



REVOLUTIONIZING SUSTAINABILITY IN WATER SERVICE DELIVERY

“Increase your revenue with 300% and get access to data”



THE WATER CRISIS

The Challenge:

After 3-5 years 42% of water supply systems are non-operational

Main Causes

- Lack of revenue collection**
- High Operating Costs**
- NRW is 45% (urban) and 70% (rural). We reduce <10%**
- Lack of transparency**



Our all-in-one solutions:

1) Prepaid meters for communal use

- Prepayment via tokens or cards
- Online monitoring
- Automatic SMS alerts in case of problems



ONLINE MONITORING

Dashboard screenshot for prepaid water point in Kayole, Nairobi

Service provider:

WFI

Project (region):

Sheepcare Water Springs

Community (area):

All

Hub:

All

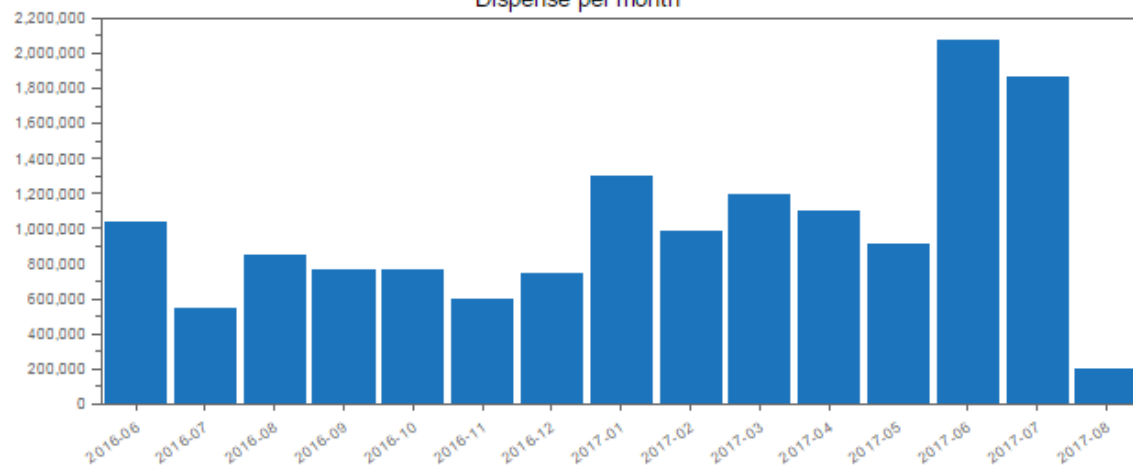
18,472,304 L

Total liters dispensed

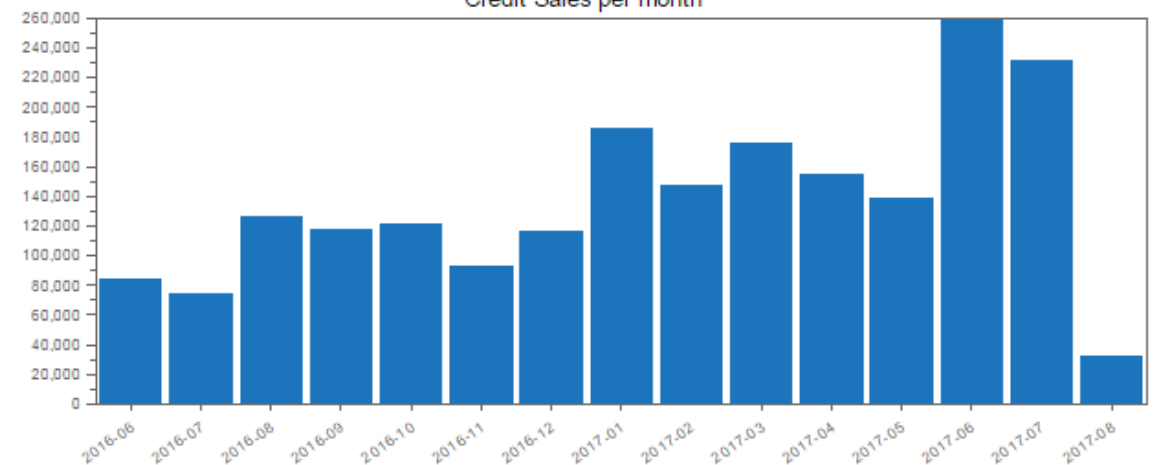
2,387,665 KES

Total revenue

Dispense per month



Credit Sales per month



Prepaid water ATM dispensers for all types of water points



Standpipe Kampala



Water kiosk Busia



**Water kiosk
Nairobi**



Purified water ATMs

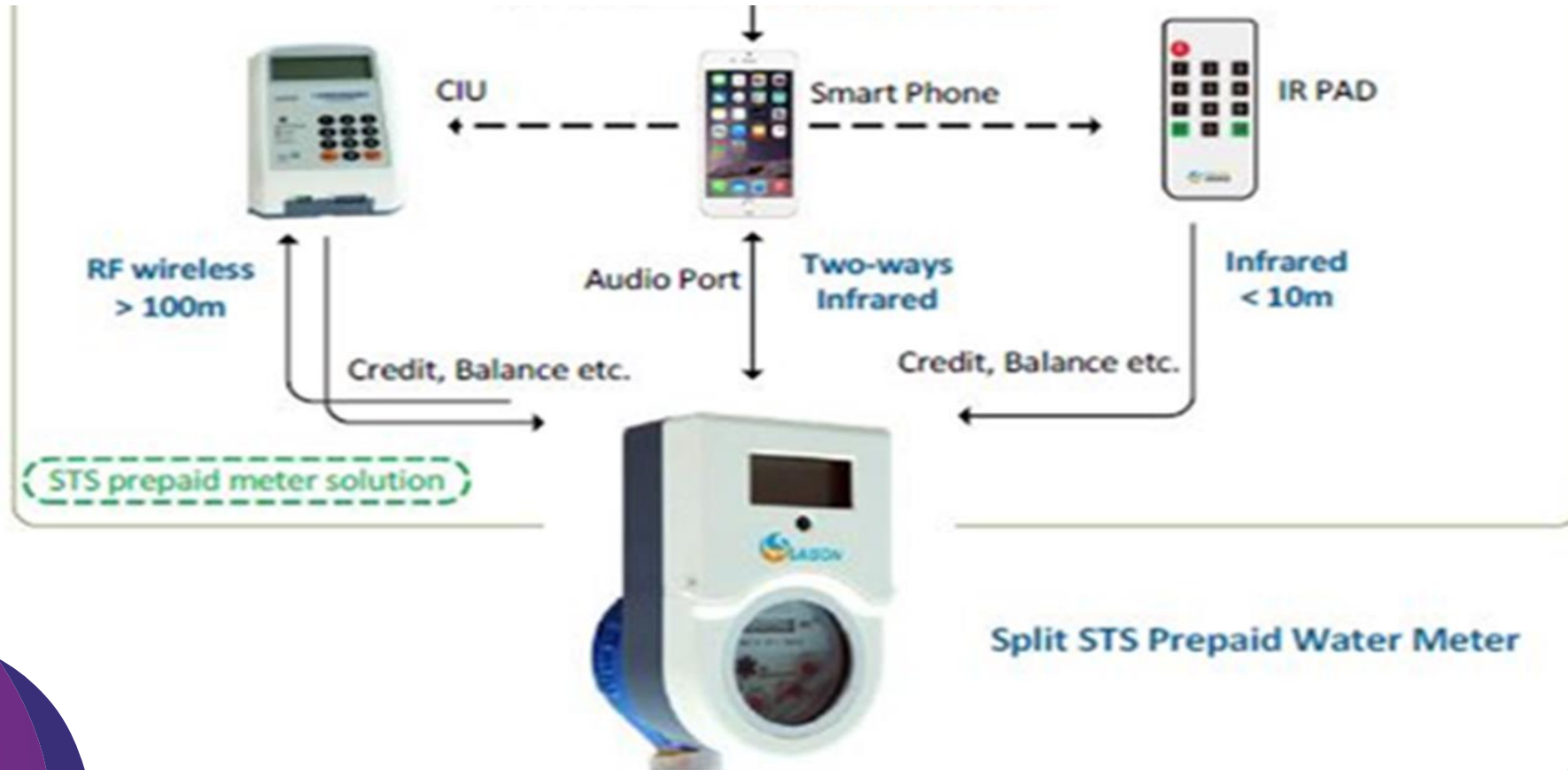
Purified water at 20% of the price of bottled water

- Profitable for entrepreneurs**
- Cheap for customers**
- Variable prices are possible. Example:**
