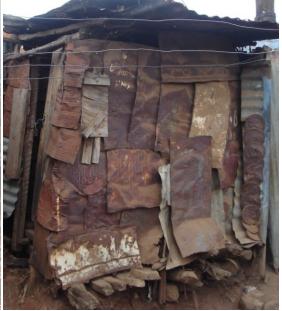
## Addressing the sanitation crisis for the urban poor, Nairobi, Kenya







## **Understanding the Problem**

- Barriers to safe sanitation (dense population, lack of space, complex land tenure, political will, investment & funding, etc.....
- Traditional solutions not working – a different approach was needed



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## **Seeking solutions**



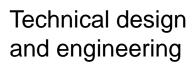












Community/customer consultation





Understanding the Problem & Opportunities

- The sanitation value chain
- Stakeholders/interests
- Business models
- Policy environment

## **Achievements?**

- CBS acceptance
- 100,000+ people accessing safe sanitation
- Waste to value initiatives growing

