



3rd Asian Sanitation Dialogue
27-29 May 2014 • Asian Development Bank, Manila, Philippines

Day 2, Session 9

Making a Business Case for Sanitation and Septage Management

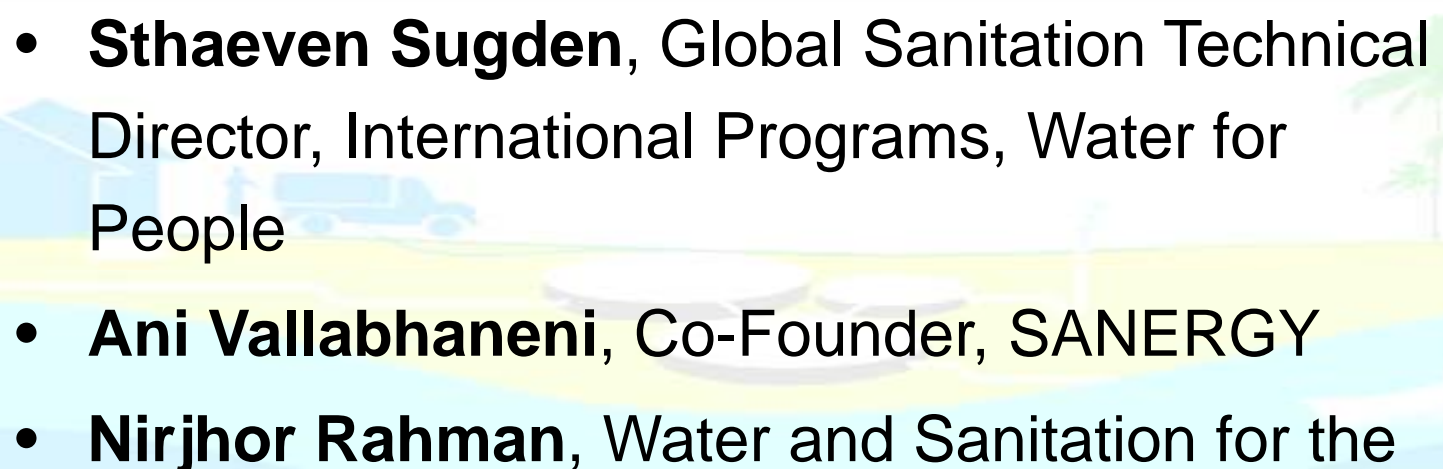


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Making a Business Case for Sanitation and Septage Management

Chairs: **Jan Willem Rosenboom**, Senior Program Officer, Bill & Melinda Gates Foundation
Antoinette Kome, SNV Netherlands

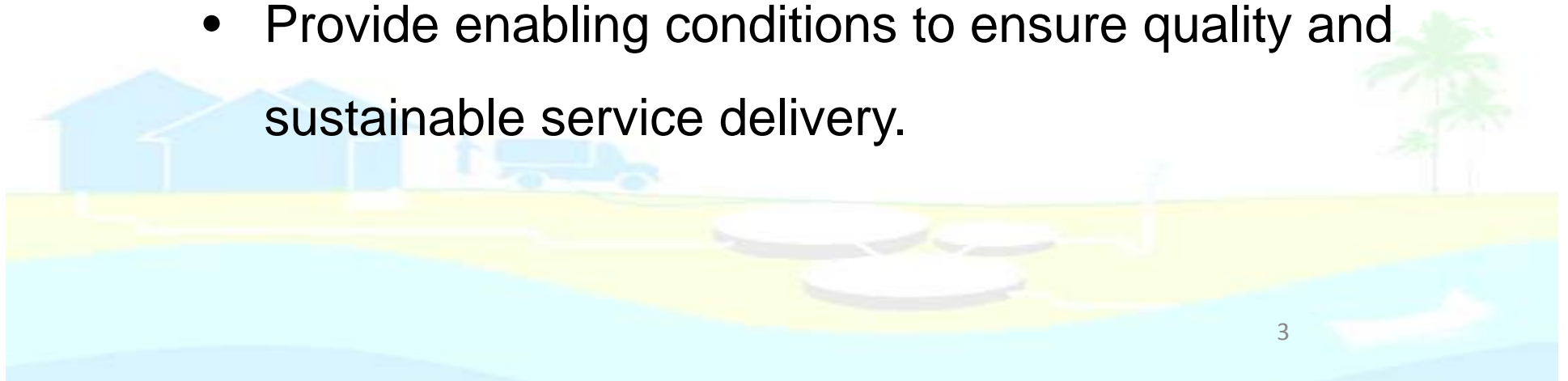
✦ Moderated Panel Discussion

- **Paulo Serias**, Manila Water Company, Inc.
 - **Sthaeven Sugden**, Global Sanitation Technical Director, International Programs, Water for People
 - **Ani Vallabhaneni**, Co-Founder, SANERGY
 - **Nirjhor Rahman**, Water and Sanitation for the
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Making a Business Case for Sanitation and Septage Management

