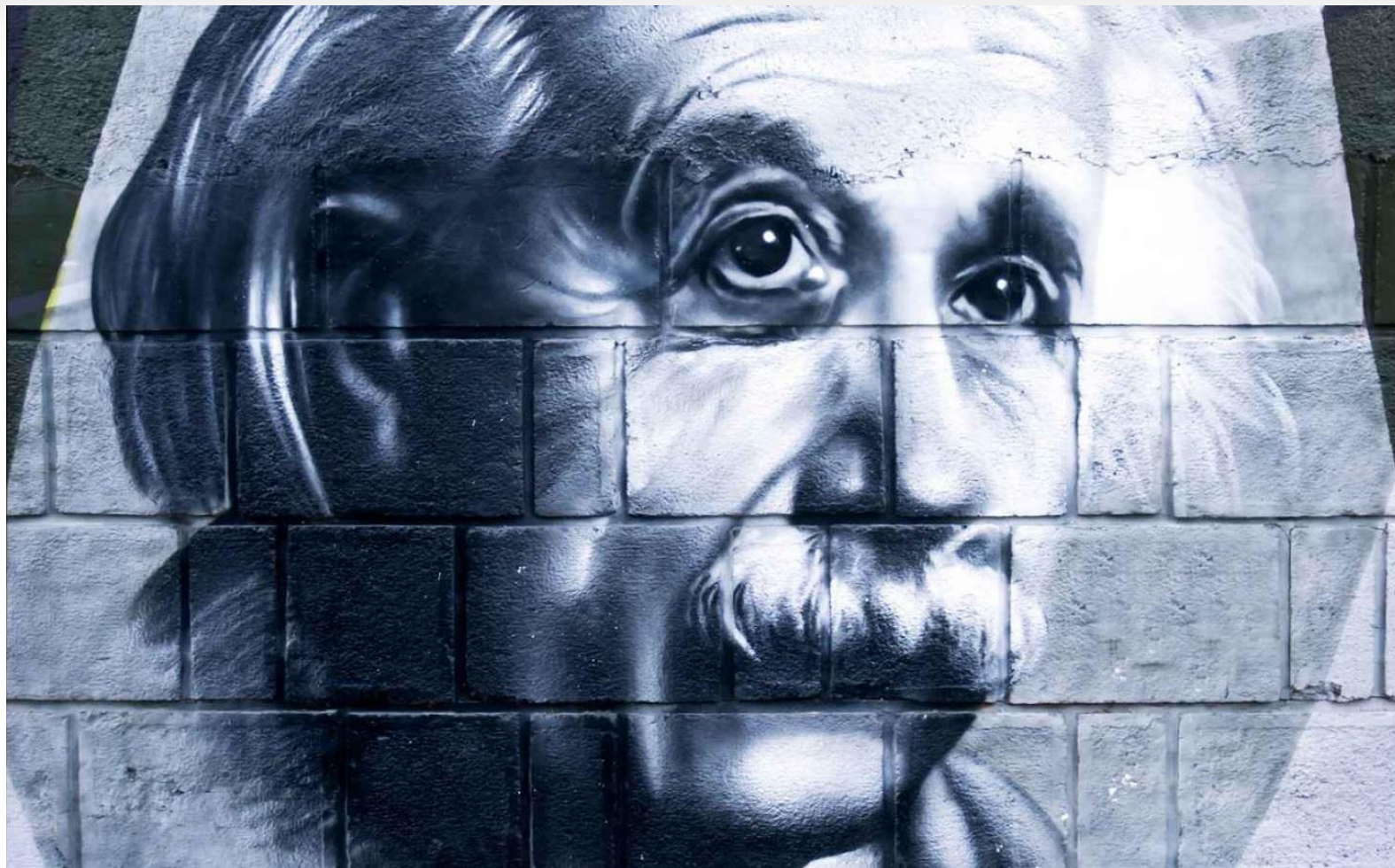




Working with the private sector for sustainable outcomes

*Anders Bech Tharsgaard,
Head of Business Engagement, DRC*

Business-humanitarian partnership lab



Partnership process

PHASE 1

2016

Exploring &
Scoping

PHASE 2

2017-2018

Building the case
& Testing

PHASE 3

2019

Scaling



A solution informed by life-cycle costs



End users	Daily consumption (litres)	Yearly consumption (litres)	Trucking price per litre (USD)
20,000	15	109,500,000	0,005

