



# Support for the Private Sector in Sanitation EMW in Vietnam, Cambodia and Lao PDR

## Session 3d: Working effectively with the enabling environment

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# What existing support to private sector roles is provided by the public sector?

Support is not provided to the private sector unless it is a requirement of an international development program in that locality

**Vietnam:**

No direct support from NRD/NTP or any other government sources

**Cambodia:**

No direct government support for the private sector

**Lao PDR:**

No direct government support for the private sector

# Key constraints to private sector roles caused by their wider environment or context

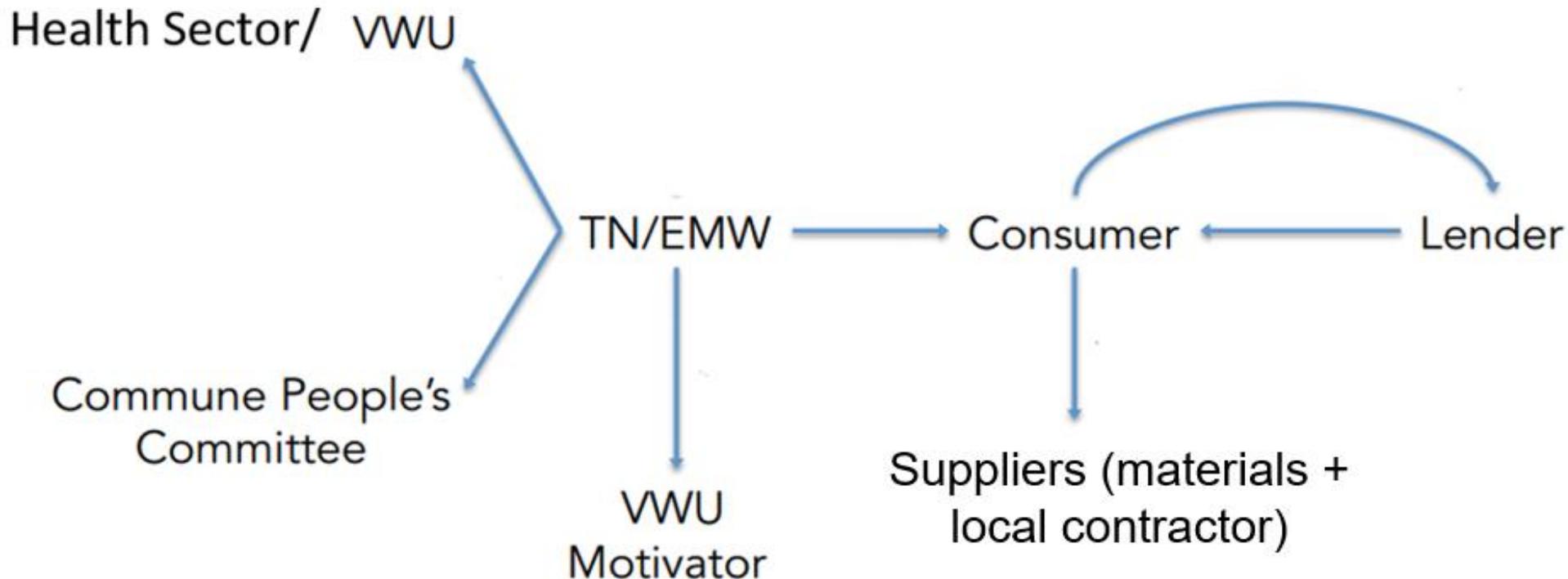
- The **margin** for latrine business is **too thin** and cannot sustain local businesses with one product (HH latrines, even including the construction of superstructure)
- In low-land areas, consumers have many options to source materials and construct/install latrines. **Demand is inconsistent.**
- In remote areas, the market for latrine suppliers is not viable due to **transport costs**, and the customers demand a simple, cheap latrine and superstructure.

# Aspects of private sector activity that could benefit from public sector support and regulation: three countries

- Develop and promulgate a **minimum technical latrine standard**
- Support the private sector through funding for **research and development**: for example: affordable latrines, shelters and handwashing devices
- Guarantee a quota of **loans** for sanitation for poor households
- Support **demand triggering**
- Provide financial support for **poverty targeting**

# Case Study: EMW Engagement with public sector to better enable effective roles for private sector: **Vietnam**

Established a sanitation **'ecosystem'** that creates conditions for demand by motivating each party to do various work under the project.



# Case Study: EMW Engagement with public sector to better enable effective roles for private sector: **Vietnam**

**> 135,000** latrines constructed by poor, near poor and economic hardship households

Delivery costs far lower than other approaches while leveraging massive local investment



Women's Union members from the Mekong Delta work with their provincial latrine database

# How can Civil Society Organisations (CSOs) support cooperation across all actors?

