

# EAST AFRICA RURAL WATER ACCELERATOR

RURAL WATER ENTERPRISE PORTFOLIO  
2023/24

IMPLEMENTED BY

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POWERED BY





# Scaling Water and Sanitation Enterprises and Impact. Together.

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[rwa.creation.camp](http://rwa.creation.camp)

# THE EAST AFRICA RURAL WATER ACCELERATION PROGRAMME IS BEING IMPLEMENTED BY:

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## **Cewas**

Cewas is the world's first dedicated, impact-oriented WASH entrepreneurship support organization. Since 2010, cewas has worked with 400+ entrepreneurs all over the globe scaling their business models, growing their impact-potential and enhancing their investment-readiness. The supported enterprises have reached more 4.7 Mio. beneficiaries.

[www.cewas.org](http://www.cewas.org)



## **WASEU**

Established in 2015, WASEU limited is a Ugandan non-profit business association committed to incubating and accelerating WASH (Water, Sanitation, and Hygiene) and climate-resilient enterprises in Uganda. WASEU primarily supports entrepreneurs in planning, building, and sustaining their businesses while advocating for an enabling entrepreneurial environment.

[www.waseu.org](http://www.waseu.org)



## **OPERO**

OPERO Services Ltd is a Kenyan based business development and engineering firm specialized in practical and sustainable solutions for human and solid waste management. OPERO uses innovative thinking, technical expertise and years of experience working in Kenya and other countries from the region.

[www.opero-services.com](http://www.opero-services.com)

# EAST AFRICA RURAL WATER ACCELERATION PROGRAMME

## 2023/2024

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We catalyse sustainable business models for rural water access in East Africa by **supporting high-potential enterprises** on their journey **towards investment-readiness**.

**9 enterprises** selected & supported.

**12-month acceleration**



### **KENYA**

- GoSoft Integrated Solutions Ltd .
- WeTu
- Norwa Africa
- WaterKiosk Africa



### **UGANDA**

- Whave
- Irrisol Engineering Limited
- WaterQuip Uganda Limited
- Pure Products Limited
- WASHFIN Microfinance Limited



# GOSOFT INTEGRATED SOLUTIONS LIMITED

Providing smart metering solutions for more cost-efficient water supply management.

GoSoft provides smart solutions to reduce production and transmission losses through accurate billing, meter provision and management with supporting device control with analytics through its Internet of Things (IIoT) based platform.

## Customer segment:

Water Service Providers (WSPs), Private Developers, Landlords, Community Water Distributors

## Unique aspects & innovative potential:

Data management and visualisation solution to decrease inefficiencies in rural water management, engagement of stakeholders across sectors to provide tailored solutions to unique customer environments.

 [gosoftafrica.io](https://gosoftafrica.io)

 [christine.tantuo@gosoftafrica.io](mailto:christine.tantuo@gosoftafrica.io)



# WETU



**Affordable and environmentally friendly water purification and distribution.**

Provision of safe, affordable drinking water through installation and operation of reliable water purification systems and vending machines (ATMs) in underserved communities in Western Kenya

**Customer segment:**

Households from the Bottom of the Pyramid (BoP) in underserved communities in rural areas

**Unique aspects & innovative potential:**

Sourcing from surface water to decrease cost and climate vulnerability. Using purely mobile Payment (MPay) and state of the art technologies to reduce non-revenue water loss. Combination of multiple infrastructure services (energy, mobility and water) to create unique offerings.



# NORWA AFRICA



## Innovative water treatment & water pumping solutions.

Provision of innovative and sustainable water pumping, treatment and distribution solutions through design, installation, monitoring and maintenance.

### Customer segment:

Businesses, NGOs, farmers and households in rural and peri-urban areas.

### Unique aspects & innovative potential:

Highly customized and socially inclusive solutions with flexible payment options to fit different user needs for rural water customers.



 [www.norwafrica.com](http://www.norwafrica.com)

 [jeremy@norwafrica.com](mailto:jeremy@norwafrica.com)



**NORWA Africa Ltd**  
Sustainable Solar and Water Solution



# WATERKIOSK AFRICA



Compact, solar-powered desalination solutions at affordable prices.

