



COMMUNITY HEALTH AND INFORMATION NETWORK

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PROMOTING ACCESS TO SAFE WATER AMONG RURAL AND URBAN HOUSEHOLDS IN UGANDA



ANNUAL REPORT

JULY 2017 – JULY 2018

1.0: Introduction

The Solvatten technology is one of the eco-friendly measures and an energy saving technology that the Ugandans are slowly appreciating and investing in. It is a Swedish invention which uses filtration, heat and UV rays from the sun to make water safe for drinking.

CHAIN is working in over 14 districts promoting a sustainable safe water solution for communities called Solvatten technology under the project Access to safe water among rural and urban poor households in Uganda. This is in line with achieving four sustainable development goals (SDGs) which are; goal 3 - good health and well-being, ensure healthy lives and promote well-being for all at all ages; goal 6 - clean water and sanitation, ensure availability and sustainable management of water and sanitation for all; goal 7 - affordable and clean energy, ensure access to affordable, reliable, sustainable and modern energy for all; and goal 13 - climate action, take urgent action to combat climate change and its impacts.

The districts include; Moroto, Gulu, Kayunga, Lira, Wakiso, Kampala, Soroti, Amuru, Jinja, Mbale, Arua, Iganga, Mbarara, Bugiri, Kitgum among others. CHAIN implementation strategy is using the existing structures in the districts like village health teams, organisations, religious and local leaders to promote and sell the solar technology. The project activities included training of trainers meetings, community outreaches to create more awareness and sensitization of the communities on sanitation as well as the need for safe drinking and treated water, designing and dissemination of promotional materials, marketing and selling Solvatten.

One thousand and twenty three (1,023) households have acquired and are using the solar safe water technology in the past financial year. Beneficiaries report a reduction in water borne diseases since they started using Solvatten technology and also reduction in expenses on buying charcoal and firewood and thus an increase in their savings.

2.0: Activities

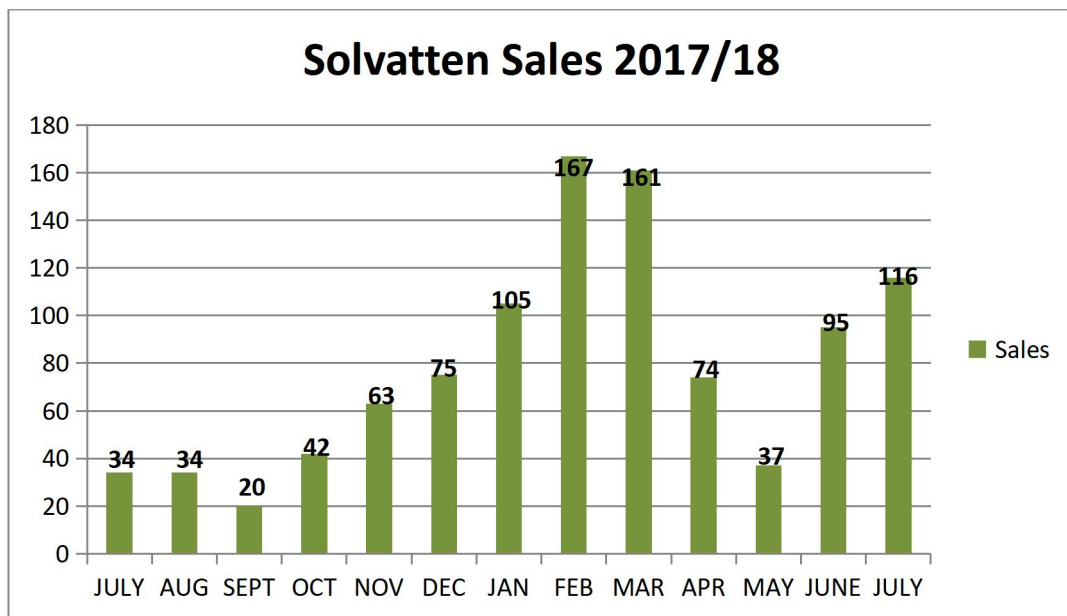
2.1: Solvatten technology sales

During the financial year (period July 2017 – July 2018), CHAIN sold 1,023 (one thousand twenty three) Solvatten units through exhibitions, partner organizations and promoters among the rural and urban households; as shown in the table below.

