Everyone must select a language!
Click “interpretation” at the bottom of your Zoom window and select English or French.

Chacun doit choisir une langue !
Cliquez sur « interprétation » au bas de votre écran Zoom et sélectionnez anglais ou français.

- Introduce yourself in the chat box with your name and where you’re calling from
- Post your questions in the Q&A box at the bottom of your screen (do not include your questions in the chat box)
PRESENTERS

Jude Cobbing
Senior Specialist, Water Infrastructure and Governance

Duncan McNicholl
Director, Uptime
RESILIENT RURAL WATER SERVICES FOR 100 MILLION PEOPLE BY 2030

Scaling reliability through results-based contracts

Duncan McNicholl PhD
dmcnicholl@uptimewater.org
Investments in rural infrastructure need to deliver long-term resilient services

Kitui County Infrastructure Survival Curve

Bonsor et al. 2018
https://doi.org/10.1007/s10040-017-1711-0
TARGETED RESOURCES ARE NEEDED FOR O&M

“Five years into the SDGs, the world is not on track to achieve SDG targets 6.1 and 6.2.”

CREATING AN INVESTMENT CASE FOR RURAL O&M

2019 Service Results
CREATING AN INVESTMENT CASE FOR RURAL O&M

2019 Service Results

Scale

- **2800** Waterpoints
- **790** Piped Waterpoints
- **73** Schemes
- **2100** Handpumps

Estimated Population Served

- **1.2 million**

Uptime

- Infrastructure was functional **94%** of the time

User Payments

- **USD 329,000**
  - **30%** of total cost
Some level of non-repayable funding is needed to achieve universal services.

How can targeted, transparent and results-based funding catalyze resilient services at scale?

Performance-based funding for reliable rural water services in Africa. Uptime consortium, Working Paper 1 Available at: https://www.uptimewater.org/working-papers
REDEFINING THE PROBLEM

How might we design results-based contracts with non-repayable funding to ensure resilient rural water services for 100 million people by 2030?
https://www.uptimewater.org/s/Results-Based-Contracts-for-Rural-Water-Services.pdf
UPTIME FRAMEWORK FOR RESULTS-BASED CONTRACTS
UPTIME FRAMEWORK FOR RESULTS-BASED CONTRACTS

Reliable Waterpoints
Preventative maintenance and rapid breakdown response

Water Volume
Measured production of water
UPTIME FRAMEWORK FOR RESULTS-BASED CONTRACTS

- **Reliable Waterpoints**: Preventative maintenance and rapid breakdown response
- **Water Volume**: Measured production of water
- **Local Revenue**: Water users and/or local government pay for the service
The Uptime Catalyst Facility is now testing a scalable results-based contract by funding services for c. 1.3 million people in 4 countries.
Targeted, data-driven funding combines with user payments to catalyze service development

Results available for public scrutiny

Annualized cost < US$1/person
Data system automates calculation of funding from results
Data quality is underwritten by results-based contract obligations.
From July 2021 the UCF will support services in 7 countries for c. 1.5 million people with an improved contract design.
1. A simple, results-based contract design can be scaled across contexts and service models

2. Focus on key metrics simplifies verification

3. Payment following results reduces risks to funders
SCALING TO 100 MILLION PEOPLE BY 2030

MATCHING RESOURCES TO RESULTS AT SCALE

RESOURCES
- Non-repayable funding
- Partnerships: philanthropy & ODA

RESULTS
- Socio-economic outcomes

GOVERNMENTS
- National & regional

WATER USERS
- Results-based tariffs

PARTNERSHIPS
- Philanthropy & ODA

RURAL ENTERPRISES
- Professional local capacity

RELIABLE WATER SERVICES
- Communities, schools, clinics

CLIMATE RESILIENCE
- Water when needed

UPTIME CATALYST FACILITY
SCALING TO 100 MILLION PEOPLE BY 2030

MATCHING RESOURCES TO RESULTS AT SCALE

GOVERNMENTS
- national & regional

WATER USERS
- results-based tariffs

PARTNERSHIPS
- philanthropy & ODA

RESOURCES
- Non-repayable funding

RESULTS
- Socioeconomic outcomes

RURAL ENTERPRISES
- professional local capacity

RELIABLE WATER SERVICES
- communities, schools, clinics

CLIMATE RESILIENCE
- water when needed

Global diagnostic

OPTIME CATALYST FACILITY

Global diagnostic

REACH
Improving water security for the poor

RWSN
363 service providers
• 68 countries
• 472,000 pumps
• <3 million taps

https://www.rural-water-supply.net/en/collaborations/details/119
SCALING TO 100 MILLION PEOPLE BY 2030

MATCHING RESOURCES TO RESULTS AT SCALE

GOVERNMENTS
national & regional

WATER USERS
results-based tariffs

PARTNERSHIPS
philanthropy & ODA

RURAL ENTERPRISES
professional local capacity

RELIABLE WATER SERVICES
communities, schools, clinics

CLIMATE RESILIENCE
water when needed

Philanthropy market assessment

Global diagnostic

Non-repayable funding

Social-economic outcomes

UPTIME CATALYST FACILITY

Philanthropy market assessment

Global diagnostic
PATHWAYS TO SCALE

DIRECT FUNDING TO SERVICE PROVIDERS
VIA UPTIME CATALYST FACILITY

5 MILLION PEOPLE
PATHWAYS TO SCALE

DIRECT FUNDING TO SERVICE PROVIDERS
VIA UPTIME CATALYST FACILITY

REGIONAL GOVERNMENT ADOPTION
SUB-NATIONAL COORDINATION AND PUBLIC FINANCE

NATIONAL GOVERNMENT ADOPTION
PUBLIC FINANCE AND POLICY AT SCALE

5 MILLION PEOPLE
10 MILLION PEOPLE
100 MILLION PEOPLE
PARTNERSHIP OPPORTUNITIES

Funders Demanding Results
Seeking **USD 5 million annually for five years** to support c. 5 million rural people in Africa, Asia and Latin America

Governments and Development Partners
Exploring opportunities to **work with 1-3 countries in 2022**

Service providers
Participate in the **100m study** that is identifying service provider candidates globally
Delivering Global Rural Water Services through Results-Based Contracts
How a standard contract design with payment for results could achieve resilient water services for 100 million people by 2030

Working Paper | September 2021

Working paper #3
https://www.uptimewater.org/working-papers

THE REACH-RWSN 100M INITIATIVE
A global diagnostic of rural water service providers to inform results-based funding

100m Diagnostic Report
https://www.rural-water-supply.net/en/collaborations/details/119
**OPTIME Contributors**

**FundiFix**  
Cliff Nyaga  
Jacob Katuva

**UDUMA & Vergnet Hydro**  
Mikaël Dupuis  
Thierry Barbotte

**Uptime**  
Dr. Duncan McNicholl

**University of Oxford**  
Prof. Rob Hope  
Dr. Alex Money  
Dr. Johanna Koehler  
Patrick Thomson

**Water for Good**  
Adrienne Lane  
Donavon Favre  
Jon Allen

**Water Mission**  
Seth Womble  
Andrew Armstrong  
Lara Lambert  
Mike Staub

**Whave**  
Dr. Adam Harvey  
Elizabeth Buhungiro  
Frédéric Bergeron

---

**With Support From**

![Sponsors Logos]
Q&A Session
Thank you!

www.uptimewater.org
dmcnicholl@uptimewater.org

Join us for our other webinars on Oct 5 and Oct 19!

This presentation is made possible by the generous support of the American people through the United States Agency for International Development (USAID). The contents and do not necessarily reflect the views of USAID or the United States Government.