

Water Resilience Solutions Hub

Call for Collaboration Proposals

Kenya – first cohort of Water Service Providers

Information package and application guidance for WASH enterprises

Deadline for proposals	14 October 2026
Shortlisting completed	23 October 2026
Co-creation workshop	16–18 November 2026, Nairobi
Selected utilities	Gatundu (GATWASCO), Limuru (LWSC), Kisii (KWASCO), Kericho (KEWASCO)
Apply via	https://wrsh.creation.camp
Questions	Cawo Yassin Ali (Cewas) – cawo.yassin.ali@cewas.org

Implemented by Cewas, OPERO Services and seecon impact.

How to use this document

This document brings together everything a WASH enterprise needs to prepare a preliminary collaboration proposal under the Water Resilience Solutions Hub (WRSH). It has three parts:

1. **Part 1 – About the WRSH:** what the Hub is, what it offers enterprises, and which types of public private collaboration (PPC) we are seeking.
2. **Part 2 – The matching process:** how proposals are submitted, shortlisted, co-created with the utilities and selected for piloting.
3. **Part 3 – Information available to applicants:** the Climate Risk Cascade and the Climate Risk Assessment reports of the four selected utilities, and how to use them.

Part 1 – About the Water Resilience Solutions Hub

1.1 What the WRSH is

Water supply systems across East Africa are becoming increasingly fragile under climate stress. Floods, droughts, rising temperatures, landslides and deteriorating source-water quality undermine reliable service delivery and increase operating costs. At the same time, impact-driven WASH enterprises operating in the region have developed solutions that can strengthen the operational and climate resilience of utilities. These solutions remain underused: water service providers face daily service pressures and encounter administrative, capacity and procurement barriers that make it hard to engage innovators, while enterprises struggle to access utility decision-makers, interpret operational needs and build the evidence needed to convince the sector.

The Water Resilience Solutions Hub (WRSH) is a structured collaboration platform that closes this gap. It connects Kenyan and Ugandan water utilities with WASH enterprises to co-design, pilot and scale climate resilience solutions through a repeatable engagement pathway: from shared problem diagnosis and participatory climate risk assessment, through matchmaking and co-designed pilots with catalytic finance, to formalised long-term public private collaborations. Cewas, OPERO Services and seecon impact facilitate the process as neutral brokers, reducing transaction costs and building the trust and mutual understanding that otherwise stall adoption.

The WRSH is not a single technology or intervention. It is a mechanism that helps utilities and enterprises to enter into collaborations that both sides can sustain over time. In Kenya, the Hub works with regulated Water Service Providers (WSPs); this call concerns the first cohort of four Kenyan WSPs.

1.2 What is in it for enterprises

Enterprises whose proposals are selected receive a package of support that is difficult to obtain on their own:

- **Facilitated access to utility decision-makers.** Utilities in the first cohort have committed to the process, have identified and prioritised their own climate challenges, and are ready to engage with enterprises on concrete collaboration models.
- **A co-designed, funded pilot to validate your solution at operational scale.** The WRSH provides catalytic financing for pilots, reducing the investment risk for the utility and lowering the barrier to a first deployment.
- **Systematic monitoring and documentation.** Pilots are monitored against the climate risk baselines of the utility, building an investable evidence base for your solution.
- **Business case development and support to unlock follow-on financing.** The WRSH supports both parties to develop the commercial case and to mobilise follow-on finance for scale-up.

- **Support to formalise durable public private collaborations.** The Hub accompanies the negotiation and formalisation of longer-term arrangements with validated terms, and builds capacity on PPP frameworks, procurement and performance-based contracting on the utility side.
- **Visibility.** Results are published across the East Africa WASH ecosystem, and the WRSH shares its findings with sector actors and policy processes such as the Majipreneurs Initiative.

Support continues beyond the pilot: the WRSH accompanies the selected collaborations through pilot implementation in 2027 and towards formalisation and scale-up, with support available until May 2028.

