

Form for the WRSH Collaboration Proposals

Section A – Enterprise information

No.	Question	Format	Guidance for applicants
A1	Registered name of the enterprise	Short text	As shown on the certificate of incorporation or registration.
A2	Country of registration and location of headquarters (city, country)	Short text	
A3	Year of establishment	Number	Year in which the enterprise was registered.
A4	Type of enterprise (legal form)	Single choice: private limited company / social enterprise registered as a company / cooperative / non-profit organisation with a commercial arm / sole proprietorship or partnership / other (please specify)	Select the legal form under which the enterprise is registered. If the enterprise is part of a group, indicate the entity that would sign a collaboration agreement.
A5	Registration number	Short text	Company or business registration number as shown on the certificate.
A6	Website and/or LinkedIn page	URL (optional)	
A7	Contact person: name, position, e-mail, phone (incl. WhatsApp if applicable)	Short text fields	The person who will lead the collaboration and be available for interviews and the co-creation workshop.
A8	Number of staff (full-time equivalents)	Number	Permanent staff of the enterprise. If you have staff based in Kenya, indicate the number separately (for example '25, of which 6 in Kenya').
A9	Annual turnover of the last completed financial year	Number	Turnover of the applying entity. If the enterprise is part of a group, state the turnover of the entity that would enter into the collaboration. This information is treated confidentially and is used to gauge the capacity of the enterprise to carry out the proposed collaboration.
A10	Certificate of incorporation or registration	File upload (PDF)	Required.
A11	Most recent financial statement	File upload (PDF)	Required. Audited financial statements of the last completed financial year where available; otherwise management accounts signed by the management. Treated confidentially.
A12	Company profile or pitch deck	File upload (PDF, optional)	Max. 10 pages. Optional; use it to show reference projects, technical specifications or team, rather than repeating the answers below.

No.	Question	Format	Guidance for applicants
A13	Is this a joint proposal by several enterprises?	Yes / No	Answer 'Yes' if two or more enterprises jointly propose one collaboration. The enterprise completing this form is the lead enterprise and contact point for the WRSH.
A14	If yes: partner enterprise(s)	Long text, max. 150 words, plus file upload (PDF)	For each partner: registered name, country, website, contact person and e-mail, and its role in the proposed collaboration (for example technology provider, operator, financier, local deployment partner). Describe the division of responsibilities in E3 and E10.

Section B – Business model and offer

No.	Question	Format	Guidance for applicants
B1	Describe the products and/or services you offer that are relevant to this call.	Long text, max. 250 words	Focus on the offers that address the climate challenges of water utilities. Indicate the maturity of each (pilot, first commercial deployments, established commercial product) and key performance data where available.
B2	Briefly describe your business model.	Long text, max. 200 words	What you sell, to whom, how you earn revenue (for example equipment sales, service fees, performance-based payments, leasing or pay-per-use), and how you deliver, maintain and support your solution.
B3	Describe your current presence in Kenya or East Africa.	Long text, max. 100 words	Staff, offices, ongoing projects, local service capacity.
B4	Which areas does your offer cover?	Multiple choice: water supply and treatment / water quality monitoring / NRW, network management and metering / source and catchment protection, aquifer recharge / storage and distribution / sanitation and wastewater treatment / faecal sludge management and resource recovery / data and digital services for utilities / other WASH (please specify)	Select all that apply.
B5	Where is your solution currently deployed?	Long text, max. 150 words	Countries, number of deployments or customers, years in operation. Name reference sites that could be contacted or visited, in particular in Kenya or East Africa.

Section C – Collaboration experience

No.	Question	Format	Guidance for applicants
C1	Have you worked with water utilities or other public-sector entities before?	Yes / No	
C2	Describe up to two relevant collaborations.	Long text, max. 250 words	For each collaboration: partner (name, country), your role, type of arrangement (supply contract, service contract, performance-based contract, delegated management, build-operate-transfer, pilot), duration, results achieved, and whether it is ongoing. If you have not worked with utilities, describe collaborations with other operators, private clients, NGOs or development programmes that show your ability to deliver and operate in collaborative arrangements.
C3	What did you learn from these collaborations that you would apply in a collaboration with a WSP?	Long text, max. 100 words	For example about procurement, contracting, data sharing, payment discipline or operational interfaces.
C4	Reference contact	Name, organisation, e-mail (optional)	A person from one of the collaborations above who may be contacted during shortlisting.

Section D – Motivation

No.	Question	Format	Guidance for applicants
D1	Why do you want to develop collaboration projects with WSPs?	Long text, max. 200 words	Explain the strategic relevance for your enterprise, what you hope to achieve through a collaboration with a utility, and how it fits your longer-term plans (for example for growth in Kenya or East Africa).