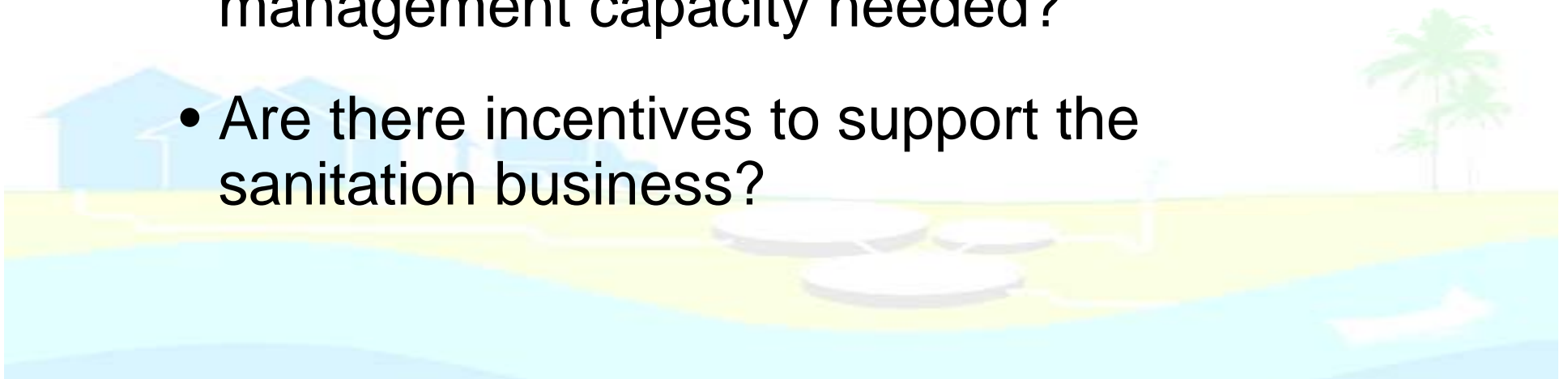
Objectives:

- Highlight approaches and business models to initiate and sustain sanitation and septage management projects.
- Provide enabling conditions to ensure quality and sustainable service delivery.



Points for Discussion

- What are the key features of successful business models for non-sewer options?
- Is the 'corporate' approach the key to make sanitation viable and sustainable?
- What are the technical, financial and management capacity needed?
- Are there incentives to support the sanitation business?