1.3 Who this call is for

This call is addressed to **WASH enterprises**: companies and social enterprises whose core business lies in water supply and treatment, water quality, network management and non-revenue water, source and catchment protection, storage and distribution, sanitation, wastewater treatment, faecal sludge management, or water-related monitoring, data and digital services for utilities. Enterprises may be based in Kenya or elsewhere; enterprises based outside Kenya must identify a partner through which the solution would be deployed and operated in Kenya.

***Please note:** the WRSH focuses on collaborations with WASH enterprises. Energy and solar solutions (for example solarisation of pumping or stand-alone energy efficiency services) are not the focus of this call, and proposals consisting solely of energy or solar solutions will not be considered. Where the Climate Risk Assessment reports mention energy-related entry points, these are outside the scope of this call.*

We are looking for enterprises that have a proven solution (beyond the concept stage), the capacity to deploy and operate it in Kenya, and an interest in a longer-term operational relationship with a utility rather than a one-off sale.

Joint proposals are welcome. Several enterprises may submit a collaborative proposal, for example where one enterprise provides the technology and another the operation, financing or local deployment capacity, or where a monitoring solution is combined with an operational service. Joint proposals are submitted once, by a lead enterprise, and describe the role and responsibilities of each partner. The lead enterprise is the contact point for the WRSH; if the proposal is shortlisted, the partner enterprises are expected to participate in the co-creation workshop.

1.4 The types of public private collaboration we are seeking

The WRSH seeks to foster public private collaboration (PPC) that goes beyond conventional infrastructure contracting. We are not seeking one-off arrangements in which a private company builds or installs infrastructure, is paid, and the engagement ends there. Instead, we are interested in longer-term collaborations in which WASH enterprises take on an ongoing operational role, assuming delegated responsibility for specific tasks or service areas that currently sit with the utility.

What unites these models is that the enterprise takes on genuine, ongoing operational responsibility, relieving the utility of specific recurring burdens while directly addressing one of its priority climate challenges. The utility retains overall ownership and oversight, while the private partner brings specialised capacity, technology or financing to sustain performance over time, rather than delivering a fixed asset and stepping away. Depending on a utility's needs and priorities, this can take a variety of forms, for example:

Collaboration model	How it works	What the utility gains
Treatment as a service (water, wastewater or faecal sludge)	The enterprise designs, finances and operates a treatment facility or a treatment process and is paid for the treatment delivered (for example per m ³ treated, or against water quality targets).	No upfront capital outlay, no need to build in-house expertise, reliable treatment performance, and – for wastewater – treated water as an alternative source that reduces pressure on supply.

Collaboration model	How it works	What the utility gains
Monitoring and data as a service	The enterprise deploys and maintains its own sensors and data systems (source levels and abstraction, intake turbidity, tank levels, pressure, water quality, DMA flows) at its own expense; the utility pays for the data and alerts it receives.	No investment in monitoring equipment, no need for own procedures and staffing, and reliable information to detect silt build-up, pressure surges, low flows or water quality decline early.
Performance-based contract or delegated management of a network zone	A network section or district metered area exposed to specific climate challenges is placed under delegated management, with the enterprise taking on day-to-day responsibility (NRV reduction, meter management, leak detection, preventive maintenance) against agreed performance targets.	Relief from an operational burden without expanding its own establishment, and an operator whose incentives are aligned with keeping that zone running well.
Build-operate(-transfer) with an offtake or bulk purchase agreement	The enterprise finances and develops a source, storage or treatment asset (for example a borehole with elevated tank, a decentralised treatment unit) and operates it, recovering its investment through a bulk purchase or availability agreement with the utility.	New capacity without upfront capital, with operational risk carried by the partner and ownership transferred over time.
Delegated maintenance and rapid-response services	The enterprise takes on routine inspection, maintenance and standby rapid-response repairs for exposed assets (for example a landslide-prone transmission corridor or sewer sections), including resilient rehabilitation of vulnerable sections.	Fewer and shorter service disruptions, predictable costs and less reliance on reactive post-event rehabilitation.

These models are illustrative. Enterprises are encouraged to propose other collaborative arrangements, as long as they share the same logic: ongoing operational responsibility, a clear link to a prioritised climate challenge of the utility, and a commercial arrangement that works for both sides.

