

# 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

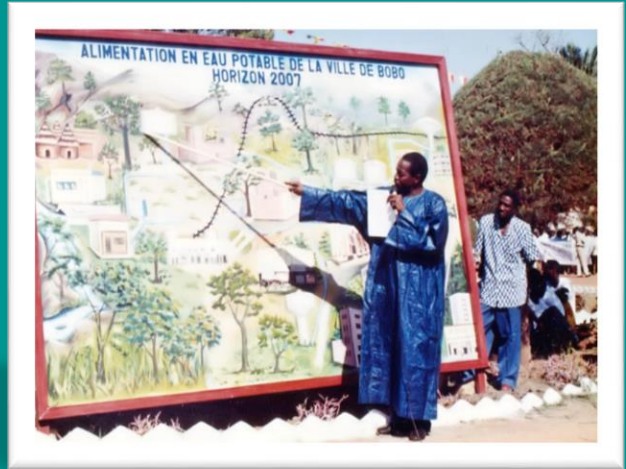
3. Financial support

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

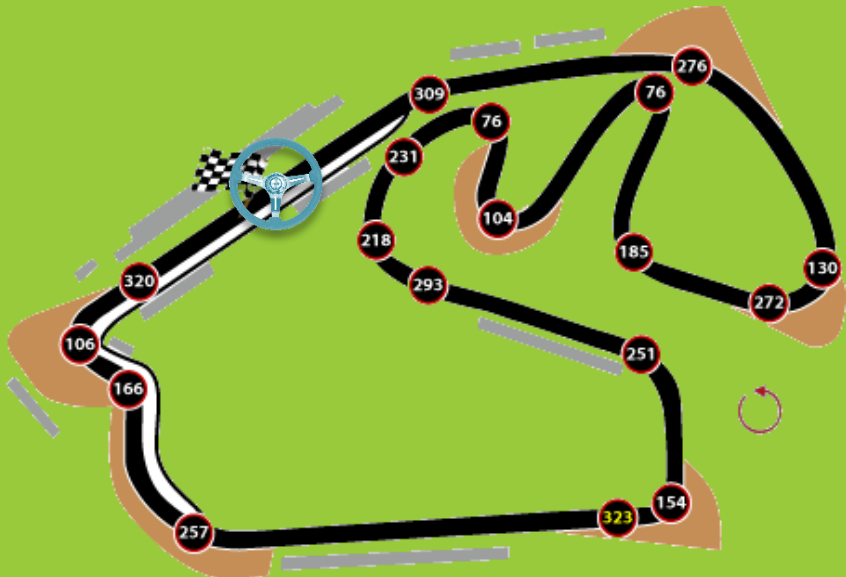


- 2 hours dashboard



- 10 years dashboard

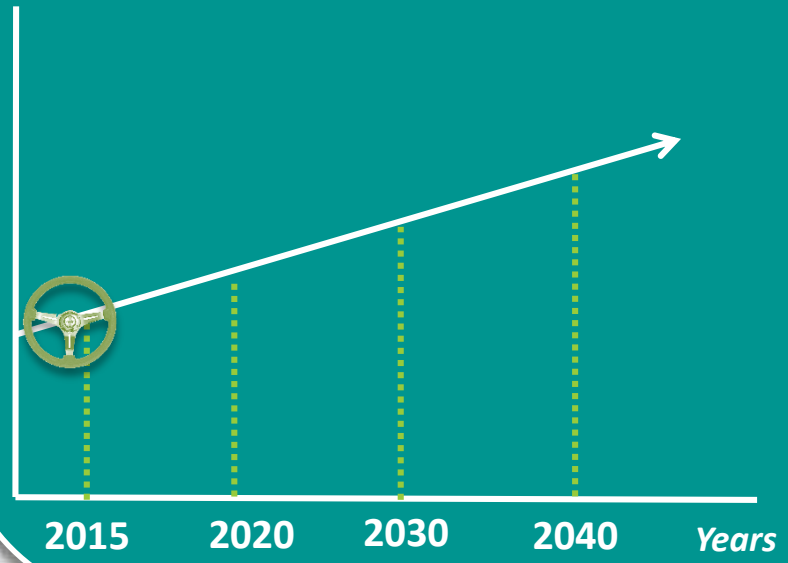
## Formula 1 pilote



- 2 hours entertainment
- 200 km/hr average

## Water and sanitation service pilote

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



- 15 to 20 years planning
- Slow process

# ➔ Who are we working for ?

## Formula 1 pilote



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

## Water and sanitation service pilote



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



## 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.

## Formula 1 pilote



## Water and sanitation service pilote



- Racing simulator training
- Several races and GP
- Long-term training before races

- On-the-job training
- Scale of 10 to 20 years to learn the job
- No specific training for water managers