Three discussion questions

Making a business case for Sanitation and Septage
Management

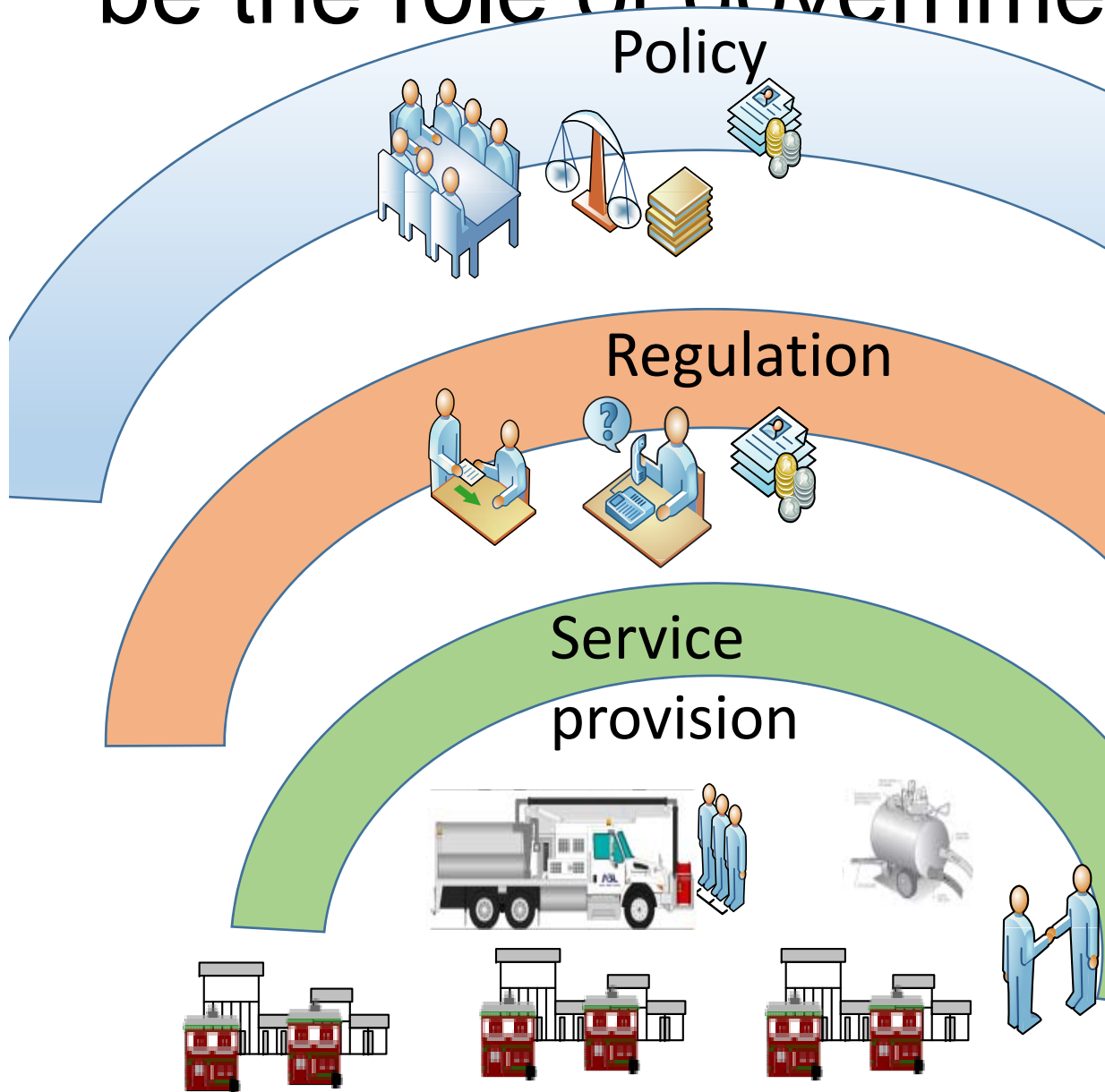
Q1. As a local government or city authority, where should you start in order to address the urban sanitation issue?

1. Create awareness among the population
2. Set-up the local regulatory and institutional framework
3. Develop partnerships with the private sector
4. Make your city sanitation plan
5. Introduce new collection and treatment technology

Q2. Do you consider that the introduction of new technology is indispensable to solve the urban sanitation challenge?

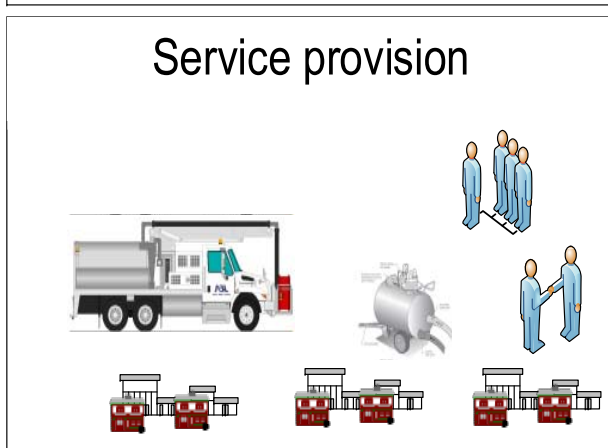
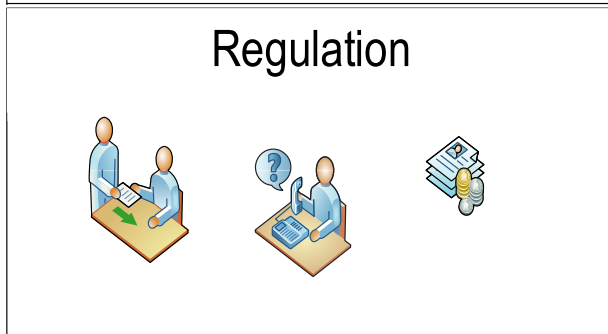
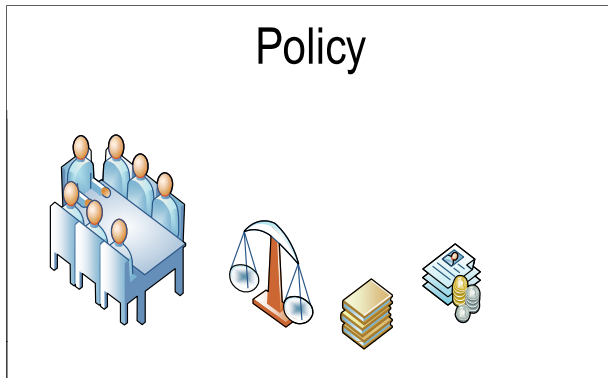
1. Yes, no doubt about it
2. No, but it can help as part of other measures
3. No, the solution is elsewhere
4. No opinion/ I don't know