	Vulnerable/Discount Price	Regular price	Total
July	34	00	34
Aug	29	05	34
Sept	08	12	20
Oct	42	00	42
Nov	63	00	63
Dec	75	00	75
Jan	105	00	105
Feb	167	00	167
Mar	161	00	161
Apr	73	01	74
May	37	00	37
June	95	00	95
July	116	00	116
TOTAL	1,005	18	1,023

The graph below shows the number of Solvatten units sold by month (July 2017 to July 2018);

Fig I



There has been a significant increase in sales as shown in Fig. I in June July, January, February and March which can be attributed to a number of factors including; Solvatten technology awareness, reduction in price, the hot season and radio adverts. On the other hand the drop in sales for the rest of the months was majorly due to the rainy season.

2.2 Solvatten promotion

CHAIN attended promotions and exhibitions as well as partnered with organisations to promote and distribute solvatten. To boost the sales the price discount was given and advertised on several media platforms.

Below are exhibitions and events CHAIN participated in:-

- The AIDS Support Organisation Annual general meeting in Mulago & Kampala district.
- The 5th annual Business convention in Ndeeba - Kampala district.
- Buganda Heritage and Tourism exhibition in Lubiri
- The Annual West Nile trade show in Arua district.
- Exhibitions held in Busia, Entebbe, Soroti, Moroto, Phaida, Lira, Arua, Kitgum
- Uganda International Trade Fair in Kampala district.
- Cultural Roots Foundation exhibition – Kayunga district.
- CBS PEWOSA Trade Fair 2018 – in Kampala district.
- National Agricultural Show - in Jinja district

Below are the organisations that have partnered with CHAIN to promote the technology;

- Single Parents Association Uganda (SPAU)
- Uganda National Association of Community Occupational Health (UNACOH)
- The DEWE Project
- The AIDS Support Organisation (TASO)
- Every Child Ministries (ECM)

Solvatten Units Sold through the three mentioned channels.

Partner organisations	Exhibitions	Promoters
92 units sold	659 units sold	272 units sold

3.0 Pictorial

A. Solvatten technology promotion during exhibitions and through partner organisations and promoters.



B. Solvatten technology - Information Sharing







C. Solvatten in use - beneficiaries observing/feeling/tasting the power of the technology.



4.0 Achievements / Findings

- A good number of sales have been done by beneficiaries through information sharing.
- Follow ups have also contributed to increase in sales.
- More people have acquired the technology and knowledge about the Solvatten and have appreciated it.
- Exhibitions / events, organisations and individual promoters have contributed in scaling up the visibility of the solvatten technology.

5.0 Case Studies

5.1 Exhibitions and promotions

During the national exhibitions and promotions, CHAIN demonstrates the usage of the Solvatten technology and also sensitizes the local communities on health and hygiene management best practices. This practical experience allows customers and potential distributors to understand the benefits of using Solvatten, and also receive answers to questions such as; is the water really hot, how about the temperature of the glass, how does the water taste when its drunk. Exhibitions and promotions also provide networking benefits that enable forward and backward linkages leading to marketing opportunities. CHAIN has promoted Solvatten at least at 9 exhibitions during July 2017 to July 2018.

The following pictorial represents demonstrations made during the exhibitions and promotions:





5.2 The user's story

Lilian Nakanjako a Ugandan micro-entrepreneur is 58 years old and with a family of 6 people (4 children and 2 adults). In July 2017, she bought the solvatten at the POWESA trade fair which is a prominent exhibition in Uganda organised yearly. Lilian who stays in Wamala village, in Wakiso district uses the solvatten to putify water for drinking and for her soap making business. Before buying the solvatten, she was spending about 175,000 UGX per month which is an equivalent of US \$50 to buy 2 and half bags of charcoal, which were used to boil water for drinking and make liquid soap. She explained that tap water which is mostly at her disposal, can't be used to produce good quality soap if it is not boiled, because she boiled the water her fuel budget went high every month, but now thanks to the use of solvatten, she saves US \$50 every month which otherwise could have been used to charcoal. Every time she uses the solvatten, it benefits both her family and the soap making business. Lilian has sofar referenced 65 customers who have acquired the solvatten because of its visible benefits.



Thus, the Solvatten technology positively impacting Lillian's health and business challenges.



Lilian's house maid repositioning the solvatten

6.0 Challenges

- The green light indicator is significant when demonstrating. During the rainy season, when the indicator doesn't change; the potential customers are hesitant to buy hence reduction of sales.
- Sales information is delayed, which limits quick analysis of sales data to take prompt measures in addressing challenges such as debt collection, assessment of the promoter's performance and other distribution channels as well as late development of monthly reports.
- Loss of potential customers, due to those who are failing to use and also understand the usability of the Solvatten, for example some customers are hesitant to wait for the green light to change.

7.0 Conclusion

The financial year July 2017 - July 2018 has been successful and lessons have been learnt especially the positive results that were yielded from follow ups and information sharing by users. It is crucial that these lessons be carried forward to the next financial year.