

**WSUP's Mission** is "To improve the lives of the urban poor in developing countries by strengthening the capacity of local service providers and others to provide sustainable water and sanitation services, promote good hygiene and raise the health and environmental standards of the community"



Water and Sanitation for the Urban Poor (**WSUP**) is a tri-sector partnership between the private sector, civil society and academia with the objective of addressing the increasing global challenge of inadequate access to water and sanitation services for the urban poor and the attainment of the MDG targets, particularly those relating to water and sanitation.



WSUP is facing a critical challenge of funding as it looks to build upon five years of successful project implementation which has improved the lives of many thousands of urban poor, challenged approaches to pro-poor urban water and sanitation service delivery and strengthened service provider capacity to deliver to low income consumers at scale.



**This document has been developed to initiate discussions with donor agencies and organisations interested in providing funding support to the delivery of WSUP's programme objectives and to the sustainability of the organisation.**

**Specifically, WSUP is seeking significant contributions to an overall programme budget of approximately £23.5m across the next five years and contributions to operating costs of £3.9m across the next five years.**

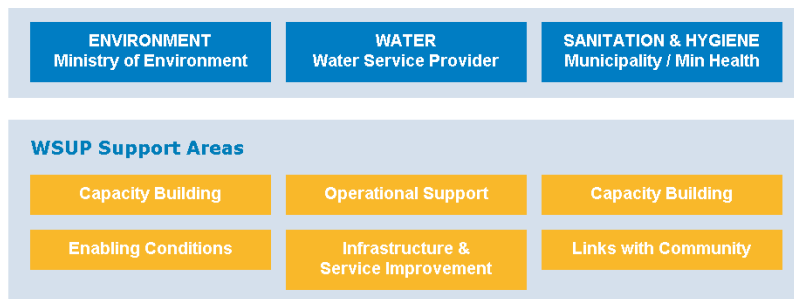


**How WSUP works**

WSUP works in partnership with local service providers (LSPs) in water, sanitation and hygiene in developing countries to deliver improved sustainable and affordable water and sanitation services to people living in low income areas. WSUP draws upon the expertise and experience of its members to deliver integrated WASH programmes which have strong capacity building elements. The make up of the WSUP members at each project is unique and programmes often draw inputs from other sector leaders to deliver activities.



WSUP delivers assistance to service providers through Professional Services Agreements. Such agreements provide the basis for the transfer of 'know-how' to where it is most needed. WSUP focuses on six **Key Support Areas**, each of which addresses those aspects of capacity that most impact on services to the poor.



**Strengthened service providers and sustainable services to low income consumers**



## Where WSUP works

WSUP currently has a strategic portfolio of programmes in six countries in Sub Saharan Africa and South Asia – **Zambia, Kenya, Mozambique, Madagascar, Ghana** and **India**. WSUP currently has active programmes in one location in each country, apart from Kenya where two projects are currently being delivered.



## WSUP's funding strategy

WSUP's funding strategy is to raise programme budgets of between £2-3 million of grant funding at each location and to use this to assist LSPs deliver improved services in water and sanitation for low income areas in a city or town at scale which is large enough to impact large scale planning. Programme timeframes are typically three to five years and in this time, the experience and learning from these programmes is used by WSUP's partners to inform and influence larger scale national government or IFI financed programmes with pro-poor components. In this way, grant funding can influence and leverage larger scale financing mechanisms to benefit the poor. WSUP is targeting a grant / leveraged financing ratio of 25% grant to 75% additional financing in each programme.



## Resource requirements

WSUP has a strong portfolio of funding agencies already supporting its work, including DFID, USAID and the Bill & Melinda Gates Foundation, and is seeking significant additional funding support to enable the delivery of its programmes and to ensure the sustainability of the organisation in the long term.



As such, funding support is required across all of its programmes at a critical time when there are opportunities to achieve significant impact and leverage grant funding against large scale investment financing and to build upon an exciting and diverse portfolio.



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## WSUP's Strategic Programme

WSUP is actively seeking to start discussions with potential funding partners and organisations with a view to establishing successful partnerships to deliver the WSUP strategic programme and establish a sustainable organisation.



A detailed explanation of WSUP's programme approach, funding strategy and more detailed country briefs are available upon request:

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## What WSUP's partners say

*"Urban services are a real challenge and we need serious programmes...WSUP is the most appropriate partner we have got, the experience of its members is invaluable...we are not accustomed to this type of approach... since WSUP is helping us in this way, we will be able to make the water supply and sanitation expand to the low income areas...the approach is really adapted to the local context in which we live...WSUP can help us approach the target population that we are not currently serving...WSUP and my utility are working together to bring water and sanitation to the urban poor."*

**Jose Ramampanjaka, Directeur de l'équipement Eau, Jirama Water and Energy Service Provider in Madagascar.**