



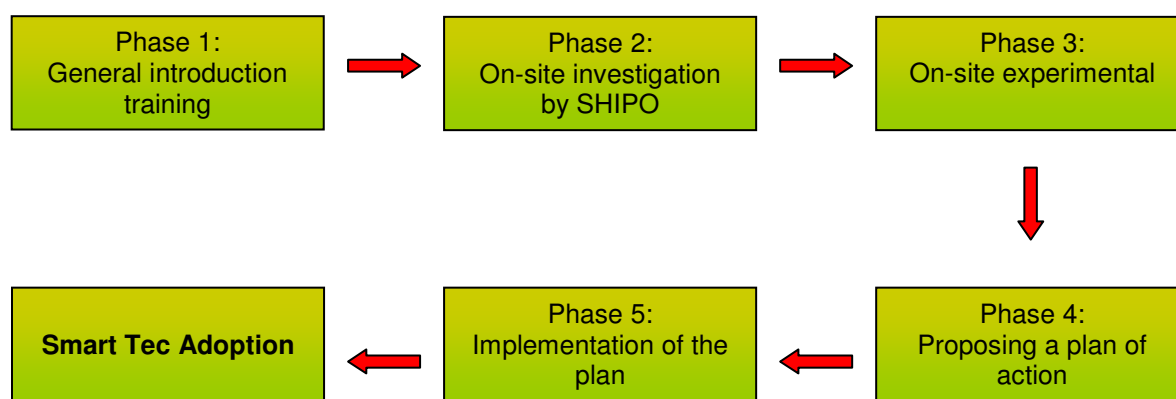
## SHIPO's road to the Smart Tecs

Smart Tecs are easy applicable and innovative water- and sanitation solutions like manual well drilling, well digging, water treatment, water storage, irrigation, stoves and sanitation solutions.

In India, the innovative and low cost Smart Tec irrigation system is a great success. In Nicaragua there are several Smart Tec drilling teams who are constructing every week new bore holes. Zimbabwe will reach the millennium development goals due to the introduction of the Smart rope pump.

SHIPO believes that adopting the Smart Tecs, can really make the difference in developing communities and even countries. Recently SHIPO build their own Smart Tec centre where these products are regular trained. SHIPO provides a 'Road to the Smart Tecs' which gives organizations the possibility to adopt a Smart Tec that is close to their organizations activities.

The 'Road to the Smart Tecs' is divided in several phases:



### Phase 1) General introduction training

This two day training has the purpose to get acquainted with SMART Tecs, including the advantages, disadvantages, limitations, etc. The training will be given at SHIPO training centre in Njombe, Tanzania although it can also be done at the participants site. You will get information about hand drilling techniques, well digging, rope pumps (production), improved simple pit latrines, siphon household water filter, drip irrigation, etc. At the end of this training, the participants are asked to discuss the technologies in their organizations. The organizations then decides whether or not it wants to continue with an on-site investigation in its area by expert SHIPO staff.



## Phase 2) On-site investigation

One of SHIPO expert staff will visit the area of the involved organization for 2 days to assess which SMART Tecs could be successfully introduced in the area. An investigation of the needs of the client group with regard to Smart Tecs will be done. Furthermore an investigation will be done about the local circumstances that can have influences on the Smart Tecs. After this phase, SHIPO will make a recommendation report and a proposal for an on-site experimental.



## Phase 3) On-site experimental

SHIPO staff will visit the area of the interested organization to train the selected Smart Tecs. Depending on the selected Smart Tec, the training will be from 4 up to 18 days. For example, the following training can be given during this visit:

- Drilling boreholes with hand driven SMART Tecs;
- Digging of open wells in combination with the rope pump installation;
- Rope pump production.

After this phase a custom made plan will be made.





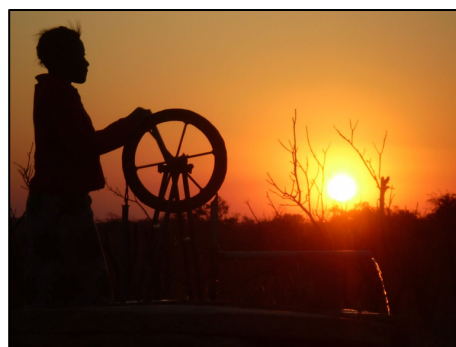
#### **Phase 4) Proposing a plan of action**

If the on-site experimental is a success, the organization and SHIPO has to develop a plan of action to continue the process. This plan will include, e.g.:

- the SMART TecS to be introduced;
- the implementing activities;
- the training and coaching by SHIPO;
- the necessary budget.

#### **Phase 5) Implementation of the plan**

After making this custom made plan, the organization has to implement the plan. This will be done in close cooperation with SHIPO. Often organizations have to search for funding and/or investment capital. SHIPO may be able in a limited number of cases to assist with searching for funds. SHIPO will guide the organization by the implementation as written in the proposal.



We invite you to take part in this 'Road to Smart TecS'. After the first introduction training, SHIPO will make a budget proposal for the remaining phases. After each phase a new proposal for the next phase will be made. Please contact us if you need any additional information.