

PME Performantes WASH-Climate 2.0 Programme

The PME Performantes WASH-Climate 2.0 Programme is the second edition of a dedicated acceleration programme developed by ForthInvestment and Aqua for All in Burkina Faso. Our goal is to support ten small and medium enterprises (SMEs) in the WASH sector as they scale up their operations. This programme goes beyond business growth – it brings together stakeholders, and fosters networking and advocacy activities. It also incorporates a dedicated focus on climate change mitigation and adaptation. PME Performantes WASH-Climate 2.0 is deployed in partnership with IRC WASH, Sinergi Burkina, Société Générale Burkina Faso, MDF Training & Consultancy, CEAS, cewas and other public and private entities providing financing and support.

Framework of the programme

Launched in November 2022, the programme runs for 18 months. After a selection and preliminary phase of five months, ten SMEs were selected. They will benefit from technical, organisational and financial support for a period of 13 months.

Areas of Intervention

The aim is to strengthen the private water and sanitation sector to provide more people with better access to drinking water and sanitation services in Burkina Faso. Areas of intervention are:

- **Drinking Water:** Delegates of water points (managers of standpipes), construction and operation of networks for water supply, drilling of boreholes, etc.
- **Sanitation:** Design and commercialisation of toilets, mechanical and manual emptying of septic tanks, transformation and recovery of faecal sludge, etc.
- **Climate Initiatives linked to IWRM/WASH:** Design and commercialisation of drip irrigation systems, hydroponic systems, and others.



Selected Enterprises

Mr Fabrice Messan Lawson, Founder OASIS (2022)



OASIS is an engineering firm dedicated to performing hydrogeological and geophysical studies for the construction of boreholes and mapping underground water resources. With a team of five employees, they mainly offer services to businesses and individuals that need to dig wells for water access. OASIS' service helps clients determine a better position for the well, based on their geophysical instruments and the recharge rate. Originally established in Benin, they are scaling up their activities in Burkina Faso. OASIS is a young company looking to strengthen its management capacities through the programme and set up a communication strategy to boost its services.

Ms Carine Felicite KABORE , Founder Alpha Omega (2018)

Alpha Omega operates in the sector of mechanical emptying of septic tanks. They offer their services to households located on the outskirts of Ouagadougou and in rural communities, through collective emptying campaigns that ensure access to clean and safe septic tanks. Alpha Omega only has one full-time employee and struggles with limited access to vacuum trucks, which it currently rents for the period of the campaigns. By participating in the programme, Alpha Omega aims to expand its activities and reach more people by increasing its personnel.



Mr Éric René SAWADOGO, Executive Director APESI (2018)



APESI promotes the use of irrigation systems for optimal management of water consumption in the agricultural sector. They work in several fields, including the commercialisation and installation of irrigation systems, solar pumping systems, and the design of cylindrical pits. With a team of fourteen people, they operate in Burkina Faso and the West African sub-region, serving a client base that includes associations, entrepreneurs in the agricultural sector, NGOs and government agencies. APESI aims to scale up micro-irrigation systems coupled with solar pumping systems. In this context, the association wishes to raise funds to acquire irrigation equipment and deploy its project.

Mr Abdoul Razack YOUNA, Founder Wendpouiré Vidange (2022)



Wendpouiré Vindage is specialised in the mechanical emptying of septic tanks and is currently developing a project to transform human faeces into bio charcoal. The company has a staff of five and provides its services to households and businesses located in the periphery of Ouagadougou. As a part of its activities, Wendpouiré Vidange aims to receive technical assistance to further develop its charcoal production activities and enhance its capacities developing a communication strategy.

Mr Ricolvi ZOUNGRANA, Manager Sibdou Distributions Services (2020)

SDS was founded to address the need for potable water for households living in the informal settlements of the rural commune of Saaba. The company is engaged in the construction and operation of water supply networks that provide direct connections to households but also operates drinking water kiosks. With ten employees, SDS is experiencing an increase in demand and is seeking assistance to increase its service delivery capacity, through support in business management and in raising funds to acquire equipment and expand its operations.



Mr Arsène GAMBO, Founder Well Done Agrobusiness (2022)



Well Done Agrobusiness is specialised in the sales and installation of drip irrigation kits and hydroponic farming systems. The enterprise offers training in the field of irrigation and hydroponics. Mr. Gambo developed a SMART irrigation programme, which UNDP-BF has tested in rural areas to improve social cohesion and resolve conflicts. With a dedicated team of four, Well Done Agrobusiness serves agricultural entrepreneurs, agribusinesses, and NGOs. Within this programme, they seek assistance to reorganise their activities and improve their marketing strategy to increase their sales.

Mr Saidou OUEDRAOGO, Coordinator Association Impulsion (2017)



Since its creation, Association Impulsion aims to contribute to the socio-economic development of rural populations. The association installs and manages drinking water supply systems and offers preventive and corrective maintenance for water pumps. With a team of seven full-time members, Association Impulsion mainly operates in the rural commune of Barsalogho. By participating in this programme, the Association seeks to strengthen its resilience towards the security situation and to improve its financial resources to replace its deteriorated drilling equipment.

Mr Lassane TRAORE, Founder Cascade Forage Wend Konta (2018)

Cascade Forage Wend Konta manufactures drilling machines, drills boreholes, and installs and commercialises solar pumps. The company has a workforce of forty employees and provides services to farmers and agricultural companies. Cascade Forage is seeking technical assistance to improve its drilling machinery and develop their fundraising capacities, to acquire a drilling rig.



Mr Hassimi SANOGO, Coordinator SEEPAT Association (2013)



SEEPAT works on the design and implementation of movable latrines, drilling for water, and mobilising citizens for access to clean water and sanitation. SEEPAT's clients are rural households and NGOs. The association mainly works with volunteers, eight employees work full-time. Facing storage difficulties due to a lack of appropriate space, the association wishes to acquire a store and expand its services by converting sludge into compost.



Ms Farida BORO and Mr Ernest ASSO, Co-founders Solafrique (2014)

Solafrique specialises in the construction of boreholes and the commercialisation of solar-powered water pumps, irrigation systems, and hydroponics. Their irrigation and drinking water systems operate via a remote management system and use digital payment methods such as Pay-As-You-Go and Pay-As-You-Pump devices. Solafrique has 22 employees, and their client base consists of farming associations, households, and NGOs in Burkina Faso and the sub-region. By participating in the programme, they want to strengthen their fundraising skills to deploy a project that promotes the use of solar pumps for irrigation and drinking water for rural households.

More information:

For more information about the programme and its partners, please visit:

<https://forthinvestment.com/pme-performantes-wash-climat-2-0/>

For more information about Aqua for All, please visit:

<https://aquaforall.org/>

or send an email: info@aquaforall.org

Our partners:

IRC WASH: An international think tank actively building strong water, sanitation, and hygiene systems.

Sinergi Burkina: Created by entrepreneurs and private actors including Investisseurs & Partenaires (I&P), a pioneering impact investment group dedicated to financing and supporting start-ups and SMEs in Sub-Saharan Africa.

Société Générale Burkina Faso: Based on a diversified universal banking model, Société Générale combines financial strength and a sustainable growth strategy.

MDF Training & Consultancy: With over 37 years of experience MDF provides guidance, facilitation, evaluation, enterprise development, and partnership services worldwide.

CEAS Burkina: Non-profit organisation contributing to the sustainable development of Africa and in particular in Burkina Faso.

cewas: Business and integrity expert in the water sector supporting entrepreneurs in all stages to scale up via ecosystem development and knowledge and training programmes.

*Plus other public and private entities providing financing and support.

