Executive Masters

Training for urban water and sanitation service managers from developing and emerging countries

Far from other realities
3 main levers of change for utility management

Focus on this lever of change during OPT training

1. Good governance of the sector
2. Good leadership and strategic organisation of the utility
3. Financial support
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Training for water and sanitation service managers from developing and emerging countries

Far from other realities

Formula 1 pilote

Water and sanitation service pilote
Dashboards

- 2 hours dashboard

- 10 years dashboard
Water and sanitation service pilote

- **2015**
- **2020**
- **2030**
- **2040**

**Millions of inh. with access to safe drinking water**

- 2 hours entertainment
- 200 km/hr average
- 15 to 20 years planning
- Slow process

**Formula 1 pilote**

**Business Day**

- **ParisTech**
- **SUEZ ENVIRONNEMENT**
- **AgroParisTech**
- **MINES ParisTech**
- **fonds initiatives SUEZ**
Who are we working for?

- 50 millions viewers worldwide High-profile assistance
- 2 hours entertainment

Formula 1 pilote

Water and sanitation service pilote

- Several millions of inhabitants served per city
- 24/7
- For ourselves and generations to come
## Work conditions

### Formula 1 pilote

- Average salary of **€ 6 millions/year** in 2014
- 500 staff in total.
- Total cost for the stable/écurie: € 100 millions to 200 millions in total/year

### Water and sanitation service pilote

- Average salary: **50k** per year
- 10 to 15 staff working close the MD.
- Total cost of the team: € 200k to 1 million in total/year
Training

Formula 1 pilote
- Racing simulator training
- Several races and GP
- Long-term training before races

Water and sanitation service pilote
- On-the-job training
- Scale of 10 to 20 years to learn the job
- No specific training for water managers
“Slow and steady wins the race.” Not always…
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Training for urban water and sanitation service managers

- Reinforce capacity-building and leadership development
- Collect dedicated training funds for managers around the MD
- Attract high-profile managers, ready to cope with management complexity
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Programme structure

- Customer management/ infrastructures / PPP...
- Financial and cost management
- Leadership– Management methods
- Stakeholders relationships

Analyse & understand
Take position & Dare
Act & Lead

DIAGNOSIS
STRATEGY
ACTIONS

Goal
transformed, effective water services

Action plan targeting a city or a region, counting from 100,000 inhabitants to several millions
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16 month programme
Two 3 months face-to-face training blocks + Two 4 months blocks spent in the trainee’s company

- 5 training units
  - Health and environmental issues
  - Customer and NRW management,
  - Economic and financial management
  - Service policy and governance
  - Managerial strategy and behavior

- Case Studies on management: with NWSC (Kampala) and ONEA (Burkina)

- More than 120 instructors, high-level professionals from the sector
- Work-based, with periods on the job alternating with periods at the graduate institute
- Programme in both English and French
- Diploma recognized by the French Network of Elite Universities (CGE)
Executive Masters Partners

Schools
- AgroParisTech
- ParisTech
- Mines ParisTech

Enterprises
- Suez Environnement
- Fonds Initiatives Suez

Public partners
- Agence Française de Développement
- Eau Seine Normandie
- Agence de l'eau Rhône Méditerranée Corse
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Review from 2009 to 2015-16

- 34 countries, 4 continents
- 120 Executive trainees
- 45 water and sanitation utilities, 3 ministries, 2 public authorities
- 120 strategic action plans
- 50 millions inhabitants in 130 cities
- 1.3 billion cubic meters of water/year
Executive Masters
Training for water and sanitation service managers

5 mentors, 118 trainees

EK SONN CHAN
Mentor 2009-10

Nadia ABDOU
Mentor 2010-11

Dennis MWANZA
Mentor 2011-12

Petre ROMAN
Mentor 2013-14

Mamadou DIA
Mentor 2015-16

Ek Sonn Chan Class 2009/10

Nadia Abdou Class 2010/11

Dennis Mwanza Class 2011/12

Petre Roman Classes 2013/14

Mamadou Dia Class 2015/16
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