

Discussion SMART Centre meeting – 24 Aug 2022

Reflections from the group on the Nicaragua report around the question: *points / arguments that you could use to stimulate NGOs, Donors, Government to support/fund you/your SMART Centre.*

Summary

- Use the Nicaragua case as an example of the SMART Approach, and how it can contribute to the SDGs on the long term.
- Proof of the need for initial support (by donors) for the approach to take off, the leading to an impressive return on the investment.
- Private sector has shown to be able to adapt to the circumstances, being the NGO-landscape, political situation or (natural) disasters.
- Scale is essential for lasting impact, for the initiative to develop into lasting change

Individual countries

Yussif – Ghana

- Stakeholder analysis, to find out what the stakeholders need to support the SMART Centres.
- Currently responding to many stakeholders in Ghana. Solar, government is planning for a transition from fossil energy to solar. SMART Centre has a role there. But need to know what is required.

Rik – Zambia

- Impressive is the scale, necessary to convince donors. Also with decentralised, it is possible. But we should be able to prove the numbers. Technology is there, need some efforts to more prove the numbers.
- This is the missing link for proof.

Tcheizi – Mozambique

- Can be used as a reference for formal applications/project proposals, in the context of fundraising.
- Important to invest in SMART Centres, create capacity, to show the SMART Centre can be a place where people can learn in the perspective of WASH entrepreneurship.
- Give people the power to replicate what they have learned!

Girma - Ethiopia

- Show the various uses of the Rope pump



- Ethiopia has a big shallow groundwater potential
- Potential for job creation, through SMART technologies

Jim – Niger / South Sudan

- Return on investment, selling point to donors!
- Niger, a trend to switch to solar. Subsidies need to be discussed with these technologies. How do we reach the critical mass, where a difference is made. From the report, it show the subsidy was crucial in this.

Sakala – Malawi

- Policy shift towards to gravity water in Malawi. At the same time, there is room for Self-supply where gravity cannot reach. SMART Centre is well positioned in this. Assessment can be used to many, especially the affordability. Numbers are also impressive.

Isaac – Kenya

- Employment, impact of the pump.
- Sustainability perspective of the measures.
- Subsidized products and the range of technologies. A way of scaling up the products, through partnership of donors.

Henk, Henk, Walter - Foundation

- Very informative and covering a long period of time. Ammunition and arguments for donor involvement. Without donors, Nicaragua would not have started up.
- After the initial boom in the 90s, the private sector is still continuing, showing the sustainability of the business and the track record.
- Cost-benefit is strong argument, but needs to be convincing.
- Profit-based sustainability is clear.
- Donors, how do we reach the 'yet unserved'. This approach (especially supported Self-supply) has shown to work. Reaching SDG6, and others.
- Timeline shows, natural disasters (hurricanes) as a stimulant for sales. Technologies can be a back-up during/after disasters. Especially those with a low(er) income.
- Data as a tool to convince our governments. We do not always need the donors.

Joshua – Nicaragua

- Focus on the Approach, not only the SMART Centres. They are a tool in the approach.
- Self-supply is key, but there is need for overall sector strengthening efforts.
- Importance of a 5 – 10 year commitment approach. Donors really need to understand this.

- Need for scale, this is necessary for (financial) support from companies, like WAVIN.
- Entrepreneurship, the companies also branched into other services. Which is possible since they are independent companies, allowed to make their own decisions.
- Used for the SMART Centre:
 - Using the Technology Applicability Framework
 - What is the sustainable delivery model

Link to the recording and presentations.

[SMART Centre Update Meeting – 24 August 2022](#)