What we are not looking for

- One-off supply or installation contracts, after which the enterprise steps away.
- Studies, consultancy assignments or software licences without an operational role for the enterprise.
- Stand-alone energy or solar solutions.
- Solutions without a clear link to one of the prioritised climate challenges of the selected utilities.

What makes a strong preliminary proposal

Proposals will be reviewed by the WRSH team together with the utilities. The following aspects will be considered (indicative):

- **Fit:** the proposal addresses a prioritised climate risk and, ideally, an entry point identified in the utility's Climate Risk Assessment report.
- **Collaboration logic:** the enterprise takes on genuine, ongoing operational responsibility and relieves the utility of a recurring burden.
- **Commercial logic:** the financing and payment model is plausible, and the effects on the utility's costs and revenues are explained for the short, medium and long term.
- **Track record and capacity:** the solution is proven, and the enterprise (with its Kenyan partner, where applicable) can deploy and operate it.

- **Realistic requirements:** what the enterprise needs from the utility (data, access, staff, permits) is clearly stated and achievable.
- **Scaling potential:** the collaboration can grow within the utility and be replicated with other WSPs.

1.5 Where we stand: utility assessment and selection

Between June and September 2026 the WRSH team screened regulated Water Service Providers across Kenya against criteria such as the operational relevance of climate impacts, leadership buy-in, organisational capacity and openness to private-sector solutions. Seven WSPs were selected for participatory field assessments, which took place from 30 August to 4 September 2026: Gatundu, Kericho, Kisii, Limuru, Migori, Nyahururu and Wote. For each of them, the team prepared a Climate Risk Assessment that translates the utility's operational experience of climate stress into prioritised risks, root causes and potential entry points for collaboration.

On this basis, four WSPs were selected for the first Kenyan cohort of the WRSH. The table below summarises their priority climate challenges and the indicative entry points for collaboration; the full reports are described in Part 3.

Utility	Key facts	Priority climate challenges	Indicative entry points for collaboration
Gatundu Water and Sewerage Company (GATWASCO) Kiambu County	• Fully gravity-fed system, 9 river intakes, single 4 km transmission main • Abstraction ~11,000 m³/day against demand ~30,000 m³/day; second 20,000 m³/day source coming online • NRW 41%; 108 DMAs covering ~10% of connections • Storage ~3,000 m³ in small tanks	• Declining river yields and upstream competition for water • Siltation and treatment plant performance (desilting cost, backwash using up to 15% of production in the rainy season) • Non-revenue water (52 of 108 DMAs above 50%) • Flood and landslide damage to intake and transmission infrastructure • Insufficient storage capacity	• Decentralised wastewater treatment for irrigation reuse • Integrated water-system monitoring and data services (source/abstraction, intake, tank levels, transmission telemetry, pressure) • Delegated management of high-loss DMAs • Delegated maintenance and rapid-response for the landslide-exposed transmission corridor • Financing/delivery models for silt management and storage rehabilitation
Limuru Water and Sewerage Company (LWSC) Kiambu County	• Five schemes; 25 boreholes and 2 dams • 14,870 water connections, ~1,200 sewer connections • NRW 37%, rising above 50% in the dry season in Lari; 84 DMAs, manual monitoring • Wastewater treatment plant running at ~1,700 of 6,500 m³/day	• Water scarcity in the Ndeja scheme: declining borehole yields (45 m³/h falling to 24 m³/h) against demand above 100 m³/h • High NRW with an estimated 70% commercial losses • Lari: siltation, high turbidity and 20–30 landslide-related damage instances per year; highly variable alum dosing (50–115 kg/day) • Energy costs (outside the scope of this call)	• Source development, potentially through a build-operate-transfer arrangement with a bulk purchase agreement (new ~200 m borehole and elevated tank in Ndeja) • Aquifer recharge and source conservation measures • Digitalising NRW and water quality monitoring and analytics • Systematised or outsourced NRW reduction in high-loss DMAs • Treatment process optimisation at the compact filtration unit
Kisii Water and Sanitation	• Six schemes, mainly river-fed; four	• High turbidity and water quality pressure: turbidity	• Treatment plant and WWTP monitoring, automation and

