



Tripartite MoU 'HWTS through Utilities' pilot between

The undersigned

This Memorandum of Understanding (MoU) describes the agreed cooperation between Aqua for All, Finote Selam Utility and Tulip Addis, to contribute to the goals of the Household Water Treatment and Safe Storage (HWTS) through Utilities' pilot, taking place in Finote Selam Town, and to some extent, other nearby towns in Amhara Region.

Aqua for All, located on Spaarneplein 2, 2512 VK 's-Gravenhage, The Netherlands, represented by Sjef Ernes, here in after referred to as Aqua for All

And

Finote Selam Utility Located at, Finote Selam Town, Amhara Region, Ethiopia, represented by Ato Leyew Anmut, General Manager, hereafter referred to as 'the Utility'

And

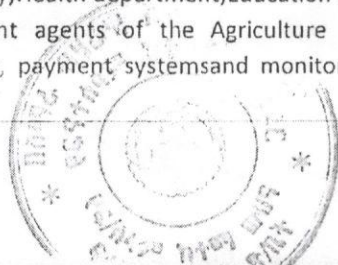
Tulip Addis located in Bole Sub-city, Woreda 8, House Number 307 in front of Civil Service University, Addis Ababa, Ethiopia; Represented by Getaw Mekonnen Cherinet General Manager, here in after referred to as Tulip Addis; have signed the MOU.

General

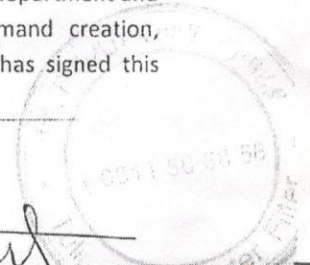
Aqua for All is implementing the 'HWTS through Utilities' pilot in Ethiopia as part of Aqua for All's activities within the Safe Water II program, which is a multi-year and multi-country programme aiming at increasing the access to safe water at point of use through HWTS business approaches. In this overall programme, 7 companies and suppliers of chlorine products and filters in 5 countries in Asia and Africa are developing a range of innovative approaches to stabilize and increase HWTS sales and also increase access to safe water to the needy community. Involving utilities as distribution channel for HWTS is a new concept to increase the access to safe water with a worldwide scaling potential.

About the 'HWTS though Utilities' pilot

The pilot is an 'applied research project' and its goal is to create evidence on whether and under which conditions, Urban Water Utilities and local government in Ethiopia can play a role in the creation of demand and the distribution and sales of HWTS products to reach the unserved communities. The monitoring of this pilot will be done by Aqua for All, local government authorities and Tulip Addis during the project period. A post-implementation monitoring system will be developed and agreed upon amongst the stakeholder during the pilot. In this pilot Aqua for All cooperates with multiple suppliers of HWTS; with utilities and local government (Mayor, Municipality; Health department; Education department; Water, Irrigation and Energy department and development agents of the Agriculture department) to find new ways of demand creation, distribution, payment systems and monitoring, targeting households. Aqua for All has signed this



Handwritten signatures of the representatives of Aqua for All, Finote Selam Utility, and Tulip Addis.



tripartite MoU with the Utility and to each private sector suppliers of HWTS to specify and agree on roles and responsibilities of each actor and deliverables within this pilot.

Goals and ambition

The pilot wants to explore innovative ways of distribution and sales of HWTS to households to increase access to safe water to the population in urban areas and their surrounding peri-urban and rural communities.

Local government will play a role in creating awareness and utilities will explore mechanisms to make HWTS accessible for all including the poorer households. They will do this by developing payment systems to make HWTS affordable. Suppliers of HWTS will play an active role in establishing sustainable supply chains for their HWTS products and aftersales services in urban areas.

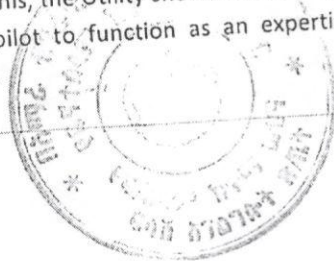
The pilot aims at:

- Triggering households to use HWTS, by introducing a range of HWTS products in urban areas & surrounding communities, as part of a general ambition to achieve universal access to safe water for all people through sustainable supply chains;
- Triggering private sector players to develop a sustainable supply chain with the leadership of utilities as promoters, distributors, after sales service facilitators, technical backstoppers, regulatory organs and facilitating their premises for sales/after sales services, stock keepers for spare parts, etc;
- Triggering town government health department, municipality, Zonal water department, agriculture department, education department and others to play an important role – in coherence with utilities and private sector players - on demand creation for HWTS and monitoring of correct and continuous use of HWTS products.
- Creating evidence to be shared at national level in the HWTS working group at the Ministry of Health, in order to nurture the national policy and regulations to prioritize HWTS as a contribution to achieve Sustainable Development Goals

