

8 SUCCESS STORIES

A Civil Society Organization in the municipality of Sabotsy Anjiro played a crucial role in the municipal management of water and sanitation services

Since its creation in 1996 by FIKRIFAMA, the water supply system in Sabotsy Anjiro was unable to keep up with the growing population and water supply needs of the population, in particular water connections. Efforts were made to rehabilitate and expand the system as well as strengthen its management, however the community manager is no longer able to ensure the quality of services for a system this size.

As RANO WASH conducted a detailed design study in the village, we were surprised to find that due to the low monthly cost, the community council was satisfied with the current level of service and feared that private management would increase costs too much. Despite CSOs at the community insisting that the community as a whole was willing to explore other options to improve service quality, the community council rejected a proposal for private management. Given the current situation, which includes water loss/waste, access to water for only a few hours a day, having to collect water at night and turbid water during the rainy season, civil society organizations shared this experience with the community and District authorities. As a result, the District head organized a meeting with the community council during which they accepted private management.



Figure 31. the local authorities and CSOs approve delegating water services management to a private sector stakeholder In Sabotsy Anjiro, (September 2018)

RASOAMANANA Sinah Elissa, Mason from the Commune of Mahatsara, Brickaville District

"Becoming a local mason was my big break"



Figure 32. Mason from the Commune of Mahatsara, Brickaville District

"A few years ago, especially after the birth of my son, I began to think about what I could do to stand out from others. Young people my age all have talents or activities that they are passionate about, but for me there was nothing. When the RANO WASH project told me about the opportunity to become a mason in my community, I thought, here it was, my big opportunity. This is the reason why I became involved as a local builder for Mahatsara Commune. By the way, I'm the only woman among the list of local masons.

I had some money left over from the VSLA group that I had borrowed to care for my son, so I used the remaining funds to buy materials. I worked with the TA in my commune and the community agents to build the visibility and reputation for me and my products. People were a bit skeptical at first, especially because I am a woman. But when they saw my results, they were so excited. Since the training, I have received seven orders for latrine slabs that I have already

made. I sell a slab with a cover for 12 000 Ariary. Two of these slabs were already delivered to customers. Unfortunately, I did not have enough money to buy iron to make the rest of the latrine covers at the same time. My clients only pay after delivery, so I have to wait until delivery and payment to buy materials to complete the rest of the orders. It's still a challenge."

RAZANAMAMPIONONA Lucie, promoter of reusable sanitary pads from the Commune of Ilaka Est, Vatomandry District

"In a month, I sold 40 reusable sanitary pads"

"The training on making reusable sanitary pads came at the right time for me. This activity complements my current means of income generation. I have a small booth where I sell clothes and other accessories to people in their daily life. While waiting for customers, I can sew the different pieces of the pads. Unfortunately, I do not have a sewing machine and so I do everything by hand, which takes a little more time. But it's not a big problem. We received 30 pads already made from the training to get start-up funds. In one month, I sold 40 reusable sanitary pads, which allowed me to buy fabric and other supplies to make more.



Figure 33. Promoter of reusable sanitary pads from the Commune of Ilaka Est, Vatomandry District



I also trained a family member, so she can now help me. Most of my clients are VSLA group members. Thanks to the sanitary pad promotional activities and sales at my booth, I currently have many clients. I sell pads with pockets for 2500 Ariary, but I plan to add a slip and a protective bag for the pads. I can sell this package for 3500 or 4000 Ariary. My marketing strategy focuses on the absorption capacity of the fabric used and the fact that the pad has a fastening system that prevents it from moving. People are surprised and enthusiastic about this product and I intend to improve what I have to offer. "





Figure 34. Managing Director of CREAT BTP Company, Moreno, Fenerive-Est District

Roland RANOROSON, Managing Director of CREAT BTP Company, Moreno, Fenerive-Est District

"As entrepreneur builders, our goal was to make a profit. We were not aware of the possibilities of system operation and maintenance, which could allow a stable cash flow over a period of at least 15 years "

made profits after the completion of a construction contract. Between contracts, we waited, uncertain of when we would have a new contract. We were never aware of the possibility of operating and managing a water supply system. Thanks to our participation in the training organized by the RANO WASH project, we learned a lot, and changed our way of seeing, our vision. Before our goal was to make a profit. Now we know that the management and operation of a system will allow us to have a steady cash flow over a period of at least 15 years. Also, we can contribute to access to clean water by starting small, serving one or two villages and extending operations to cover up to 10 villages.

Additionally, the project has also put us in touch with banks, which allows us to have the opportunity to invest in the WASH sector, which is not just limited to water, but can include latrine services, laundry blocks, and recovery of household waste. Those services that are missing, but necessary in rural areas. These are sustainable sources of income, and still little exploited in Madagascar. "



" Before, we were a construction company. We looked for markets and