Utility	Key facts	Priority climate challenges	Indicative entry points for collaboration
Company (KWASCO) Kisii County	treatment plants; production ~15,000 m³/day against demand ~20,000 m³/day 18,900 connections, ~9,000 unbilled, ~7,000 meters to replace - NRW 56% (down from 77%) - Sewerage coverage below 10%; WWTP treating ~1,800 of 3,200 m³/day	rises ~10-fold in heavy rain, doubling treatment costs for ~3 months a year and forcing production stops (324 hours/year) - High NRW, ageing infrastructure and network vulnerability - Sanitation and faecal sludge management gaps; sewer lines exposed to landslides - Pumping and energy pressure (outside the scope of this call)	operational optimisation (continuous turbidity monitoring, responsive dosing, remote control) - Smart metering and performance-based NRW and DMA management - Faecal sludge management as a service and resource recovery (coordinated collection, sludge quality control, reuse)
Kericho Water and Sanitation Company (KEWASCO) Kericho County	- Urban and rural schemes across 6 sub-counties; ~200,000 people served ~22,500 active of ~36,000 registered connections; ~20,000 m³/day average production - NRW ~53%; CBD generates ~50% of revenue - WWTP being expanded from 660 to 3,500 m³/day	- Extreme rainfall, turbidity (23 to 600–1,200 NTU) and siltation affecting treatment; Kipkelion scheme offline for ~3 years after flood damage - Dry-season source decline (Timbilil production falls ~78%; Londiani intake near zero for ~2 months) - High NRW, pressure and ageing network infrastructure - Rainy-season wastewater overload and limited sanitation capacity - Pumping, energy and limited storage (energy aspects outside the scope of this call)	- Treatment monitoring and optimisation (real-time raw-water quality, turbidity-responsive dosing) - Decentralised or modular treatment for smaller, vulnerable schemes - Source monitoring as a service (river level, flow, abstraction, seasonal alerts) - Water reuse for source security, with the planned industrial zone as potential off-taker - Performance-based NRW reduction and DMA management; data-driven network management - Wastewater and FSM operations (treatment as a service) and resource recovery

The entry points are indicative and not exhaustive. Enterprises are encouraged to propose other collaborative solutions that address the prioritised challenges.

Part 2 – How enterprises are matched with the utilities

The matching process has four steps. It is designed to keep the effort for enterprises low at the start and to develop the collaboration proposals jointly with the utilities before any selection for piloting is made.

Step	What happens	When
A. Preliminary proposals	Enterprises submit a preliminary collaboration proposal through the online application form. Proposals are preliminary: we expect a clear idea of the solution, the collaboration model and the business logic, not a detailed technical design or a full financial model. One submission per proposed collaboration; enterprises may submit proposals for	Deadline: 14 October 2026

Step	What happens	When
	more than one utility, and several enterprises may submit a joint proposal through a lead enterprise.	
B. Shortlisting	The WRSH team (Cewas, OPERO Services, seecon impact) reviews the proposals together with the four utilities against the aspects listed in Section 1.4. Where questions remain, enterprises are invited to a short online clarification interview. All applicants are informed of the outcome.	Interviews: 15–22 October 2026 Shortlist communicated by 23 October 2026
C. Co-creation workshop and coaching	Shortlisted enterprises participate in a 2.5-day co-creation workshop in Nairobi together with the teams of the selected utilities. The workshop is used to test assumptions, align the proposals with the operational realities and priorities of each utility, and jointly refine the collaboration proposals (scope, roles, financing and payment model, requirements, pilot design). Where needed, the WRSH team provides coaching support after the workshop to finalise the collaboration proposals. <i>[Travel and accommodation arrangements for shortlisted enterprises: to be confirmed.]</i>	Workshop: 16–18 November 2026, Nairobi Coaching: November – December 2026
D. Selection for piloting and roll-out	The utilities and the WRSH team select the collaboration initiatives to be taken forward. Selected initiatives receive support for pilot preparation (technical scoping, data-sharing arrangements, operational planning and commercial framing), catalytic financing and hands-on facilitation during pilot implementation with systematic monitoring, and subsequently support to mobilise follow-on finance and to formalise the collaboration as a longer-term arrangement.	Selection: December 2026 Support available until May 2028

