



Water is Life

Clean water is most important factor in life.

Thankfully, many wells are drilled.

Unfortunately, there isn't a working plan to maintain them.

Hope turns into disappointment.



*Making the gift of water
a hope that doesn't disappoint.*



A Cheetah Development Company

Water is Life

- Clean water is most important factor in human health – dirty water cause of 30% of deaths, 80% of disease, filling half of all hospital beds
- Reliable water supply is most important factor in subsistence farmer success
- Average African woman spends 6 hours/day walking 4 miles to collect 20 liters of water for her family
- 6,000 children die daily



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Problem / Opportunity

- In developing world 30-85% of water systems are not working for lack of maintenance
- In Tanzania 40,000 of 80,000 hand pumps have failed
- 25-30% fail in first year
- 95% never checked after install
- \$Billions wasted though repairs often inexpensive
- Affecting 10 million people in Tanzania

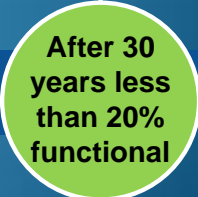
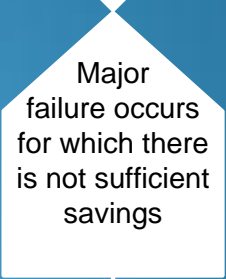
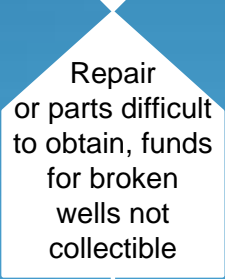
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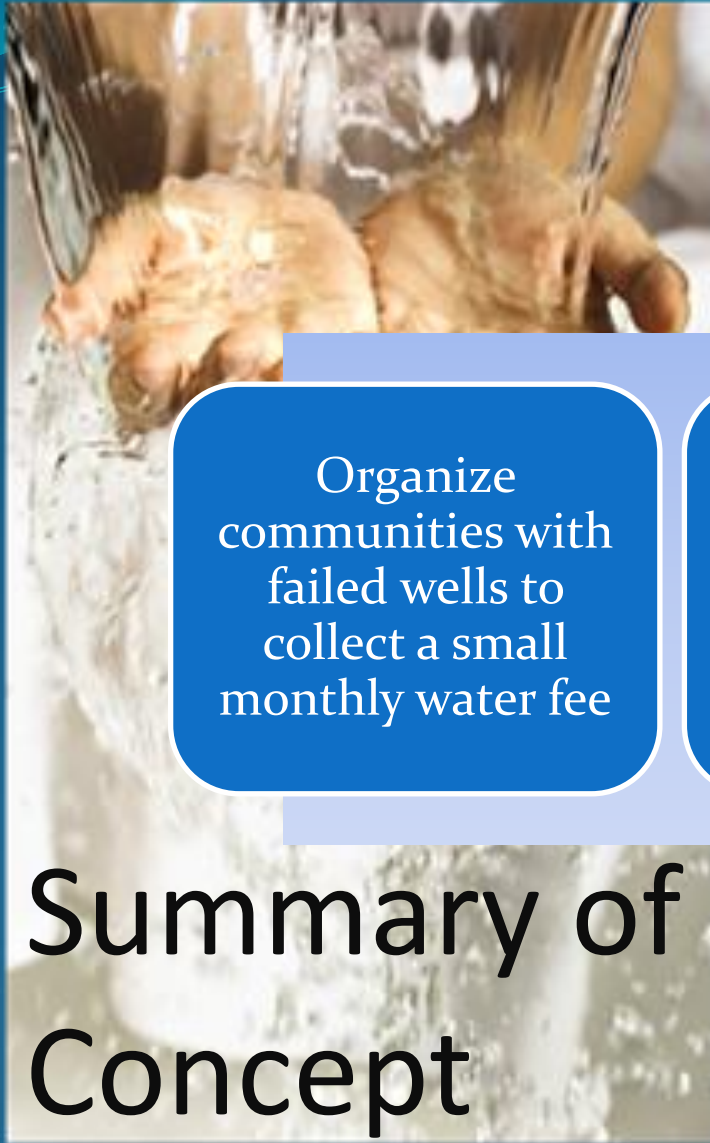


A New Well is Installed



Anatomy of a Well Failure





Organize communities with failed wells to collect a small monthly water fee

Under contract, rehabilitate all the wells in the village with donated funds

With fees, provide all needed maintenance covering all costs except falling water tables

Summary of Concept

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Quick Highlights

- Women are to have a leading role in village organizations. The impact of reliable water benefits women and children most.
- After rehabilitating a broken well, the project is 100% self-sustaining. Except for dropping water tables, the project aims to be indefinitely sustainable.
- Lowest cost model to bring the most water to the most people. For 2% of well drilling budget has the potential to bring water to half of the people served. Expects above 95% sustainability of wells verses existing 20%.



