

TIP Matrix for cost Model “CapEx subsidized”

The following tables include an example list of tasks for the Cost Model “**CapEx subsidized**”.

For this example the set up was chosen as follows:

A sanitation technology is produced and delivered by local artisans and provider to user, e.g. a latrine. The process of introduction is facilitated by local NGOs. The investment costs, the CapEx are subsidized by the government, however the households, the users, have to cover the cost for minor and major repairs (OpEx and CapManEx respectively).

The example list of tasks is provided to show how a division of tasks could be organized following a CapEx subsidized approach. However for each specific case the division of tasks needs to be verified and customized to the specific context.

Phase 1A: Piloting

Actor Level	TIP host	Regulator: National Government	Service provider: Local Government	Investor	Facilitator	R&D	Provider	Producer / Contractor	User
Level A: Strategic focus	<ul style="list-style-type: none"> Capacity development for government at national and local level to manage and monitor piloting and feasibility study, including on use of the TAF 	<ul style="list-style-type: none"> Assessment of WASH user needs and market (areas, product, socio economic potential) Research on market trends Developing/consulting WASH Policies on subsidies, equity & inclusion and pro poor funding mechanisms Identifying procedures for validation of WASH technologies Regulating Standards /Control for WASH products Regulation on public procurement and contract management Identifying areas suitable for piloting, information of representative of user community Triggering funding for piloting and beyond 	<ul style="list-style-type: none"> Assessment of WASH user needs and market (areas, product, substitutes) 	<ul style="list-style-type: none"> Assessment of WASH user needs and market (areas, product, substitutes) Policy dialogue on WASH priorities and co-funding of innovations Co-funding of assessment of technology introduction, incl. piloting and feasibility study 	<ul style="list-style-type: none"> Capacity development for local government to support introduction 	<ul style="list-style-type: none"> Assessment of WASH user needs and market (areas, product, substitutes) Identification of knowhow gaps, good practice 			<ul style="list-style-type: none"> Formal representation of user community in steering committee of piloting
Level B: Operational focus	<ul style="list-style-type: none"> Capacity development for government at national and local level to manage and monitor piloting and feasibility study, including on use of the TAF 	<ul style="list-style-type: none"> First draft concept of product, market and promotion Developing concept for piloting Feasibility Assessment (technical, financial, legal) based also on TAF assessment 	<ul style="list-style-type: none"> Developing concept for piloting Preparation and running of piloting Feasibility Assessment (technical, financial, legal) based also on TAF assessment Development of draft budget and concept for implementation (e.g. criteria for selection of communities, model for scaling up, subsidies, partners) 	<ul style="list-style-type: none"> Feedback on result of feasibility assessment Co-funding of assessment of technology introduction, incl. piloting and feasibility study 	<ul style="list-style-type: none"> Supporting development of concepts for piloting and for further scaling up (introduction) and budget Feedback on result of feasibility assessment 	<ul style="list-style-type: none"> Supporting development of concepts for piloting and for further scaling up (introduction) and budget Feedback on result of feasibility assessment 	<ul style="list-style-type: none"> Feedback on draft concepts for piloting and for introduction Feedback on result of feasibility assessment 	<ul style="list-style-type: none"> Feedback on draft concept for introduction, focus on product, costs, capacities and requirements for supply chain Feedback on result of feasibility assessment 	

WASHTech – TIP: Example TIP Matrix for Cost Model A (CapEx Subsidized)

