

## BACKGROUND

The Kenya Resilient Arid Lands Partnerships for Integrated Development (Kenya RAPID) is a 5-year development program that brings together multiple public and private sector institutions to strengthen WASH systems for people and livestock. The program works in five Arid and Semi-Arid Lands (ASALs) counties: Turkana, Marsabit, Isiolo, Wajir, and Garissa. These counties have scarce access to water and sanitation outside of the urban town centers.

One strategic objective of the Kenya RAPID program is to “**Develop and operationalize replicable and scalable business models for sustainable WASH and livestock.**” One way the program is planning to achieve this target is by the creation of Public-Private Partnerships (PPPs) which address everything from household water treatment and storage (HWTS), to pre-paid meters and private-sector water point maintenance and management. PPPs are collaborations between private sector companies, local county governments, and communities with NGO facilitation of: initial conversations, development of memorandums of understanding, financial and engineering design, facilitation of implementation, and proof of concept to later support scale up of the intervention.

## OBJECTIVE

To explore the PPP models within the Kenya RAPID program and understand what factors of these partnerships makes them scalable.

## METHODS

Interviews and site visits were conducted during May - July of 2017, in Kenya. Most interviews were conducted with 1-2 staff from partner organizations. Interviews ranged from approximately 30 minutes to 1 hour and were conducted in person or via skype/telephone. Site visits were made in June 2017.



## METHODS (CONTINUED)

Two Interview guides were developed to explore the PPPs, one for private sector partners and one for NGO implementers, both at the local and county level. All interviews were conducted solely by the investigator and notes were taken throughout the interview. Interview guides focused on the goals of the PPPs, what activities are being implemented, and areas of concern/improvement. Interviews with the Chief and Deputy Chief of Party for Kenya RAPID were used when interviews with partners could not be arranged.

## RESULTS

A total of 18 interviews were completed. One site visit was made to Turkana county.

Sector	Organization
NGOs	Kenya offices of Millennium Water Alliance, Food For The Hungry, CARE, Catholic Relief Services, and World Vision
Private	IBM Research Africa, Acacia Water, Maji Milele, Sweetsense, and Davis & Shirtliff
Public	Lodwar Water and Sanitation Company and the Kenya Ministry of Water

Partners not available for interview included: Aqua for All, KCB Foundation, Safaricom Foundation, Vitol Foundation, USAID, and Swiss Agency for Development and Cooperation SDC.

Four main types of *potential* scalable business models for private-sector involvement have been identified and facilitated by the Kenya RAPID program, listed in the table. Two additional potential PPPs have also been identified: a sanitation PPP in Wajir County, (partnering with Sanivation) and a Delegated Water Service Model in Isiolo County.

County	HWTS	Water Point Management	Water Point Maintenance and Repair	Agricultural Financing Schemes
Turkana	1	0	1	1
Isiolo	0	3	1	1
Marsabit	1	1	1	0
Wajir	0	2	1	1
Garissa	1	1	1	3
Total	3	7	5	6

## RESULTS (CONTINUED)

Five themes emerged from the interviews that show key components for the success of PPPs:

- Frequency of Communication – Regular and frequent communication keeps partners knowledgeable of each other’s activities and fosters knowledge sharing.
- Establishment of Common Language – Establishing a common language early on for PPPs to ensure that all partners are understanding the structure of the PPPs in the same way.
- Understanding Roles – Understanding the scope and capacity of each partner is crucial to a successful working relationship and allows partners to ensure all roles are met for the PPP.
- The Development of a Business Case – Engaging with private sector partners on the basis of a business case as opposed to only a “need” base allows private sector partners to feel there is balanced risk and reward to engage in the PPP.
- Understanding Donor Funding – Private sector partners are not familiar with the regulations and requirements for development funding. It is important they grasp these regulations to understand the framework under which they can operate.



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