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The Key to Sustainability: Financial Commitments

1. Villages are 'ahead' because broken wells fixed at no cost. Monthly fees cover going-forward repairs.
2. Contract allows for reclaim of parts installed in event village stops making payments: renders the well inoperable until payment made.
3. Tanzania law establishes that water is not free – people are required to contribute to costs.
4. Fee-based systems are known: main problems are sustaining repairs and stopping corruption (not collections!)



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Next scale to regional size

Then expand nationally by replicating regional organizational model

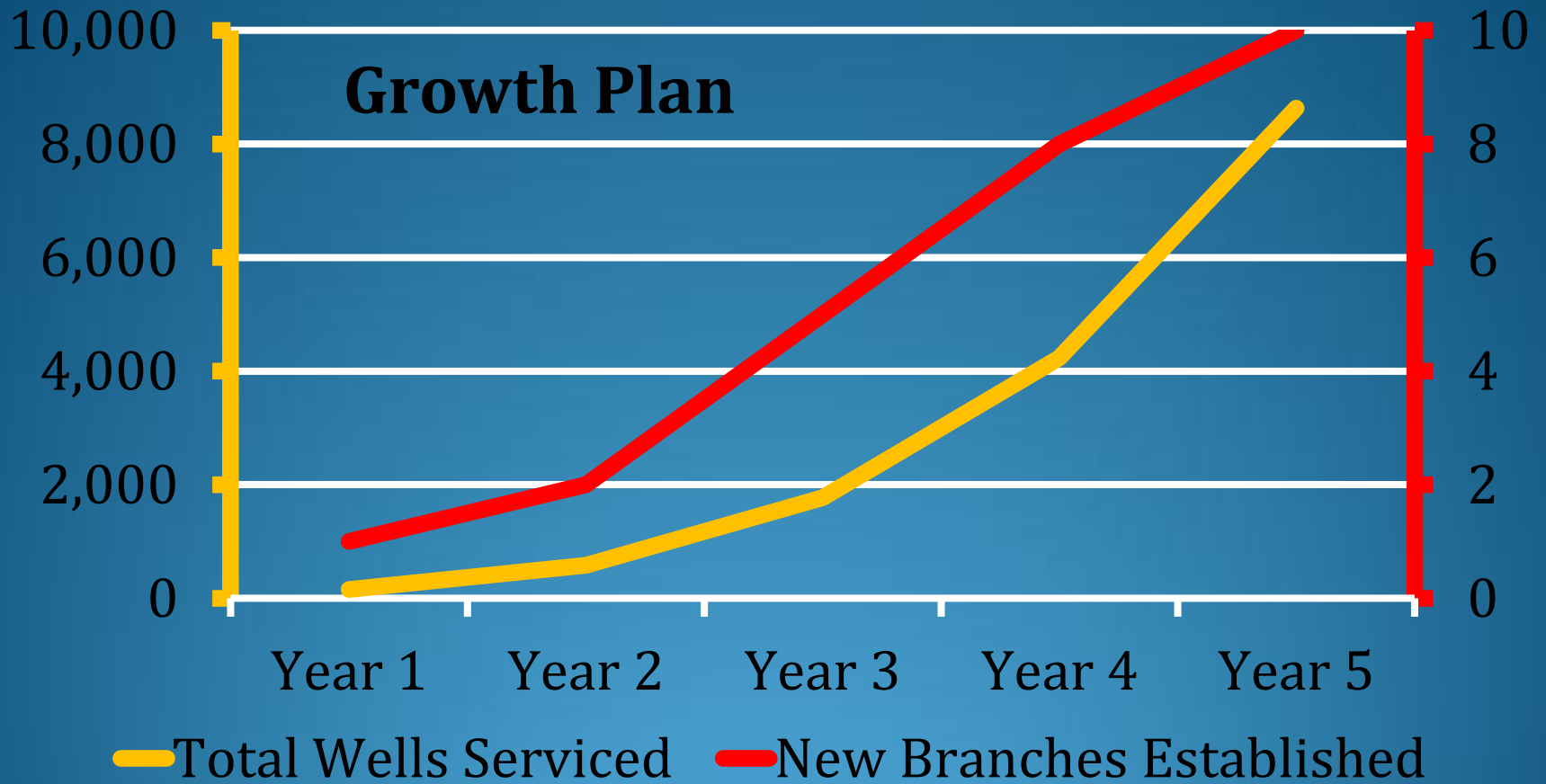
There is already demonstrated small scale success for over 3 three year period

