



your water  
purification expert

## AQUATABS IN AFRICA

### Maina Wanjigi Secondary School Eastleigh, Nairobi

#### Maina Wanjigi

Secondary School is a public mixed day and boarding (Girls only) facility located along the 4th street of Eastleigh Section 1. The school is entering its 30th year in 2019 and has grown from 160 students to over 600.

Aquatabs were privileged to visit the school last year to see how Aquatabs Flo, the small but powerful water purification unit, was helping to change the lives of the teenagers within the school.

#### Madame Rajab

The school principal has had an amazing impact since taking over the reins of the school. Driving funding for critical milestones and campaigning for many years to reclaim school land which had been taken over as an informal settlement.



Of the many challenges facing the school; encouraging teenagers at an impressionable age to stay within the education system is of paramount importance. Reclaiming the land now empowers the staff of the school to fund-raise for male dormitories, enabling teenage boys to once again board at the school. With less distractions, Mrs. Rajab is convinced that more boys will reach college from the area.

#### So - Where does Aquatabs Flo fit into the story?

Along with the challenges of keeping as many as 600 students in school every day, was the lack of safe, clean water. Old pipes and contaminated drinking water within the community of Eastleigh caused outbreaks of typhoid and other water borne disease throughout the neighborhood. These outbreaks not only disrupted the school day, but in many cases, students who were unwell and left the school to recuperate, did not come back to finish their education.

#### **"LESS HOSPITAL VISITS,**

The introduction of **Aquatabs Flo** has changed this forever Mrs Rajab advises, "We thank God that our school was offered the chance to try the Aquatabs Flo. There are no more stomach aches for any boarders in the school, less hospital visits and reduced medication costs. "We are all so very happy to have safe, clean water every day; feeling well helps our students concentrate on their studies"

#### **REDUCED MEDICATION COSTS"**

SINCE FEBRUARY 2018, Medentech, in partnership with Impact Water, a global social business, have focused on installing Aquatabs Flo™ in over 8,000 schools in Kenya, Nigeria and Uganda.

Employing local Service Engineers and Customer Service representatives, each country secures local employment through social entrepreneurship, ensuring that both private and public schools receive a cost effective solution towards achieving a duty of care for their students.

### How Does it Work?

AQUATABS FLO treats up to 180,000 litres of water.

COST PER CHILD per year as low as USD \$0.04

(equating to circa 13% of water and lighting budget offered by the Government in Kenya)



### HOW TO INSTALL

WITH NO POWER REQUIRED, INSTALLATION IS EASY (30 MINUTES)

A LOW COST FOLLOW-ON CARTRIDGE CAN BE REPLACED BY THE END USER.

**Distribution models** can blend full-cost recovery sales with cross-subsidies to reach the most vulnerable.

**Blended finance** (grants, debt, and equity) support social enterprise models.

**Donor support** can immediately scale and accelerate impact.

### CUSTOMER ENGAGEMENT - The 3 Ms

#### MEASURE

Customer visits are arranged to assess and *Measure* current water supply requirements for the client. Once the service engineer has completed the assessment, the Aquatabs Flo is installed. An *Aquatabs Guardian* can be appointed from the school students and trained alongside the school caretaker.

#### MONITOR

The customer service team input all relevant information onto a monitoring system.

Monthly follow up calls to *Monitor* correct and consistent use of Aquatabs flo are a vital part of customer relationship.

#### MAINTAIN

Automated SMS and e-mail engagement ensure to *Maintain* direct contact with the customer to remind replacement of unit and follow up on customer may have about the Aquatabs Flo



FOR FURTHER INFORMATION ON AQUATABS FLO

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