

WATER SECTOR TRUST FUND

Up-Scaling of Basic Sanitation for the Urban Poor (UBSUP)

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| **Training Programme on Sanitation as a Business**  **Opportunities & Business Models in Sanitation** |

### Objective:

After having set the understanding that most of the participants are actually already micro-entrepreneurs, this presentation tried to outline opportunities and potential business models in sanitation delivery. Ideally, this session will encourage a lot of discussion and exchange of experience and ideas on potential business opportunities. In the beginning, this training will discuss theoretical business opportunities. Within the course of the up-scaling of UBSUP concrete business models will be discussed.

### General Comments:

This part of the training programme should purely encourage participants to think outside the box. It should try to discuss within the group potential business opportunities.

### Presentation Outline:

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| **Slide** | **Description** | **Presentation Techniques** |
| Sanitation as a Business | This slide shows the implementation of UBSUP and all its different services within a low-income area. | The presenter should explain how UBSUP will be implemented. The different elements of the sanitation chain should be highlighted and explained. Then, the participants should be asked where they see potential business areas. Those should be written down on a flip chart. Ideally, the participants start discussing the viability of the different business models. The presenter’s role should change into a moderator’s role. |

### Intended Outcome:

After this session, the participants should have identified one or more potential business opportunities. Those should be written down on a flip-chart.