			<ul style="list-style-type: none"> ■ Orientation of local partners including producer/provider on feasibility ■ Plan for procurement of products and services 						
Level C: Technology development	<ul style="list-style-type: none"> ■ Market research on needs, requirements, substitutes, market drivers ■ Identify knowledge gaps, ■ Product design with added value ■ Product development with users 	<ul style="list-style-type: none"> ■ Concrete ideas on how to improve technology ■ On-going market research ■ Documentation and Knowledge capture 		<ul style="list-style-type: none"> ■ Funding of resources for technology development and piloting 	<ul style="list-style-type: none"> ■ Supporting product development in adding value 	<ul style="list-style-type: none"> ■ Supporting product development in adding value 		<ul style="list-style-type: none"> ■ Concrete ideas on how to improve technology ■ Integrate feedback from early users 	<ul style="list-style-type: none"> ■ Concrete ideas on how to improve technology
Level D: Innovation	<ul style="list-style-type: none"> ■ Identification of gaps in WASH and WASH innovation ■ Establishing WASH innovation platform to support exchange and learning on technology introduction and triggering co-funding 	<ul style="list-style-type: none"> ■ Establishing innovation strategy and M&E system for technology development and capturing experiences ■ Overview and coordination of sharing of experiences ■ Documentation and Knowledge capture 	<ul style="list-style-type: none"> ■ Knowledge capture 		<ul style="list-style-type: none"> ■ Knowledge capture ■ Documentation and sharing ■ Training and capacity development 	<ul style="list-style-type: none"> ■ Knowledge capture ■ Documentation and sharing ■ Training and capacity development 			
Level E: Introduction process	<ul style="list-style-type: none"> ■ Planning and managing the introduction process ■ Clear definition of institutional roles ■ Monitoring reliable funding and capacities for introduction process ■ Identification and supporting champions ■ Supporting preparation and evaluation of piloting ■ Supporting setting up of monitoring system ■ Capacity development for actors involved in introduction process 	<ul style="list-style-type: none"> ■ Preparation and running of piloting ■ Set up of monitoring system ■ Documentation and sharing 	<ul style="list-style-type: none"> ■ Set up of monitoring system ■ Documentation and sharing 		<ul style="list-style-type: none"> ■ Supporting preparation and running of piloting ■ Supporting setting up of monitoring system and in evaluation of results from piloting 	<ul style="list-style-type: none"> ■ Supporting preparation and running of piloting ■ Supporting setting up of monitoring system and in evaluation of results from piloting 	<ul style="list-style-type: none"> ■ Supporting preparation and running of piloting 	<ul style="list-style-type: none"> ■ Supporting preparation and running of piloting 	<ul style="list-style-type: none"> ■ Supporting preparation and running of piloting

Phase 1B: Preparing for launch

Level \ Actor	TIP host	Regulator: National Government	Service provider: Local Government	Investor	Facilitator	R&D	Provider	Producer / Contractor	User
Level A: Strategic focus	<ul style="list-style-type: none"> ■ Linking relevant institutions, coordination, information, in particular with investor ■ Capacity development for government at national and local level to manage, monitor and follow up further introduction process 	<ul style="list-style-type: none"> ■ Capturing evidence of meeting user demand without negative impacts; also based on TAF assessment ■ Assessing scalability ■ Formal recognition of technology by an official body (Validation) ■ Establishing body responsible and processes for quality control and legal compliance ■ Capacity development for local government to support introduction ■ Linking this technology introduction with national / international programmes ■ Triggering funding for supporting launching and running innovation platform 	<ul style="list-style-type: none"> ■ Capturing evidence of meeting user demand without negative impacts; also based on TAF assessment ■ Developing of capacities and resources to support planning and starting of launch ■ Linking this technology introduction with regional / local programmes and activities 	<ul style="list-style-type: none"> ■ Linking this technology introduction with other activities 	<ul style="list-style-type: none"> ■ »Development of capacities and resources to support planning and starting of launch ■ Linking relevant institutions, coordination, information 	<ul style="list-style-type: none"> ■ »Development of capacities and resources to support planning and starting of launch 			
Level B: Operational focus	<ul style="list-style-type: none"> ■ Capacity development for government at national and local level to manage, monitor and follow up further introduction process 	<ul style="list-style-type: none"> ■ Developing policies and strategies for marketing strategy and social marketing ■ Finalizing “Business plan” ■ Capacity development for local government to support introduction ■ Funding of launch, in particular for increasing production and supply chain capacity, for promotion, for direct support to communities and follow up ■ Developing Monitoring & Evaluation concept to follow up introduction and impact, including providing a baseline study ■ Developing funding mechanisms to reach poorest households (e.g. voucher system, revolving funds) 	<ul style="list-style-type: none"> ■ Launching market creation activities ■ Social marketing ■ Sensitizing key actors and promotion, e.g. demonstration sites, “big kick”, ■ Direct support to communities, including follow up ■ Establishing O&M structures in user communities; ■ Capacity development for caretaker; introduction of tariff systems ■ Improving product quality up to “designed as fit for use” 	<ul style="list-style-type: none"> ■ Advocacy for introduction ■ Funding for introduction and follow up, e.g. for specific promotion 	<ul style="list-style-type: none"> ■ Motivations of Innovators, Early Adopters and Laggards ■ Sensitizing key actors and promotion e.g. demonstration sites, “big kick”, ■ Capacity development for caretaker, ■ Capacity development for business development, promotion, production and supply chain ■ Supporting building up production and supply chain, e.g. with local partners; development of local partners ■ Monitoring performance of technology 	<ul style="list-style-type: none"> ■ Supporting improving product quality and supply chain ■ Monitoring performance of technology 	<ul style="list-style-type: none"> ■ Building up /adjusting production and supply chain, e.g. with local partners, development of local partners ■ Improving supply chain and follow up services, also based on feedback from early users and other actors 	<ul style="list-style-type: none"> ■ Building up (adjusting production and supply chain, e.g. with local partners, development of local partners) 	<ul style="list-style-type: none"> ■ Using technology and providing feedback on level of satisfaction