Objectives of this tripartite Memorandum of Understanding

To achieve the goals and ambitions of the pilot, Aqua for All and the Utility of Finote Selam and Tulip Addis agree on the following:

- To cooperate in this partnership to achieve the goals of the pilot
- To ensure availability of the required resources, expert personnel and necessary tools/technologies within the service area of the Utility of Finote Selam.
- Have the ambition to continue after the pilot and explore ways to develop sustainable supply chains for HWTS
- To work together to develop and implement monitoring for learning purposes
- To ensure the supply of enough HWTS products and spare parts based on the size of demand created. For this, the Utility should forecast right on time and inform the supplier.
- To use the pilot to function as an expertise and learning center for other utilities and stakeholders.



[Handwritten signature]



Core activities of the pilot

Within the pilot the following general activities will be performed:

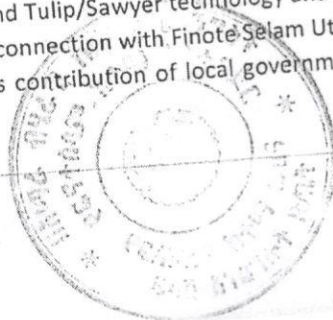
- Awareness creation workshop on GTP1 and GTP2 and the role HWTS can play for GTP2 targets to 10 decision makers for two days which will be jointly provided by Aqua for All, Private Sector partners and local government
- The private sector avails all the required HWTS products for the utility upfront based on the plan
- Assign 8 utility staff members permanently for one year whose regular salary remains to be paid by the utility while top up payment will be covered by Aqua for All in order to display, promote and distribute HWTS products and collect payment
- Training on supply chain and after sales services, including demonstration, for the utility staff by private sector with Aqua for All facilitation
- Awareness creation meetings for 100 urban community representatives for one day including demonstration, jointly facilitated by Aqua for All, Private Sector partners and local government. The Utility is in the driver seat here.
- Awareness creation meeting and introducing HWTS for school WASH program support in 2 schools through School WASH clubs establishment and discussion with the schools' management team which will be done by the Utility, but with engagement of Aqua for All and the private sectors.
- Installation of model elevated tankers and HWTS facilities for two schools with Tulip and Sawyer technologies.
- Promote HWTS awareness creation training for the citizens' forum and Kebele decision makers by Utilities and by Aqua for All team where private sectors are also engaged.
- After sales service and spare parts supply chain system establishment by Tulip Addis but with joint facilitation of Utility and Aqua for All.
- Water quality test in the utility town and if needed at regional laboratory for show case and build trust about the severity of the problem with Aqua for All support. If possible the Utility Water Quality equipment will be used for free so that it will have a potential scaling effect in the whole region
- Continuous correspondence with Aqua for All head office to get support as required including monitoring visits by Aqua for All team.

Roles and responsibilities

Aqua for All is overall responsible for the coordination and performance of all activities.

Aqua for All will:

- Provide overall organisation and facilitation support to implement the pilot.
- Provide top up payment for 8 utility staff during the pilot period.
- Avail resources for 2 school pilots in line with the established budget (raised watertank to each school and Tulip/Sawyer technology and awareness creation).
- Maintain the connection with Finote Selam Utility and other local government authorities.
- Work towards contribution of local government to sensitize households and monitor the pilot.



[Handwritten signature]

[Handwritten signature]



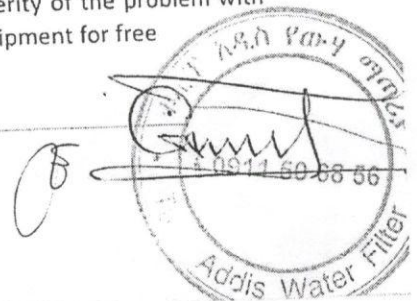
- Work towards ensuring integration among the key stakeholders towards the pilot.
- Ensure monitoring at household level on the use and added value of the HWTS products
- Guide the pilot and support the utility and the private sector partners in the monitoring and evaluation and the documentation of the process for knowledge, brokering and networking (KBN) as well as influencing
- Support the utility and the private sectors towards promotion, distribution, availing manual by the private sectors, sales and use of HWTS, developing payment systems, water quality test for evidence, after sales services, spare parts supply chain, operation and maintenance, etc)

Tulip Addiswill:

- Provide a stock of 500 Table top and/or Siphon filters upfront without collecting the costs
- Provide logistical arrangements to have the products/filters available at pilot area at the required time
- Prepare a pitch by a representative from the company during the kick-off sensitisation workshop/ meetings for utilities
- Offer technical support in order to enable the products to be accepted and serve their purpose
- Provide after sales support to households/supply spare parts that can be kept in the utility premises, etc.