 - kes 60 for 20 litre (3 kes per litre)**
 - kes 20 for 5 litre (4 kes per litre)**
 - kes 5 for 1 litre (5 kes per litre)**



Our all-in-one solutions:

2) Prepaid meter for individual connections



Video: <https://youtu.be/ExACcaKaHzE>



Dashboard screenshot

The screenshot displays the 'LAPIS prepayment meter system' interface. The top navigation bar includes: Login management, Daily operation, Information query, STS management, AML management, System setting, Scheme management, and Help. The main window is titled 'Edit Customer info. X' and features a 'Query condition' sidebar on the left with fields for 'Date of opening account' (01/01/2013 to 19/08/2020), 'Name', 'Customer ID', 'Tel.', 'Meter No.' (012003500), and 'Customer No.', along with a 'Deleted' checkbox. The main area contains buttons for 'Query', 'Export', 'Edit customer info.', 'Edit customer type', 'Edit additional fee scheme', and 'Set Meter Installation Parameters'. Below these is a table with 128 records. The table columns are: Customer No., Name, Customer ID, Tel., Date of openin..., Customer..., Debt, Meter No., and Physical address. The bottom status bar shows 'MML-E | 127.0.0.1:8001 | V1.3.80.0 | 07/01/2021' and a Windows taskbar with the time 12:49 PM on 19/08/2020.