# Water Utility pilote and F1 pilote

## The Tortoise and the Hare



**“Slow and steady wins the race.” Not always...**

## 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

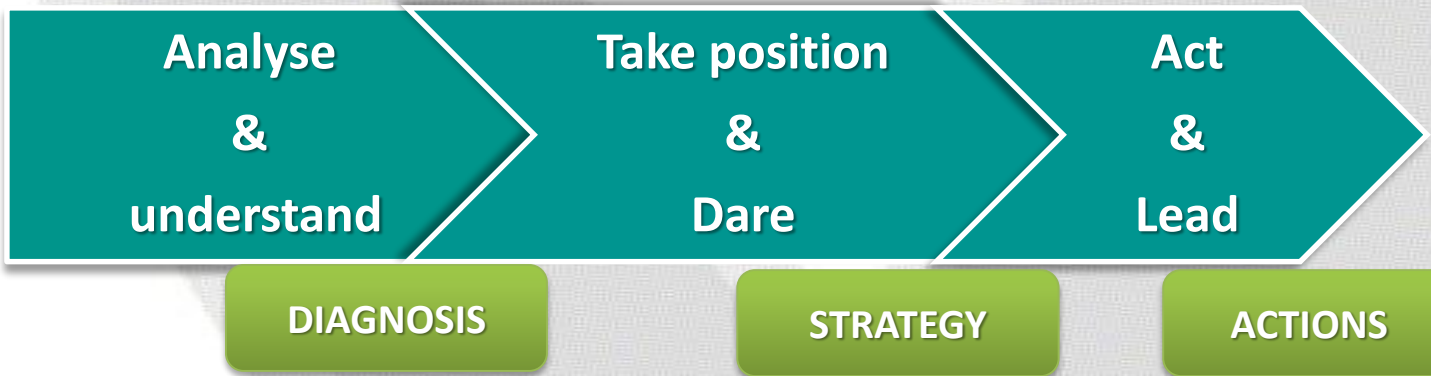
## Programme structure

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



Goal

transformed,  
effective  
water  
services



Action plan targetting a city or a region, counting from 100 000 inhabitants to several millions



## Training for urban water and sanitation service managers

16 month programme

*Two 3 months face-to-face training blocks + Two 4 months blocks spent in the trainee's company*

**Analysis/Diagnosis**

**Forecasting & Strategic  
planning**

**Action Plan**

➤ **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



## Enterprises



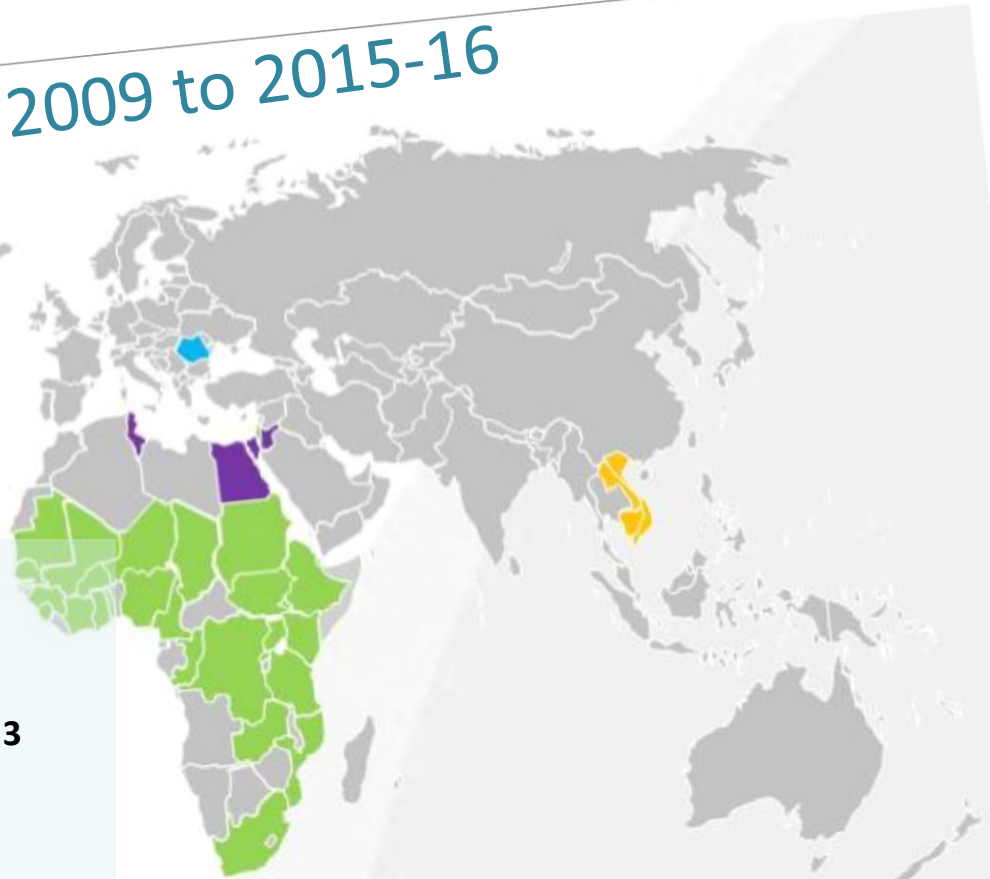
## Public partners



## Training for urban water and sanitation service managers

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**



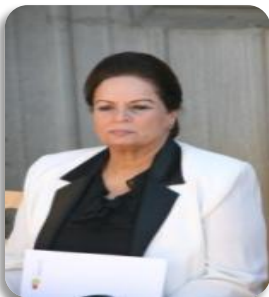


## Training for water and sanitation service managers

5 mentors, 118 trainees



**Ek SONN CHAN**  
Mentor 2009-10



**Nadia ABDYOU**  
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**

## Training for water and sanitation service managers

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