Affordable safe drinking water solutions based on a unique, compact solar-powered desalination plant

## Customer segment:

Foundations and NGOs who want to provide affordable, safe drinking water to individual households from off-grid communities

## Unique aspects & innovative potential:

Decentralized solar-based solution including circular economy components to reuse



 [waterkiosk.africa](http://waterkiosk.africa)

 [kinyanjui@winture.de](mailto:kinyanjui@winture.de)

WaterKiosk®

# WHAVE



## Guaranteeing the reliability of community water points

Whave is a social-enterprise founded in 2011 to solve the problem of low rural water source functionality. The enterprise operates both as a Area Service Provider to provide O&M services to rural water points and as an advisory body helping local governments to operationalize the National Framework for O&M of rural water infrastructure.

### Customer segment:

Rural water users

### Unique aspects & innovative potential:

Permanent rural water utility demonstrating the feasibility of 24/7 accountability regarding water supply in rural areas.



 [www.whave.org](http://www.whave.org)

 [adam.harvey@whave.org](mailto:adam.harvey@whave.org)

**Whave**   
Reliability Assurance

# IRRISOL ENGINEERING LIMITED



**Socially inclusive and environmentally friendly water supply solutions**

Solutions for creating reliable access to ground water (surveys, drilling, solar pumps, rainwater harvesting, etc.).

**Customer segment:**

Low- and middle-income households in rural & peri-urban areas

**Unique aspects & innovative potential:**

Socially inclusive sales models including ren-to-own and pay as you go approaches to reduce upfront costs for lower income households.



 [www.irrisol.org](http://www.irrisol.org)

 [joash@irrisol.org](mailto:joash@irrisol.org)





# WATERQUIP UGANDA LIMITED



## Making tap water drinkable in rural schools and other institutions

WaterQuip Uganda Limited is a socially-driven and female-led water purification solutions provider that provides state-of-the art, chemical-free solutions to rural schools who want to make their tap water safe to drink.

### Customer segment:

Schools and health facilities in rural and urban areas.

### Unique aspects & innovative potential:

State-of-the-art water purification for safe drinking water consumption, specifically designed to meet the requirements of rural and urban settings in sub-Saharan Africa. WaterQuip's solutions are offered both for purchase and as a subscription service which includes maintenance and spare parts.



 [www.waterquip.org](http://www.waterquip.org)

 [adrine.atumanya@waterquip.org](mailto:adrine.atumanya@waterquip.org)

**WaterQuip**  
Uganda Limited

# PURE PRODUCTS LIMITED



**Pro-female, environmentally friendly water ATM franchising model for BoP markets**

Innovative installation of Eco-Water ATMs in underserved communities through community-based, pro-female micro-franchising model

**Customer segment:**

Female water entrepreneurs, underserved rural and peri-urban water users, schools and health facilities.

**Unique aspects & innovative potential:**

Socially-inclusive micro-franchising model empowering female water entrepreneurs



 [sparkleswaterug@gmail.com](mailto:sparkleswaterug@gmail.com)



# WASHFIN MICROFINANCE LIMITED

Micro-loans to improve water and sanitation solutions in low-income markets.

Affordable, small loans to lower-income customer segments who want to install, improve or repair water and sanitation infrastructure

## Customer segment:

Individual water and sanitation users, businesses, health centres, schools, VSLAs and community groups

## Unique aspects & innovative potential:

First dedicated WASH loan facility with affordable rates for lower-income communities

 UGANDA



[www.washfinmicrofinance.com](http://www.washfinmicrofinance.com)



[info@washfinmicrofinance.com](mailto:info@washfinmicrofinance.com) / [esther.naiga@washfinmicrofinance.com](mailto:esther.naiga@washfinmicrofinance.com)





# PATH TO GROWTH

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*Program Kick-off*  
**10 May 2023**

*Enterprise Diagnostics*  
**16 June 2023**

*Acceleration Bootcamp*  
**3 – 7 July 2023**

*Transformation Project*  
**July 2023  
onwards**

*Technical Assistance*  
**August 2023  
onwards**

*Financial Modelling*  
**September 2023  
onwards**

*Investment Bootcamp*  
**19 – 24 October 2023**

*Investor Matchmaking*  
**November 2023  
onwards**

*Continuous Follow-up Support*  
**December 2023 –  
June 2024**

*Program Closure*  
**June 2024**

**cewas**



# HELP US ACCELERATE FURTHER WASH ENTERPRISES EAST AFRICA!

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Contact us to shape the next acceleration programme



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# EMPOWERING ENTREPRENEURS.

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