Finote Selam Utility will:

- Call upon all required local government actors for the two days awareness creation workshop
- Avail the required stock for HWTS products to be kept safe during the pilot year
- Assign 8 utility staff permanently for one year to display, promote and distribute HWTS products and collect payment
- Assign required staff to be trained by private sectors and Aqua for All
- Call upon participants and provide awareness creation meetings for 100 urban community representatives for one day including demonstration, jointly facilitated by Aqua for All, Private Sector partners and local government. The Utility is in the driver seat here.
- Select schools and participate in the awareness creation meeting and introducing HWTS for school WASH program support in 2 schools through School WASH clubs establishment and discussion with the schools' management team, where Utility is in lead and Aqua for All and the private sectors are participating
- Technical support for the installation of model elevated tankers and HWTS facilities for two schools with Tulip and Sawyer technologies
- Facilitate the establishment of after sales services and spare parts supply chain system establishment by the private sectors jointly with Aqua for All
- Facilitate and share the results of water quality tests in the utility town and if needed at regional laboratory for show case and build trust about the severity of the problem with Aqua for All support and if possible with Utility Water Quality equipment for free



- Take 100% of the risk of any damage, breakage or theft of the stocked HWTS within the capacity of the utility, as the utility is responsible to stock and deliver the HWTS, promote, distribute and collect payments
- Payment of HWTS sales to private sectors' partners, to be paid on two monthly basis

Risk management

Financial risks from this activity will be taken by Tulip Addis and Finote Selam Utility. With each supplier and with Finote Selam Utility, Aqua for All will make tailor-made agreements concerning contribution to the pilot. As this is an innovative way to perform demand creation and product marketing, we cannot predict the financial results. As the pilot delivers interesting results for Finote Selam Utility, Aqua for All and the suppliers, it is expected all partners are willing to invest.

Several scenarios can occur, which each have different financial implications for both MoU partners. In general the following statements are the starting point for this pilot:

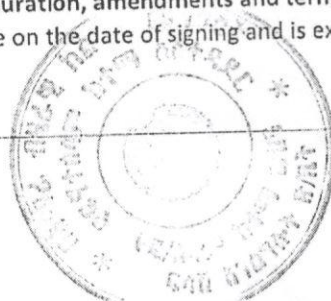
	Risk	Consequence	Measures Finote Selam Utility	Measures Tulip Addis	Role Aqua for All
1	Political unrest	<ul style="list-style-type: none"> • Non collecting of payments • Delay of pilot 	Maximize upfront cash sales		Re-schedule delayed activities
2	Users don't understand the technology	Slow demand	Avail manual in local language, refresher training in coordination with the Private Sector partner	Back stopping	Ensure that the users' have understood the HWTS technology
3	Turnover of staff in Utility/LGA	Trained people will be missed	Immediate replacement of staff	Take part in the refresher training	Refreshment training required
4	Very quick increase of demand	There will be a lapse in time between demand and sales	Timely request for new supplies	Alarm their suppliers right on time	Support Tulip Addis when needed
5	Utility does not pay back the money after sales of HWTS	Loss of trust; sustainability hampered; pilot results in danger		Legal action under proclamation # 188	Facilitate actions

Implementation

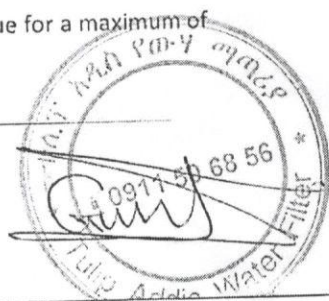
The pilot is proposed to take place between September 2016 and October 2017.

Effective date, evaluation duration, amendments and termination

This MoU becomes effective on the date of signing and is expected to continue for a maximum of

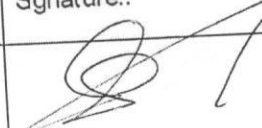
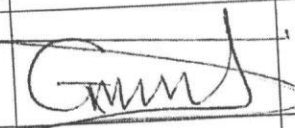



[Handwritten signature]

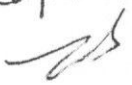


one year. However, the parties may decide, in writing, to extend this period. In addition, this MoU may be modified or amended if the parties agree in writing. Any party may terminate this MOU at any time but should endeavour to provide at least 30 days' written notice to the other parties.


IN WITNESS WHEREOF, the Parties, each acting through their duly authorized representatives, have caused this MoU to be signed in their names:

Authorized representatives:	Signature::	Date:
For Aqua for All: Sjef Ernes		29-11-2016
For Tulip Addis: Getaw Mekonnen Chernet		07/11/2016
For Finote Selam Utility: Ato Leyew Anmut		

Witnesses:

1. Name: Gashaye Chetel
Signature: 
Date: _____

2. Name: Ayeneal Yimenu
Signature: 
Date: _____

3. Name: Jenna wifess not
Signature: 
Date: 22/03/2009

