FAILING SLOWLY AND FAST

Two examples of developing sanitation businesses
LOW DENSITY RURAL SANITATION

• Embangweni Malawi

• Context – rural poor

• Objectives – changing from ecosan promotion to development of sustainable businesses

• Challenges - many
HIGH DENSITY URBAN SANITATION

• Blantyre – Malawi

• Context – urban high density

• Objectives – changing from masons to market system

• Opportunities - many
CONCLUSIONS

• Do not think project THINK sustainable service delivery

• Be clear about outcomes, and understand the conflict between driving for outputs and establishing sustainable service delivery mechanisms

• Poor isolated rural areas are always going to be hardest and we need to find some way to marry sustainable service delivery mechanism for people to move on if CLTS provide a sustainable trigger