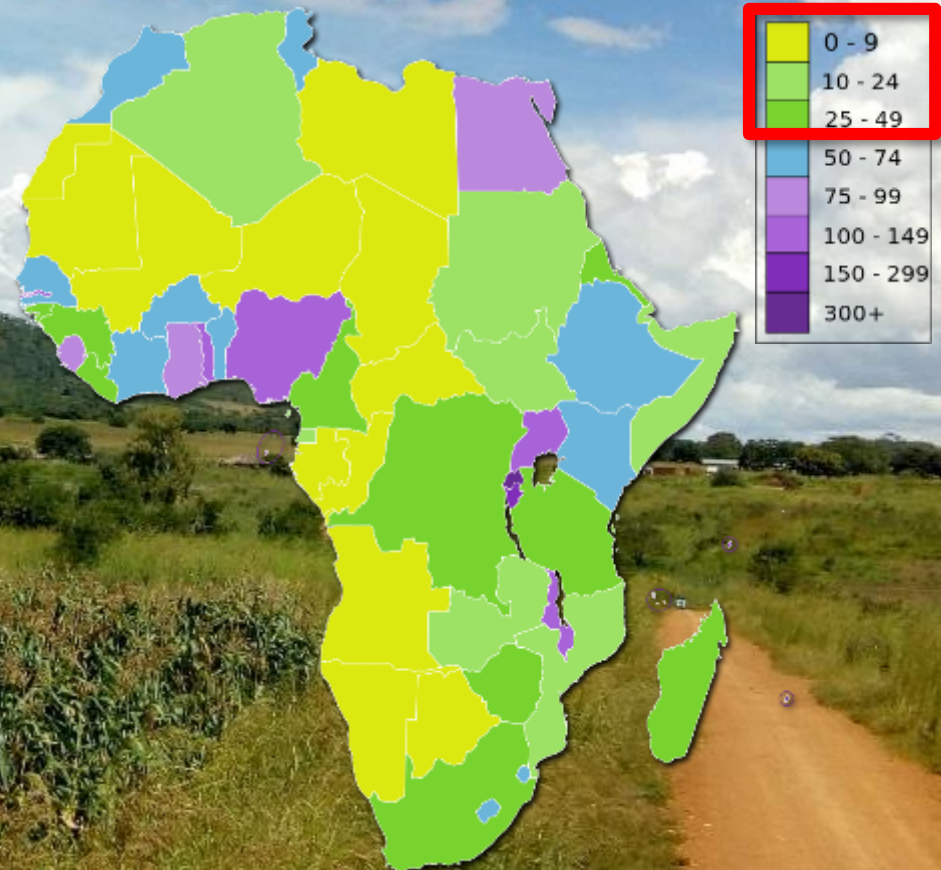
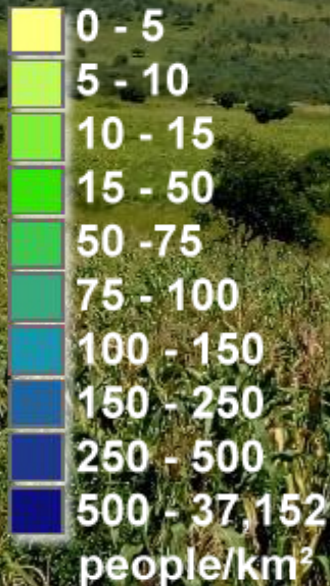
- 1. Cost reduction.** local production, innovation
- 2. Business development.** Train local private sector
- 3. Productive use.** Family systems, Self-supply
- 4. Household Water Treatment.** Filters