Long-Range Plan

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Long-Range Forecasts



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Financial Highlights

- Sustainability through profit based model
- Mobile payment via cell phones
- Recurring revenue model for village services
- Warranty service model for most critical equipment of human development
- PPP or Public Private Partnership requiring close participation of government, aid organizations, and business

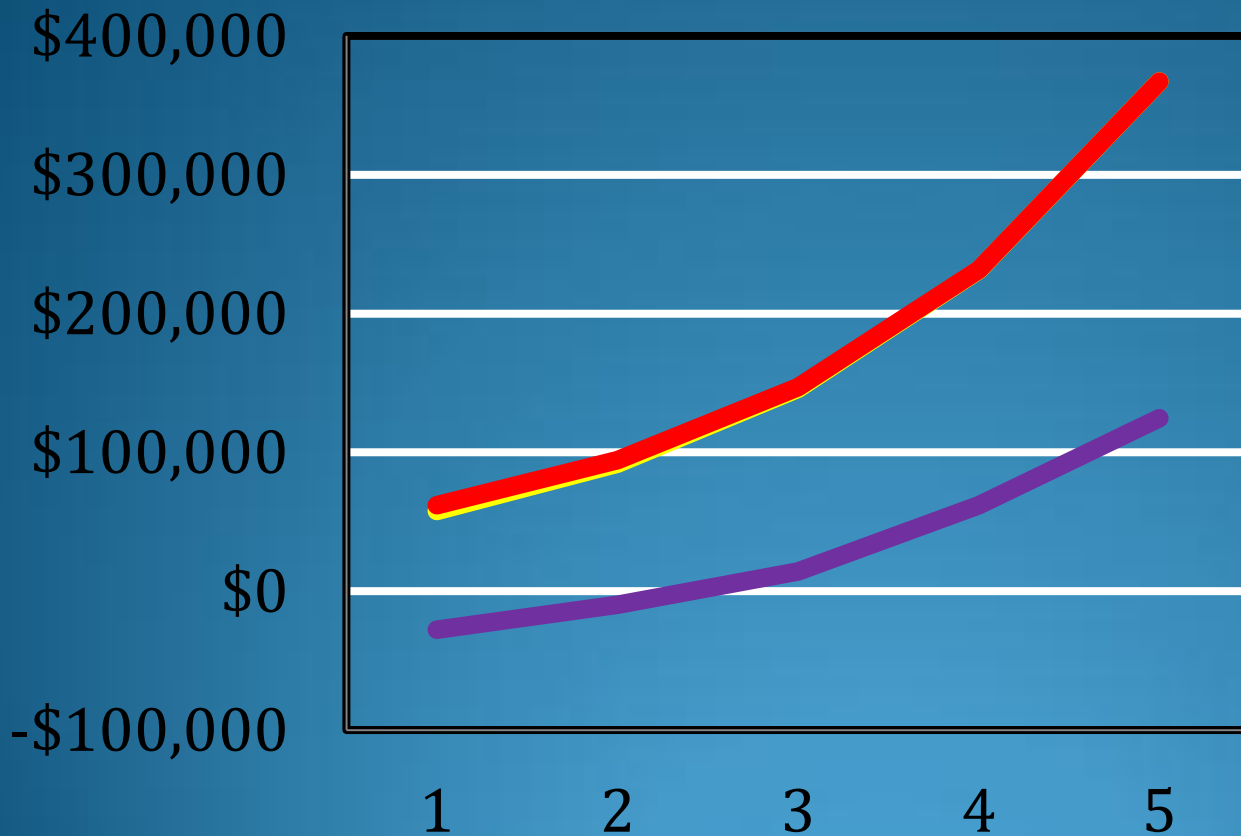


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Financial Summary (\$USD)

5 Year Forecast



- Rehab Cost
- Total Revenue
- Total Profit

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Thank you!

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