Section E – Proposed collaboration

Please answer the questions in this section for one proposed collaboration. If you propose essentially the same solution to more than one utility, select all applicable utilities in E1 and explain any differences in the relevant answers. If you propose different solutions for different utilities, please submit a separate application for each.

No.	Question	Format	Guidance for applicants
E1	For which WSP(s) do you propose a collaboration?	Multiple choice: GATWASCO (Gatundu) / LWSC (Limuru) / KWASCO (Kisii) / KEWASCO (Kericho); indicate the primary utility if more than one	Base your choice on the Climate Risk Assessment reports and select the utility or utilities where the fit with your solution is strongest.
E2	Which climate challenge(s) and entry point(s) from the Climate Risk Assessment does your proposal address?	Long text, max. 100 words	Refer to the risk section(s) and entry point(s) in the report. If you propose an entry point that is not listed, explain how it relates to one of the prioritised climate risks.

No.	Question	Format	Guidance for applicants
E3	What do you propose as a solution to the WSP(s) climate challenges?	Long text, max. 400 words	Describe what would be deployed and operated, where in the utility's system, and what problem it solves. Explain the collaboration model (for example treatment as a service, monitoring and data as a service, performance-based or delegated management, build-operate-transfer, delegated maintenance, or another model) and the ongoing operational role your enterprise would take on over time. Quantify the expected effect where possible, using the figures in the report. For joint proposals, state which partner is responsible for which part of the solution.
E4	Why is your proposal a longer-term collaboration rather than a one-off delivery?	Long text, max. 100 words	Which recurring burden of the utility would you relieve, which responsibilities would remain with you, and for how long would you envisage the collaboration to run?
E5	How could the collaboration be financed?	Long text, max. 200 words	Give orders of magnitude for investment and operating costs (KES or USD), who would invest (your enterprise, the utility, third-party financiers, catalytic pilot funding from the WRSH), and how you would be paid (for example fee per m ³ , fee per data package, performance-based payments, availability payments, bulk purchase agreement). State the main assumptions. Precise figures are not expected at this stage.
E6	What benefits would the collaboration generate for the WSP in the short term (first 12 months)?	Long text, max. 100 words	Describe the effects on costs (for example chemicals, desilting, backwash losses, maintenance, staff time) and on revenues (for example reduced NRW, higher billed volumes, new customers, new revenue streams), as well as service and resilience benefits. Indicate how you would measure them.
E7	What are the requirements for your proposed solution?	Long text, max. 200 words	What you need to make the solution work: data and access (network data, GIS, billing data, site access), infrastructure and site conditions (power, connectivity, space), counterparts and staff time at the utility, permits and regulatory approvals (for example from WASREB, the Water Resources Authority or the county), minimum contract duration, financing pre-conditions.
E8	What role does the WSP play in your solution?	Long text, max. 150 words	What the utility would contribute and commit to (data, staff, access, payments, oversight), which decisions remain with the utility, which tasks are transferred to you, and how performance would be monitored jointly.
E9	What could be piloted in 2027, and what would full roll-out look like?	Long text, max. 150 words	Indicative scope and duration of a pilot (for example one DMA, one intake, one treatment line), the results it should demonstrate, and the scope of roll-out if the pilot succeeds.

Section F – Deployment in Kenya

No.	Question	Format	Guidance for applicants
F1	Is your enterprise registered and operating in Kenya?	Single choice: registered and operating in Kenya / registered in Kenya, not yet operating / not registered in Kenya	
F2	If you are not based in Kenya: which enterprise or partner would you engage to deploy and operate your solution in Kenya?	Long text, max. 150 words	Name of the partner, its role (for example installation, operation and maintenance, customer interface, local contracting entity), the status of the relationship (existing partnership / signed agreement or MoU / in discussion / not yet identified), and the partner's registration in Kenya. Provide a contact person if the partner has agreed to be named.

Section G – Availability, consent and declarations

No.	Question	Format	Guidance for applicants
G1	Availability	Checkbox	I confirm that the contact person or another decision-maker of the enterprise (and, for joint proposals, of each partner enterprise) is available for an online clarification interview between 15 and 22 October 2026 and can participate in the co-creation workshop in Nairobi on 16–18 November 2026 if shortlisted.
G2	Consent to share information	Checkbox	I agree that this application and its attachments are shared with the four selected utilities, the WRSH implementing partners (cewas, OPERO Services, seecon impact) and, where required, the funders of the WRSH for the purpose of assessment, and are otherwise treated confidentially.
G3	Declaration	Checkbox	I confirm that the information provided is accurate and that I am authorised to submit this application on behalf of the enterprise.
G5	Is there anything else you would like us to know?	Long text, max. 100 words (optional)	