

Train-the-Trainer (TTT) Programme for IMPACT-LINKED FUND for WATER, SANITATION AND HYGIENE (ILF for WASH) CALL FOR APPLICATIONS LEAFLET

[Aqua for All](#) and [Roots of Impact](#) have established a Train-the-Trainer (TTT) programme, as part of Impact-Linked Fund for Water, Sanitation and Hygiene ([ILF for WASH](#)).

The TTT programme is part of the overall technical assistance package for ILF for WASH and aims to enhance local service providers' capacity in providing technical assistance to impact enterprises offering products and/or services linked to water, sanitation and hygiene (WASH).

Many WASH enterprises struggle to demonstrate results and impact (Impact Management) to attract potential (impact) investors, and in such a way that it allows for connecting impact performance with financial incentives. To overcome these challenges, WASH enterprises need to establish or advance their practice of collecting and using quality impact data for different purposes, including fundraising. With the TTT-programme, local service providers will be (better) equipped to provide tailored training and transfer of skills to WASH enterprises, in the context of ILF. The TTT programme will be offered in two tracks, covering the topics of Impact Measurement and Management (IMM) and integrated Impact Investment Readiness (IIR).

For this call for applications, we invited service providers (e.g. accelerators, consultancies) that are familiar with investments in early and growth-stage companies working on development challenges, as well as experienced in supporting those enterprises with an existing business model, both individually and/or cohort-based. The key selection criteria are stipulated below.

KEY SELECTION CRITERIA

1. **Geographical focus:** Applying service providers must be based or active in at least one of these countries: Cambodia, Kenya, India and/or Ghana.
2. **Operational period:** A professional organisation that has been in operation for at least two consequent years.
3. **Track record:** The service provider has a proven track record and experience in providing support in Impact Investment Readiness (IIR) and/or Impact Measurement and Management (IMM).
4. **Language proficiency:** Participating staff of the service provider should at least have a Professional Working Proficiency level in English.
5. **Sectoral expertise & experience:** The service provider has experience in working with WASH-sector parties and/or is willing to build up its work in the water and sanitation space.
Although this is not a strict requirement, it will be considered a strong advantage in the selection process.
6. **Commitment:** The service provider is committed to participating in the TTT programme and to subsequently provide Foundational Support to impact enterprises selected by ILF for WASH.

TIMELINE & WHAT TO EXPECT

The TTT programme will run from April to July 2025. Three staff members, with diverse positions within the organisation, will be expected to dedicate time to several online lectures, tutorials, preparation and completion of the exam.

The total required time to attend and graduate from the TTT programme is approx. **11 days per person**. This

covers all preparation time, incl. for the two exams and on both the topics of IIR (+/- 50 hours) and IMM (+/- 40 hours).

After graduating from the TTT programme, the trained service providers will be connected to selected impact enterprises to provide IMM and IIR training (Foundational Support), which is another part of the technical assistance package of the ILF for WASH. The Foundational Support starts around **August 2025 with a minimum duration of six months** and will be paid for by ILF for WASH. The selected service providers will provide this support to equip impact enterprises with skills and knowledge to develop and manage a fully-functioning impact measurement system, and raise funds with impact investors.

APPLICATION AND CONTACT

The call is now open for applications, and can be accessed online via the [Application Form](#).

Train-the-Trainer (TTT) programme application

The deadline to apply is Sunday **9 March 2025** at 11:59 PM (CET). For questions and more information, please contact Loes Nijkamp (l.nijkamp@aquaforall.org).

ABOUT ILF for WASH & the Train-the-Trainer (TTT) programme

The Impact-Linked Fund for Water, Sanitation and Hygiene (ILF for WASH) aims at enabling pioneering impact enterprises in Africa, Asia, and the MENA region to gain access to suitable and innovative finance. By using Impact-Linked Finance (ILF) and providing "better terms for better impact", these WASH enterprises get equipped to grow their businesses, expand the reach of their solutions, and create impact at scale. This will ultimately contribute to achieving Sustainable Development Goal (SDG) 6, universal access to clean water and sanitation.

To do so, the ILF for WASH will support WASH enterprises with impact-linked funding and targeted technical assistance. Enterprises raising repayable investments could apply for receiving Social Impact Incentives (SIINC)¹ – outcome-based payments rewarding enterprises for creating impact. For more information, click [here](#).

The overall technical assistance programme will be provided by Roots of Impact, with support from Aqua for All. The programmes will be provided to and is interesting for two groups of stakeholders:

- **For entrepreneurs:**
 - **ILF-Readiness Bootcamp** for impact enterprises with basic Impact Measurement & Management (IMM) knowledge that are in the process of fundraising, yet lacking sufficient (impact) data to satisfy (impact) investment requirements, including financial incentives from ILF for WASH.
 - **Foundational Support** for impact enterprises that have no or very limited IMM knowledge and are therefore not able to track and report impact, nor in the stage of Impact Investment Readiness (IIR). Impact enterprises are invited to submit the application together with their choice of service provider who graduated from the TTT programme.
- **For service providers:**
 - **Train-the-Trainer (TTT) programme** for selected service providers (e.g. accelerators, consultancies) in the areas of IIR and IMM that, once graduating from the TTT, can offer Foundational Support to selected impact enterprises. The Foundational Support will be paid for by ILF for WASH.

¹ Social Impact Incentives (SIINC) is a funding instrument that rewards impact enterprises with time-limited payments for achieving pre-defined and independently verified outcomes.

ABOUT AQUA FOR ALL

[Aqua for All](#) is an international foundation committed to providing universal access to safe drinking water and sanitation services that are inclusive, affordable and sustainable. Our mission is to mobilise private capital for entrepreneurs to transform the water and sanitation sector in low- and middle-income countries. By catalysing private capital for market development and increasing access to finance, we accelerate access to climate-resilient water and sanitation services, especially in Africa and Asia. Aqua for All brings extensive water sector expertise to ILF for WASH as well as the impact-linked funding for enterprises.

ABOUT ROOTS OF IMPACT

[Roots of Impact](#) is a specialised advisory firm dedicated to making finance work for positive impact on people and planet. We collaborate closely with a variety of stakeholders across the globe to scale high-performing enterprises and innovations with strong potential for impact. As pioneers of Impact-Linked Finance, we are passionate about making the most effective use of public funds and catalytic capital. Our mission is to maximise "impact leverage" by mobilising private investment for high-impact opportunities and shaping innovative public-private partnerships.

ABOUT SOCIAL FINANCE ACADEMY

[Social Finance Academy](#) is the impact intelligence and educational arm of Roots of Impact when it comes to helping impact entrepreneurs learn the language of investors. Social Finance Academy is delivering the targeted technical assistance packages as part of the Impact-Linked Fund for Water, Sanitation & Hygiene (ILF for WASH), a programme co-designed and implemented by Aqua for All and Roots of Impact.

Any questions regarding the Train-the-Trainer programme? Please check out our [website](#), [FAQ](#) or contact [Loes Nijkamp \(L.nijkamp@aquaforall.org\)](mailto:L.nijkamp@aquaforall.org).

Any questions regarding Impact-Linked Finance? Please check out our [Impact-Linked Finance Glossary](#) and [video](#), or directly contact us [here](#).