

Call for Proposals

Water and Sanitation Enterprises in Ethiopia

About Aqua for All

Aqua for All is an international foundation committed to ensuring universal access to safe drinking water and sanitation services that are inclusive, affordable and sustainable. Our mission is to mobilise private capital for enterprises to transform the water and sanitation sector in low- and middle-income countries.

We support local water and sanitation service providers in scaling their market-based solutions and attracting private capital. 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.

We believe that market-based solutions, combined with public and private capital are essential to bridge the service and financial gaps to achieve Sustainable Development Goal (SDG) 6 – clean water and sanitation for all.

More information: <https://aquaforall.org/>

Apply Now

Aqua for All has launched a new phase of its flagship programme, **Making Water Count** running from 2026-2030. Aqua for All is now accepting submissions from scalable, sustainable and impact-driven enterprises in **Ethiopia**.

This is a nationwide call open to eligible enterprises operating across Ethiopia. While applications from all regions are encouraged, Aqua for All welcomes particular interest from enterprises currently operating in the **Amhara region**, or from enterprises with clear plans to expand proven services into the Amhara region as part of their growth strategy.

Aqua for All is offering grant funding and/or technical assistance support to eligible enterprises to support their scaling pathway.

Objective and Scope

Aqua for All is seeking catalytic solutions in **Ethiopia** which improve water and/or sanitation access (SDG 6) with market-based approaches.

We are interested to receive applications from enterprises focusing on one of our priority topics:

Drinking Water

- Safe water enterprises (incl. water kiosks)
- Household water treatment and safe storage solutions
- Operation and maintenance services
- Smart water technology providers (e.g. metering, billing, IOT, etc.)
- Hardware and infrastructure providers (e.g. drilling services, pumping, materials production and distribution)
- Non-revenue water reduction services
- Climate resilient and drought proof water supply infrastructure solutions
- Other distribution (e.g., water trucking)

Sanitation

- Container-based sanitation enterprises
- On-site sanitation construction, retrofitting and septic tank installation enterprises
- Faecal sludge management (collection, transportation, treatment)
- Circular economy and human waste reuse services

We are especially interested in enterprises who address our cross-cutting themes such as climate-resilience and gender.

While Aqua for All takes a primary focus on market transformation by building resilient enterprises, catalytic initiatives that can have wider impact on the ecosystem are also welcome to apply.

If your scope of work is not covered above, please feel free to contact us to discuss eligibility.

Eligibility Criteria

Enterprises which are interested in applying for support must meet the following eligibility criteria:

- ✓ Registered entity with a minimum of 2 years of operations
- ✓ Have a clear impact mission and contribute to the achievement of SDG 6
- ✓ Have activities in Ethiopia
- ✓ Have achieved (at least) proof-of-concept with the core products and services of the business
- ✓ Provide water and sanitation products or services in a commercial and/or market-based approach
- ✓ Be financially sustainable, or have well-defined plans for reaching financial sustainability

Application Guidelines

Aqua for All offers a range of grant and technical assistance instruments depending on the size and needs of the organisation. **For more information on our offering, detailed eligibility criteria and application process, refer to the [Application Guidance for Making Water Count](#).**

Timeline

Applications are open now until **Sunday 14th June, 2026**. [To apply, please click here.](#)

We aim to inform you on the status of your application within 6 weeks of the closing date.

Please Note: The official working language of Aqua for All is English. All concept notes and proposals must be submitted in English. If you need assistance in translating your application answers into English, we recommend using online translation tools such as DeepL or Google Translate.

Contact

In case of questions, please contact programmes@aquaforall.org.