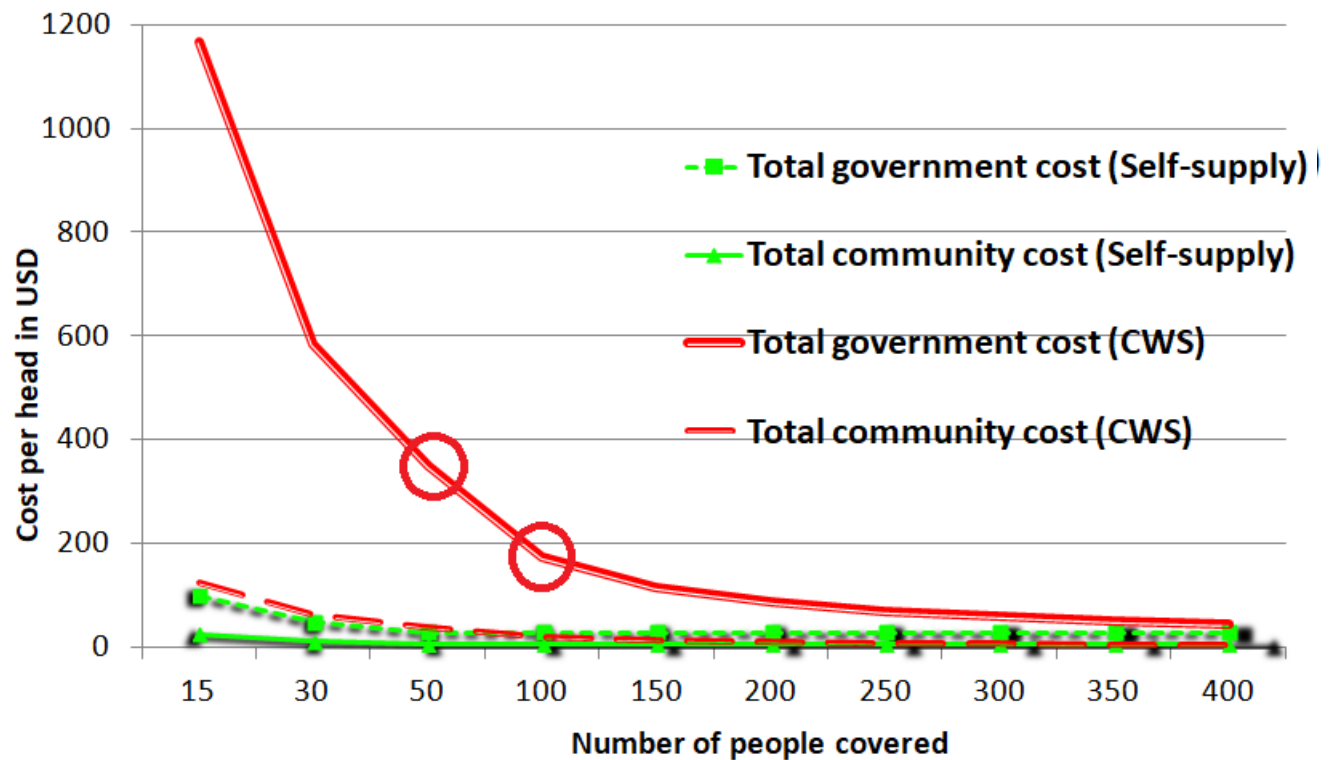
Can we reach SDG6 in remote areas?

Low population density

people / km²



Costs of machine drilled borehole and imported pumps per person



Source: Sally Sutton, WSP/UNICEF/SKAT 2015

100 users costs: 180 \$ /person
50 users costs: 370 \$ /person

Community owned

Family owned

Privately owned
Functioning
Generates income



Community owned
Not functioning
Domestic use only



Approach of the Jacana SMART Centre Zambia

- Show case areas, subsidies for xx pumps
- Pumps installed at families; Family based management instead of Community Based
- Families only get subsidy for a pump if they can prove they make profit with it

Entrepreneurs for water
Drilling companies make profit
Hard layers, Tungsten bits