Life-Cycle Costs (USD)	Water trucking (100%)	DRC-Grundfos Solution
Year 1	617,500	580,000
Year 1+2	1,235,000	610,000
Year 1+2+3	1,852,500	640,000

Value proposition



Cost-efficiency



Transparency



Sustainability



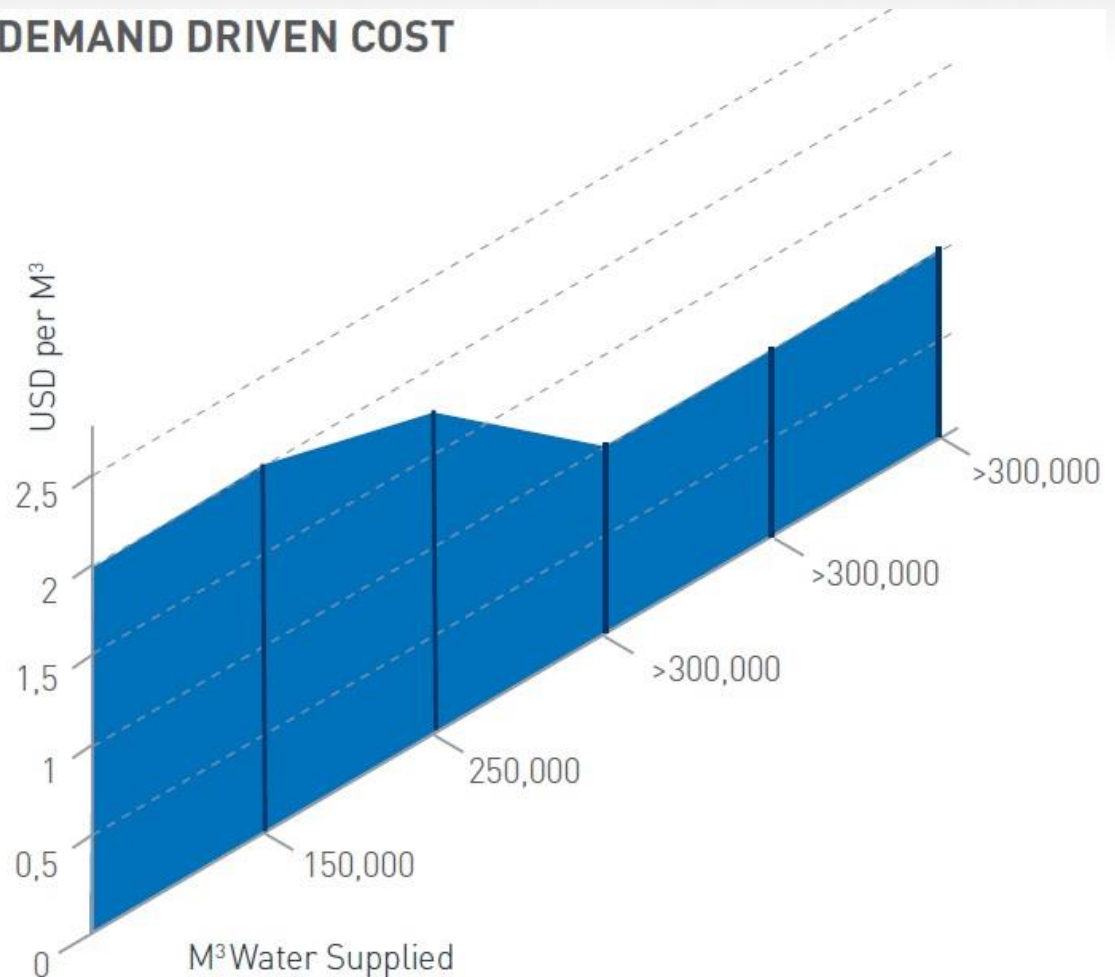
Accessibility

The path to scale

Share risk and
unlock impact
investment
potential



DEMAND DRIVEN COST



Thank you!

*The **New Way of Working** is about recognizing common goals and optimizing existing resources and capabilities to help all people in situations of risk, vulnerability and crisis.*

- UN Secretary General, António Guterres