WASHTech – TIP: Example TIP Matrix for Cost Model A (CapEx Subsidized)

<p>Level C: Technology development</p>		<ul style="list-style-type: none"> ■ »Identification of knowledge gaps, launching complementary research ■ Clarification on issue “Patented or Public Domain” 	<ul style="list-style-type: none"> ■ Support to producers and providers in improving technology 	<ul style="list-style-type: none"> ■ Patented or Public Domain ■ Support to producers and providers in improving technology 	<ul style="list-style-type: none"> ■ Supporting producers and providers in improving product and service quality 	<ul style="list-style-type: none"> ■ Feedback from early users ■ Knowledge gaps, research ■ Supporting producers and providers in improving product and service quality 	<ul style="list-style-type: none"> ■ Supporting producers in improve product 	<ul style="list-style-type: none"> ■ Improving product based on feedback from early users and other actors ■ Supporting providers in improving viable supply chain 	<ul style="list-style-type: none"> ■ Feedback from early users on product and services
<p>Level D: Innovation</p>	<ul style="list-style-type: none"> ■ Strengthening WASH innovation platform to support exchange and learning on technology introduction and triggering co-funding 	<ul style="list-style-type: none"> ■ Embedding and revisiting lessons learned in piloting. ■ Improving skills and capacity for scaling up ■ Alignment and integration of technology in programmes on national level 	<ul style="list-style-type: none"> ■ Improving skills and capacity for scaling up ■ Strengthening skills and capacity for scaling up in the sector 	<ul style="list-style-type: none"> ■ Allocation of sufficient funding for introduction and innovation 	<ul style="list-style-type: none"> ■ Strengthening skills and capacity for scaling up in the sector 	<ul style="list-style-type: none"> ■ Strengthening skills and capacity for scaling up in the sector 	<ul style="list-style-type: none"> ■ Sharing experiences with process so far 	<ul style="list-style-type: none"> ■ Sharing experiences with process so far 	
<p>Level E: Introduction process</p>	<ul style="list-style-type: none"> ■ Providing leadership in the introduction process ■ Review of roles, mandates ■ Monitoring of introduction process ■ Regular communication and information on the introduction process 	<ul style="list-style-type: none"> ■ Developing concrete action plans and allocating funding in WASH budgets for introduction and scaling up, e.g. costs for increasing of production and promotion, supply chain ■ Support alignment and integration of technology in programmes at national level 	<ul style="list-style-type: none"> ■ Development of concrete action plans and allocation of funding in WASH budgets for introduction and scaling up, e.g. costs for increasing of production and promotion, supply chain ■ Development of specific social marketing campaigns, e.g. with “big kick” 	<ul style="list-style-type: none"> ■ Supporting developing and reviewing the action plans and budgets for introduction and scaling up ■ Supporting promotion ■ Allocation of sufficient funding; MoU with government 	<ul style="list-style-type: none"> ■ Capacity building for producer in business or technical skills ■ Supporting developing and reviewing the action plans and budgets for introduction, promotion and scaling up ■ Proactive Supporting promotion using appropriate media and partners ■ Regular communication and information on the introduction process 	<ul style="list-style-type: none"> ■ Feedback on introduction plan 	<ul style="list-style-type: none"> ■ Feedback on introduction plan ■ Sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ Feedback on introduction plan ■ Sharing and exchange of experiences so far 	