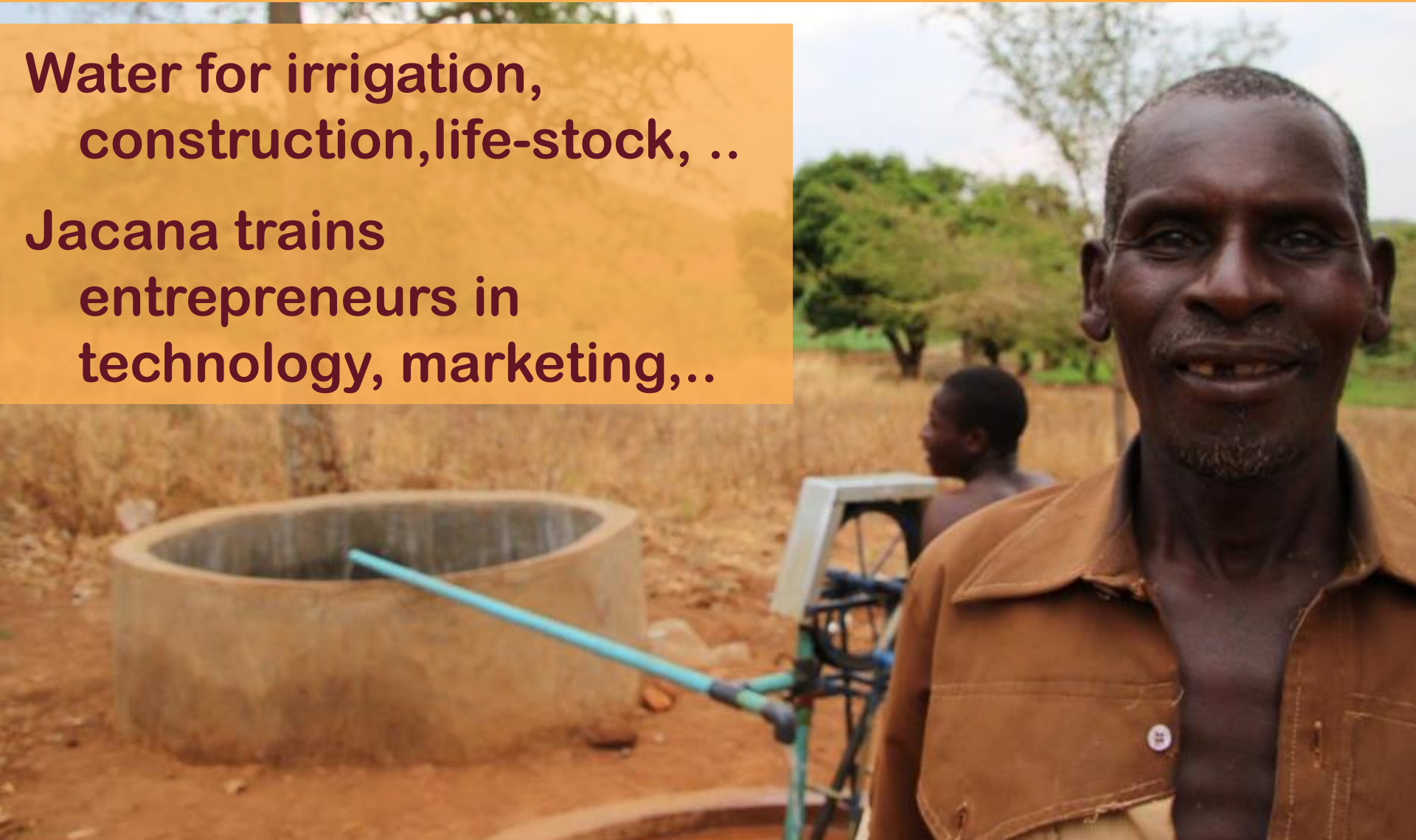


Water for Entrepreneurs

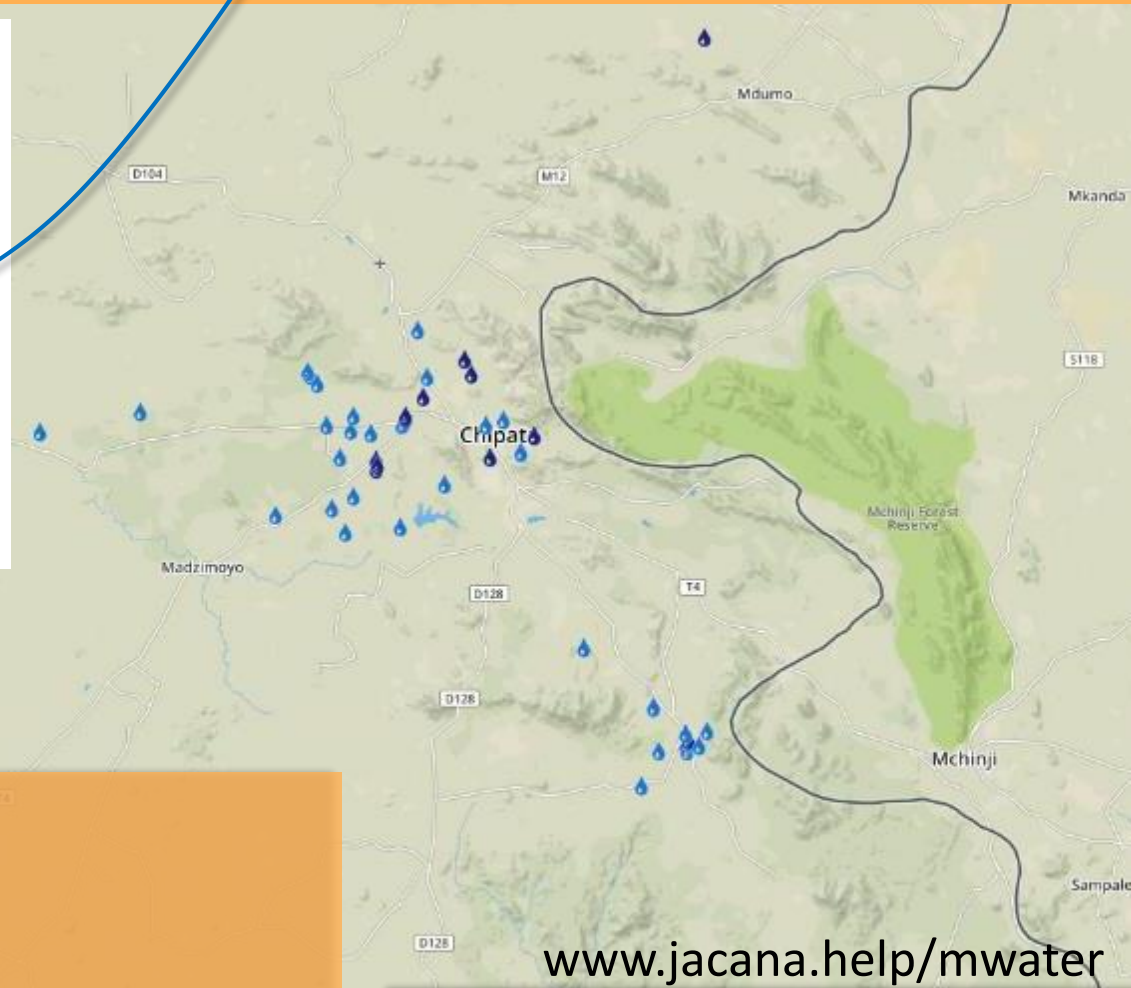
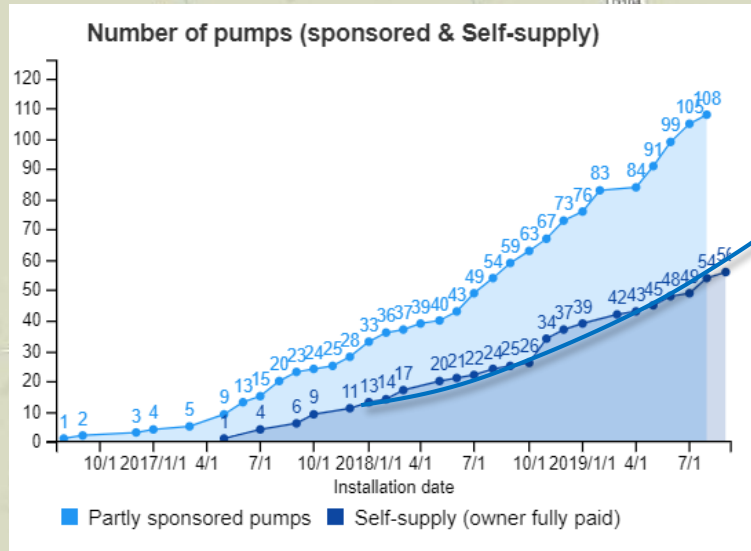
Water users make profit

Water for irrigation,
construction, life-stock, ..

Jacana trains
entrepreneurs in
technology, marketing, ..



Results



11 pump fabricators
12 drill companies
164 pumps (9,553 people)
Entrepreneurs go on after training

www.jacana.help/mwater

Rope pump, who paid for the pump?

- 💧 The owner (not sponsored)
- 💧 Partly sponsored

Results

95% functionality

Water shared, av. 50 people

Family owned = comm. served

SDG6 remote areas \$15-25/cap

Reach 4 other SDGs



Conclusions SMART approach

- Subsidised pumps create market for self-supply
- Self-supply pumps go on after program stops
- Convenience + profit = guarantee for maintenance
- 5 SDGs for the price of 1 !!
1.Poverty, 2.Food, 3.Health, 6.Water, 8.Employment



Scale up?

Most important condition; the 3 Ts

1. Training

2. T...

3. T...



Training in technologies for self-supply?

SMART Centres in 5 countries



www.smartcentregroup.com

www.smartcentrezambia.com