

Collaboration for an open source platform to support entrepreneurs with scalable business models



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A challenge shared by EY



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Challenge presented at Innovate 4 Water



We have worked with entrepreneurs across sanitation and health to develop and operationalise scalable business models. However, to date we have been unable to share and apply our learnings to water entrepreneurs. It may be that there are no water entrepreneurs with scalable business models or, more likely, there is a lack of visibility and integration across the water ecosystem.

Do water entrepreneurs with scalable business models exist and, if so, how do we unlock silos to identify and support them?"

Connections made during the conference

Based on a connection made at the conference, EY and Safe Water Network are collaborating to develop an open source business platform and technical assistance capability to enable replication and scale up of small water enterprises.

What's a Small Water Enterprise?

Small water enterprises (SWEs) are businesses that focus on financial viability as a key underpinning of operational sustainability. They treat water to national standards, sell the water at affordable rates (~\$0.03 - \$0.08/20L) and use the revenue to operating, maintenance, and replacement costs.



Current collaboration

The collaboration between EY and Safe Water Network is focused on developing a program to facilitate scaling up of SWEs through development of a Water Enterprise Operating Platform (WEOP) and a Technical Assistance capability. The WEOP is envisioned as a comprehensive, adaptable, open-source resource providing implementing organisations with the tools, systems, manuals and capacity to rapidly launch and cost-effectively manage SWEs. It will also unify and streamline data collection, administration and reporting, to enable multiple tiers of organization managers to monitor near-real-time inputs and results and to support monitoring and assessing field team utilization. EY will help Safe Water Network:

Safe Water Network's mission is to improve how the global water sector supplies water to small towns and peri-urban communities. It has developed and is demonstrating safe, affordable, financially viable water supply solutions. Safe Water Network leverages its field experience to build sector knowledge, and facilitate partnerships to reach millions in need.

1. Develop a business and operating model for the WEOP and Technical Assistance capability
2. Define the **technology requirements of the WEOP with a focus on** existing Safe Water Network operations as a necessary precursor to a version with sector-wide applicability.

New projects that could emerge out of this collaboration

In the long term, EY and Safe Water Network are looking at how to scale SWEs through the platform and TA capability.

Impact of the collaboration



Though too early to determine impact, the goal of the collaboration is to dramatically expand the numbers of people with safe, affordable, reliable water supply.