Practical notes

- **Confidentiality.** Proposals and attachments are shared only with the four utilities, the WRSH implementing partners and, where required, the funders of the WRSH, for the purpose of assessment. Commercially sensitive information should be marked as such.
- **Language.** Proposals are submitted in English.
- **No obligation.** Participation in the process does not create any contractual relationship between an enterprise and a utility. Collaboration agreements are negotiated and formalised between the parties after the co-creation phase, with support from the WRSH.
- **Questions.** Questions about the call can be sent to Cawo Yassin Ali, Cewas, at cawo.yassin.ali@cewas.org. Answers of general interest will be published on the WRSH website as a running FAQ.

Part 3 – Information available to applicants

To enable enterprises to develop proposals that respond to the actual situation of the utilities, the WRSH provides the following documents. All documents are available on the WRSH website at [\[link to the call page\]](#).

3.1 Climate Risk Cascade – overview of climate effects on WSPs

The Climate Risk Cascade summarises, in five cascades, how climate effects propagate through a utility's system and end up as operational costs, lost production and lost revenue. Each cascade traces one chain of effects from cause to consequence:

- **Heavier rain increases silt loads in raw water:** from silt at the intake, through pump and bulk-meter wear, chemical dosing by guesswork and backwash losses, to shortened consumer-meter life and billing inaccuracy.
- **Climate and pollution degrade source water:** the wastewater finance trap, in which untreated wastewater raises treatment costs, leaving no capital for sewer connections and no wastewater revenue to protect the source.
- **Losses exacerbate availability challenges:** the NRW data trap, in which weak data and reactive management keep NRW high and starve investment in conservation or new sources.
- **Inability to invest into sources:** the aquifer recharge trap, in which land-use change and unfunded recharge shrink borehole capacity and the revenue that would fund new sources.
- **Weak monitoring limits climate response:** the monitoring blind spot, in which data that is not collected or used leads to misdirected investment and slow response when floods, droughts or pollution events hit.

Use the Cascade to understand where in the chain your solution intervenes and which downstream costs or revenue losses it can influence. This is the logic we would like to see reflected in the answers on benefits for the utility.

3.2 Climate Risk Assessment reports of the four selected utilities

For each of the four utilities – Gatundu (GATWASCO), Limuru (LWSC), Kisii (KWASCO) and Kericho (KEWASCO) – a Climate Risk Assessment report is available. The reports were prepared with the utilities on the basis of operational data, staff input and site observations and are explicitly intended as the basis for enterprises to develop concrete engagement ideas. Each report follows the same structure:

- **Purpose and scope, and PPC under the WRSB:** the collaboration logic described in Section 1.4.
- **System and setting:** sourcing, treatment and water quality, storage and distribution, NRW, sanitation, and key performance figures of the utility.
- **Climate context and outlook:** observed and projected climate trends in the county and what they mean for the utility.
- **Assessment summary:** the prioritised climate risks and the potential entry points for collaboration.
- **One section per climate risk:** the problem and its root causes, current mitigation measures and monitoring gaps, key figures, and the entry points for collaboration with WASH enterprises.

We recommend that applicants read the full report of each utility they propose to work with, refer explicitly to the risk(s) and entry point(s) their proposal addresses, and use the figures in the reports to make their assumptions and expected benefits concrete. Applicants may propose solutions for entry points not listed in the reports, provided they address one of the prioritised risks.

3.3 Further information

- **WRSB brochure:** overview of the Hub, its offer to utilities and enterprises, and the overall timeline.
- **This call document,** also provided as a separate PDF and as an offline preparation template.
- **Clarifications:** questions by e-mail to cawo.yassin.ali@cewas.org; answers of general interest are published as a running FAQ on the website. [Optional: an online information session on [date in the first week of October 2026], recorded and made available afterwards.]

Further information on the utilities (for example detailed network data, GIS or billing data) is not shared at this stage. Shortlisted enterprises will be able to clarify data needs with the utilities during the co-creation workshop, and data-sharing arrangements are part of the pilot preparation for selected initiatives.