Phase 2: Tipping Point

Actor Level	TIP host	Regulator: National Government	Service provider: Local Government	Investor	Facilitator	R&D	Provider	Producer / Contractor	User
Level A: Strategic focus	<ul style="list-style-type: none"> ■ Linking relevant institutions, coordination, information, in particular with investor 	<ul style="list-style-type: none"> ■ Assuring capacities and resources to support starting and following up of a major launch ■ Developing and setting standards and rules for quality control ■ Developing capacities and procedures for quality control on local level ■ Evaluating results from Monitoring & Evaluation of performance and impacts of technology ■ Follow up of Quality Control of products and construction quality ■ Assessing mid-term impacts and sustainability of new technology regarding WASH service delivery (maybe using TAF) ■ Developing funding mechanisms to reach poorest households. 	<ul style="list-style-type: none"> ■ Assuring capacities and resources to support starting and following up of a major launch ■ Monitoring and evaluation of performance and impacts of technology for M&E ■ Enforcing Quality Control of products and services ■ Enforcing standards ■ Implementation of funding mechanisms to reach poorest households (e.g. voucher system, revolving funds) 	<ul style="list-style-type: none"> ■ Assuring reliable funding for strengthening production, supply chain, support of introduction process and follow up ■ Support of subsidies and funding mechanism for the poorest households that cannot afford any contribution 	<ul style="list-style-type: none"> ■ Further sensitisation, demand creation and promotion ■ Assuring that introduction also reaches poorest households 				<ul style="list-style-type: none"> ■ Assisting in identifying the poorest households
Level B: Operational focus		<ul style="list-style-type: none"> ■ Further sensitizing and demand creation ■ »Revising hindrances, e.g. tax, regulations ■ »Evaluating results from Monitoring & Evaluation of performance of introduction process 	<ul style="list-style-type: none"> ■ Refreshing social marketing, promotion and sensitisation ■ Specific training of producer and supply chain ■ Quality Control of products and construction quality ■ M&E of mid-term impact of introduction on WASH context (e.g. using TAF) 	<ul style="list-style-type: none"> ■ Funding for further optimizing of production capacities, product quality and supply chain logistics and for further sensitization and demand creation 	<ul style="list-style-type: none"> ■ Further sensitization and demand creation ■ Monitoring of performance of technology, incl. quality and user feedback. ■ Specific training of producer and supply chain ■ Identifying and filling gaps in process 	<ul style="list-style-type: none"> ■ Specific training of producer and supply chain ■ Monitoring of performance of technology incl. quality and user feedback 	<ul style="list-style-type: none"> ■ Monitoring of product quality, performance, and of user feedback ■ Further optimization of supply chain logistics, after sales follow up and links to producer 	<ul style="list-style-type: none"> ■ Monitoring of product quality, performance, and of user feedback ■ Further optimization of production capacities, product quality and supply chain ■ Optimization of internal quality control procedures 	<ul style="list-style-type: none"> ■ Feedback on user satisfaction, on product, performance, reliability and level of service

WASHTech – TIP: Example TIP Matrix for Cost Model A (CapEx Subsidized)

<p>Level C: Technology development</p>		<ul style="list-style-type: none"> ■ Triggering research on how to further improve product with added value 	<ul style="list-style-type: none"> ■ Based on M&E: generating concrete ideas on how to improve product and/or supply chain and O&M structures 		<ul style="list-style-type: none"> ■ Capacity building for producer / provider in business or technical skills 	<ul style="list-style-type: none"> ■ Capacity building for producer / provider in business or technical skills ■ Research on how to further improve product with added value 		<ul style="list-style-type: none"> ■ Optimizing product quality, production processes, costs and capacities 	<ul style="list-style-type: none"> ■ Feedback to producer on user satisfaction
<p>Level D: Innovation</p>	<ul style="list-style-type: none"> ■ Capture of lessons learned from successes and failures of launch. ■ Organizing sharing of experiences by using WASH innovation platform and other channels 	<ul style="list-style-type: none"> ■ Recommendation for policy formulation on innovation 	<ul style="list-style-type: none"> ■ Capturing lessons learned from successes and failures of launch 		<ul style="list-style-type: none"> ■ Capturing lessons learned from successes and failures of launch 	<ul style="list-style-type: none"> ■ Capturing lessons learned from successes and failures of launch 			
<p>Level E: Introduction process</p>	<ul style="list-style-type: none"> ■ Reviewing roles, mandates ■ Monitoring of introduction process ■ Identifying gaps, sharing experiences to support uptake ■ »Organizing sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ M&E of introduction and uptake including ■ Evaluation of results from Monitoring and evaluation on performance of introduction process ■ Developing funding mechanisms to reach poorest households 	<ul style="list-style-type: none"> ■ M&E of introduction and uptake, including ■ Establishing funding mechanisms to reach poorest households ■ Sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ Evaluating level of uptake ■ Sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ M&E of introduction and uptake including 	<ul style="list-style-type: none"> ■ M&E of introduction and uptake including ■ Sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ Further establishing of supply chain ■ M&E of introduction and uptake, including ■ Sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ Further establishing of supply chain ■ M&E of introduction and uptake, including ■ Sharing and exchange of experiences 	<ul style="list-style-type: none"> ■ Sharing and exchange of experiences