Q3. In improving FSM, what should be the role of government?



1. Only policy
2. Policy and regulation
3. Policy, regulation and service provision
4. No opinion/ I don't know

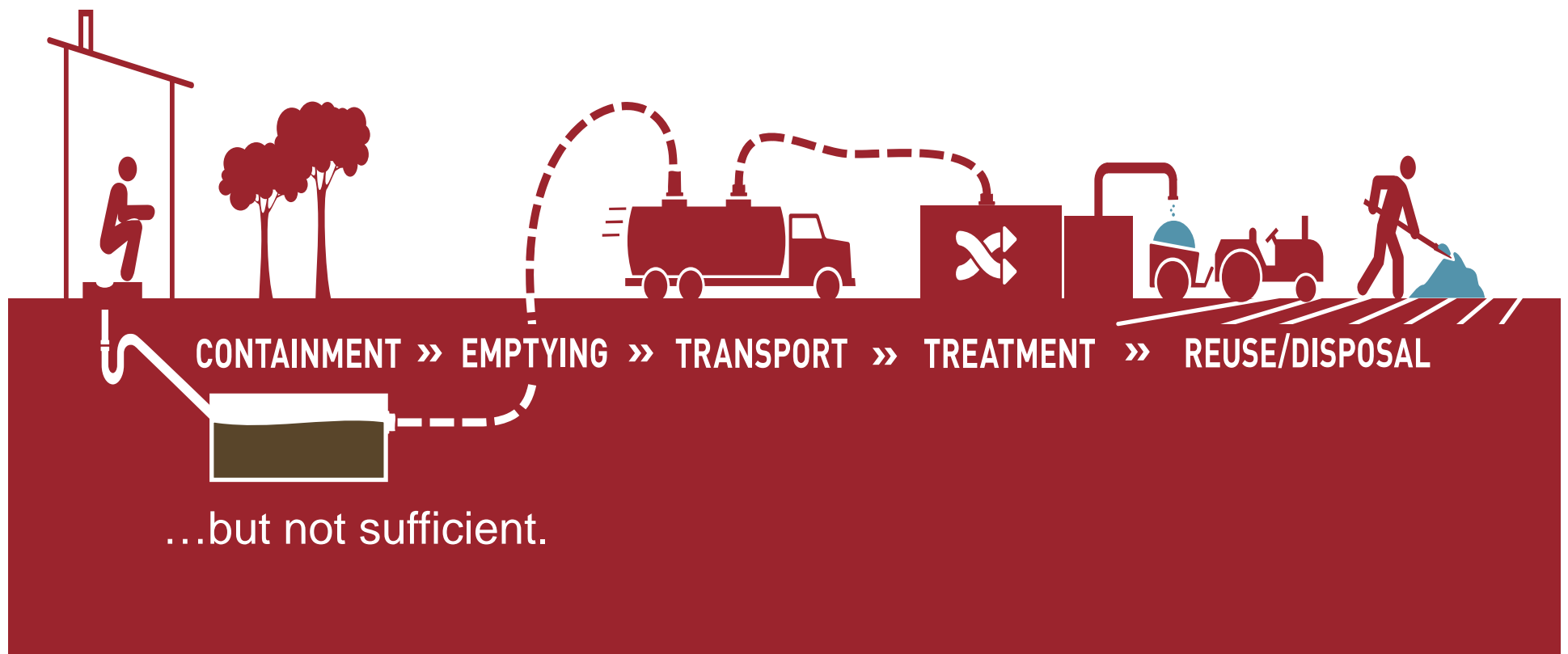
Q3. In improving FSM services, what should be the role of the government?



