



WATER, SANITATION, AND HYGIENE PROGRAM STRENGTHENING SYSTEMS AND SEEDING INNOVATION

The Osprey Foundation supports water, sanitation, and hygiene (WASH) initiatives that deliver effective, sustainable, and scalable services in poor communities. Osprey's WASH program focuses on three main approaches: 1) Moving beyond one-time investments in infrastructure to support systems change that provides sustainable access to WASH services at scale; 2) Seeding innovative models that create game-changing improvements in the way WASH services are delivered to the poor; and 3) Advocating for change within the sector through collaboration with other WASH funders and by challenging the sector to adopt approaches with the potential for greater impact. Osprey also provides funding for academic research to select educational institutions.

Billions of people lack access to safe, reliable, and affordable WASH services. This has profound consequences for their health and welfare, especially for children. Conventional models for addressing this challenge, which focus narrowly on installation of hardware (taps and toilets), often fail to deliver sustainable WASH services or to reach the people with the greatest need.

As a private foundation, Osprey plays a catalytic role that complements and leverages funding from communities, governments, aid agencies, and multi-lateral organizations. Osprey supports initiatives and partners that work to strengthen the local systems for delivering sustained WASH services through integrated, multi-pronged programs that include: expanding the supply of desirable and affordable products and services, increasing the availability of funding, fostering supportive policies and regulations, monitoring performance accurately, and, where needed, stimulating demand. Systems change is typically a more challenging, longer-term, and less direct approach than solely installing hardware, but it's the only way to support improvements that are truly sustainable and scalable. Osprey can also take risks

on innovative models that are at too early a stage for many other funders. Osprey pursues these strategies because they yield the biggest social return on Osprey's investment and because Osprey has the flexibility to support efforts with indirect, long-term benefits.

Osprey supports select WASH initiatives, NGOs, and social ventures with grants, impact investments, and expert advice on strategy, funding, and operations. Osprey focuses its WASH program in sub-Saharan Africa and Latin America, with limited activities in the Middle East.

Osprey's Approach

Promoting Systems Change

Osprey advances systems change to ensure the sustainable delivery of WASH services by:

- Participating actively in sector-wide initiatives that promote systems change approaches, such as the Agenda for Change, a network of organizations dedicated to demonstrating how to deliver sustainable WASH services to everyone in a given district by fostering effective working partnerships among critical governmental, community, and private-sector stakeholders.

Sustainable WASH projects require ongoing maintenance, local funding, supportive policies, and performance monitoring. (Photo: IRC)



- Supporting organizations, such as Water for People and IRC, that strengthen systems through capacity building and service delivery that is integrated into local systems.
- Encouraging other implementers and funders to pursue and support systems-based approaches.

Seeding Innovative Models

Osprey seeks out and supports innovative models with the potential for game-changing improvements in the way that WASH services are delivered to the poor at scale. For example, Osprey supports:

- Sanergy, a venture that provides clean and affordable sanitation in poor urban areas of Nairobi, Kenya. Sanergy has pioneered a scalable business model that provides complete sanitation services without sewers by providing toilets where people live, work, and study in the community, safely collecting the waste, and then converting the waste into saleable products.
- Safe Water Network, which offers clean and affordable drinking water to poor communities in Ghana and India through locally operated, highly efficient kiosks. It is building evidence of and sharing knowledge about how small water

enterprises are an effective, cost-efficient, and sustainable approach ready for wide-scale adoption.

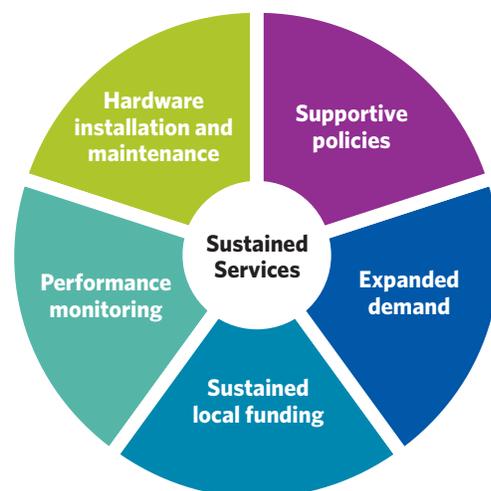
- Sector-wide initiatives that go beyond support for individual ventures to identify barriers common to multiple providers and to find better ways to overcome those challenges.

Advocating for Change in the Sector

Osprey amplifies the impact of its own grant making by catalyzing collaboration and change within the WASH sector. Osprey seeks to influence the priorities and programmatic choices of WASH funders, implementers, and enablers by:

- Encouraging more funders to focus attention and resources on supporting the sustainability of WASH systems and backing innovative models. Osprey is building partnerships among WASH donors that are committed to these priorities and that can achieve greater collective impact by working together.
- Generating and sharing ideas on new ways to make real progress in delivering efficient, sustainable WASH services at scale. By taking a critical look at the assumptions and incentives that drive the WASH sector, Osprey challenges itself and others to find better ways to serve the poor.

Osprey's Integrated Systems Change Approach



The Osprey Foundation does not accept unsolicited proposals.