Customer No.	Name	Customer ID	Tel.	Date of openin...	Customer...	Debt	Meter No.	Physical address
181000010	Charles Od...	0710992045	0710992045	16/10/2018 1:5...	Maji Milel...	0.0000	0120035000856	Naya
190700011	Magdalene ...	1060	0719664893	25/07/2019 12:...	Maji Milel...	0.0000	0120035001060	Uyoma
190700012	Sofia Ouma...	1045	0706293118	26/07/2019 3:0...	Maji Milel...	0.0000	0120035001045	Uyoma
190700013	Timothy Ma...	1037	0719440535	26/07/2019 3:0...	Maji Milel...	0.0000	0120035001037	Uyoma
190700014	John Mito...	1078	0722474038	26/07/2019 3:1...	Maji Milel...	0.0000	0120035001078	Uyoma
190700015	Roda Anya...	1086	0708112960	26/07/2019 3:1...	Maji Milel...	0.0000	0120035001086	Uyoma
190700016	Tom John A...	1052	0727912034	26/07/2019 3:1...	Maji Milel...	0.0000	0120035001052	Uyoma
190700019	George Od...	0211	0724490902	26/07/2019 3:2...	Maji Milel...	0.0000	0120035000211	Uyoma
190700026	Peter Aloo...	0245	0702191541	01/08/2019 12:...	Maji Milel...	0.0000	0120035000245	Uyoma
190700027	Fredrick Oti...	0719258043	0719258043	01/08/2019 12:...	Maji Milel...	0.0000	0120035000195	Uyoma
190700028	Evans Odhi...	0229	0740711806	01/08/2019 12:...	Maji Milel...	0.0000	0120035000229	Uyoma
190700029	Ishmael Od...	0722453626	0722453626	01/08/2019 12:...	Maji Milel...	0.0000	0120035000237	Uyoma
190700033	George On...	0518	0723322093	02/08/2019 5:1...	Maji Milel...	0.0000	0120035000518	Uyoma
190700035	Tito Kenned...	0534	0724293148	02/08/2019 5:2...	Maji Milel...	0.0000	0120035000542	Uyoma
190700036	Francis Orwo	11	0710526572	02/08/2019 5:2...	Maji Milel...	0.0000	0120035000534	Uyoma



Smart Prepaid Individual Water Metering

Narrowband IoT Meters

- Full Smart metering (2-way com.- sends and receives data to and from the monitoring system)
- Available in prepaid and non-prepaid format
- Automatic token loading after purchase by customer



GPRS Prepaid Water Meter

- Full Smart metering (2-way com.- sends and receives data to and from the monitoring system)
- Automatic token loading after purchase by customer



Lease-buy financing available

- **Pay in 12, 24 or 36 months**
- **For ATMs: get free extras thanks to donor Aqua for all (150 tokens, 5000 liter water tank, tank level sensor)**
- **For prepaid meters orders above 50 units: get 5 ultrasonic or GPRS meters for free**

Conditions

- **Demonstrate the business case for the investment**



Our prepaid meters in the media and in independent reports. Some web-links

KTN news

Marsabit Project: <https://www.youtube.com/watch?v=bPQEFg9Yjz4&t=7s>

Interview with MD Maji Milele: <https://www.youtube.com/watch?v=iCJboZOPBtM>

Dutch TV & Youtube

Company profile (7 minute) <https://www.youtube.com/watch?v=bPQEFg9Yjz4&t=7s>

Documentary (43 minutes, Dutch) <https://www.youtube.com/watch?v=r27ohzvohd8&t=1290s>

Prepaid water meters for individual connections www.youtube.com/watch?v=ExACcaKaHzE&t=89s

Literature on prepaid water ATMs

Study: swiftconsortium.org/portfolio/water-atms-experience-and-impact-in-turkana-and-wajir-countries-of-kenya/

A short article: <https://www.oxfamamerica.org/explore/stories/atms-can-now-dispense-drinking/>

A short article: <https://www.fh.org/2019/03/22/kenya-clean-water-atm/>



Water Forever On The Map



SOME OF OUR CLIENTS

In Kenya



Outside Kenya





Thank You,

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