1. Only policy
2. Policy and regulation
3. Policy, regulation and service provision
4. No opinion/ I don't know

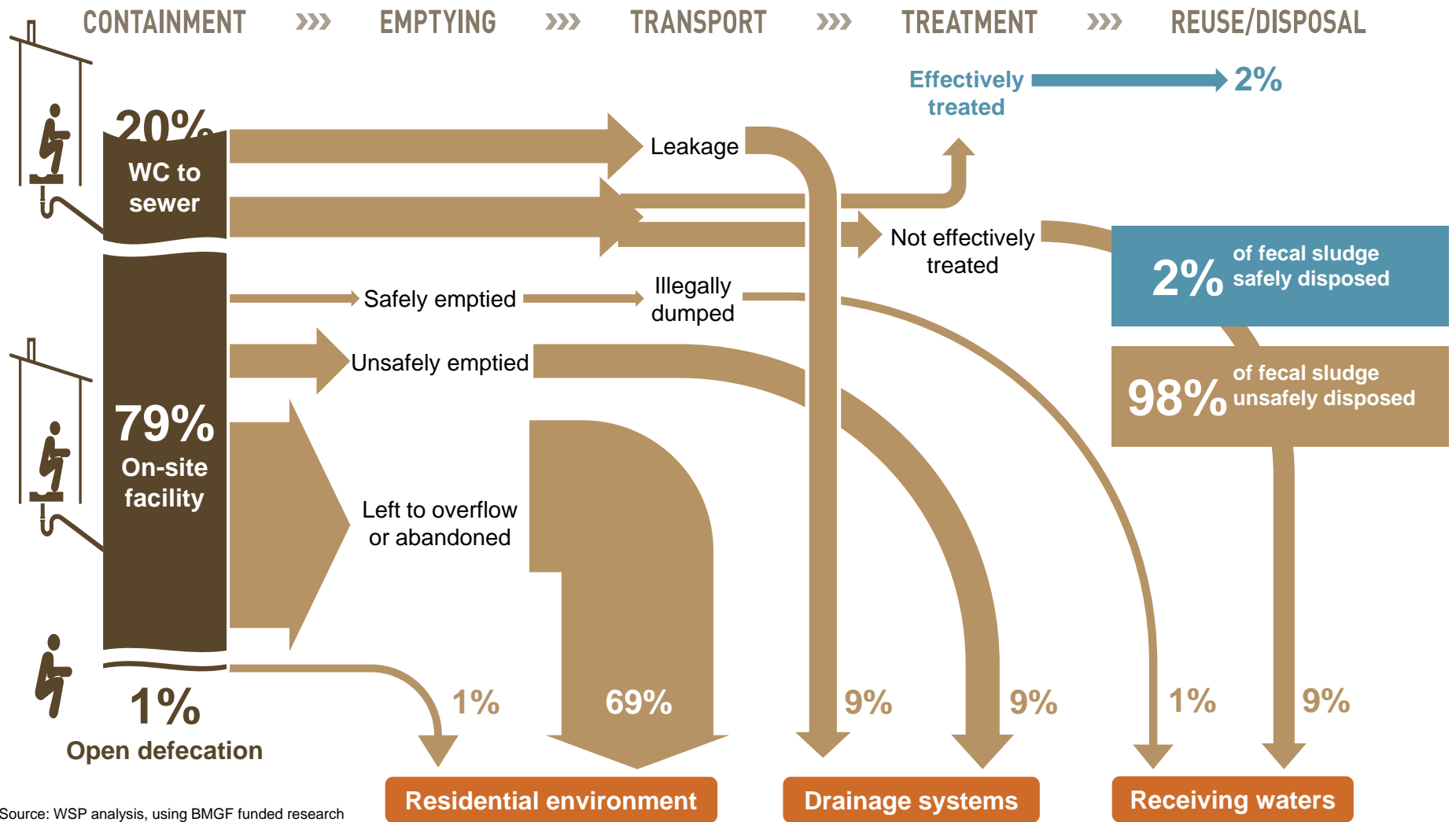
Understanding the Sanitation Service Chain

Since a toilet for containment of waste is necessary...



POOR FSM: INSTITUTIONAL OPEN DEFECATION

Sludge direct to the environment: no service chain



Source: WSP analysis, using BMGF funded research