Phase 3: Uptake and use

Level \ Actor	TIP host	Regulator: National Government	Regulator/Service pro- vider: Local Government	Investor	Facilitator	R&D	Provider	Producer / Contractor	User
Level A: Strategic focus	<ul style="list-style-type: none"> Documentation of process Advocacy on technology and its impacts Links to research and education institution 	<ul style="list-style-type: none"> Responsibility for M&E. Assessing impacts and sustainability of new technology, e.g. on WASH service delivery, O&M, costs (maybe using TAF) Responsibility for Quality Control Enforcing standards Policy dialogue on WASH issue, maybe revision of sectoral policies and standards 	<ul style="list-style-type: none"> Responsibility for M&E Responsibility for Quality Control Enforcing standards 	<ul style="list-style-type: none"> Policy dialogue on technology, on innovation process and enabling environment 	<ul style="list-style-type: none"> Policy dialogue on technology, on innovation process and enabling environment 	<ul style="list-style-type: none"> Policy dialogue on technology, on innovation process and enabling environment 			
Level B: Operational focus		<ul style="list-style-type: none"> Funding of on-going promotion and marketing Proper branding of approach 	<ul style="list-style-type: none"> Maintaining value for each supply chain link while keep end user costs down Improve quality and efficiency of supply chain logistics 	<ul style="list-style-type: none"> Funding of on-going promotion and marketing 		<ul style="list-style-type: none"> Improving quality and efficiency of supply chain logistics 	<ul style="list-style-type: none"> Improving quality and efficiency of supply chain logistics 	<ul style="list-style-type: none"> Improving quality of product, and efficiency of production, supply chain logistics 	
Level C: Technology development		<ul style="list-style-type: none"> Assessing customer and supply chain feedback to drive next design evolution 	<ul style="list-style-type: none"> Assessing customer and supply chain feedback to drive next design evolution 			<ul style="list-style-type: none"> Assessing customer and supply chain feedback to drive next design evolution 	<ul style="list-style-type: none"> Adding value to product; expanding area of activities and products 	<ul style="list-style-type: none"> Adding value to product; expanding area of activities and products 	
Level D: Innovation		<ul style="list-style-type: none"> Documentation of process, sharing of lessons learned Policy dialogue on technology, on innovation process and enabling environment Linking piloting and scaling up with research and education institutions 	<ul style="list-style-type: none"> Capturing lessons learned from successes and failures of launch 	<ul style="list-style-type: none"> Policy dialogue on technology, on innovation process and enabling environment 	<ul style="list-style-type: none"> Capturing lessons learned from successes and failures of launch 	<ul style="list-style-type: none"> Policy dialogue on technology, on innovation process and enabling environment 			
Level E: Introduction process	<ul style="list-style-type: none"> Sharing and exchange of experiences Documentation of process Links to research and education institution 	<ul style="list-style-type: none"> Monitoring of performance indicators, in particular cost indicators 	<ul style="list-style-type: none"> Monitoring of performance indicators, e.g. costs Further horizontal expansion into surrounding geographical areas 		<ul style="list-style-type: none"> Monitoring of performance indicators, in particular cost indicators Sharing and exchange of experiences 	<ul style="list-style-type: none"> Sharing and exchange of experiences 			<ul style="list-style-type: none"> Proper uptake and maintenance leading to improved living conditions