

Networking is our business

5 YEARS OF GERMAN WATER PARTNERSHIP



German Water
Partnership

Solutions you can trust.

Our partners:



The
Federal Government

German Federal Ministry of Economics
and Technology (BMWi)

German Federal Foreign Office (AA)

German Federal Ministry for
the Environment, Nature Conservation
and Nuclear Safety (BMU)

German Federal Ministry of Education
and Research (BMBF)

German Federal Ministry for Economic
Cooperation and Development (BMZ)

Dear readers,

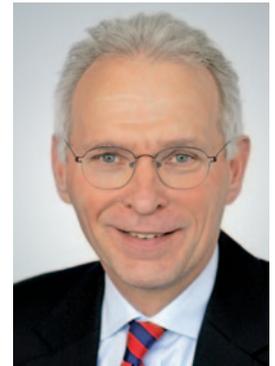
Five years ago the idea of a strong network of companies, institutions and organisations from the German water sector promoting German water expertise all over the world became reality. On 8 April 2008, German Water Partnership was established and today we are proud to look back on what we have achieved ever since. From the beginning our initiative has been supported by the German government, namely by our five partner ministries. After having started with 130 members, during the last five years we were able to fill many people with enthusiasm for our idea and now our network has expanded to more than 350 members from all fields of water management and research. We can legitimately claim that the composition of our members embodies the entire range of water management.

Water management is an issue of utmost importance in the face of the climate change. Access to clean drinking water and sanitation forms the basis for fighting hunger and poverty. The United Nations set the Millennium Development Goal to “halve by 2015 the proportion of the population without sustainable access to safe drinking water and basic sanitation.” German Water Partnership has taken up the cause and contributes to achieving this goal by making cutting-edge German technology and know-how accessible to everybody. We cultivate contacts with governments, organisations, associations and companies all over the world, having signed memoranda of understanding with a number of different organisations. Many of these contacts have led to respectable results, like the creation of the Training and Competence Centre Karlovac in Croatia and the research project Semi-zentral China for the implementation of a supply and treatment system. And there are a lot more projects to exemplify

the successful development of our network, a cross-section of which we present in the second part of this brochure.

To promote German water knowledge worldwide, German Water Partnership organises a variety of international events. We are the central contact for all enquiries with the German water sector, covering all its fields: from research institutes over consultants, equipment manufacturers and construction companies to public utilities, private operators and associations. German Water Partnership unites all branches of the water sector under one roof: municipal and industrial water management, water and waste water, business and development cooperation.

Our network can only be as strong as the commitment of the people who form it. Thanks to all who contributed to the success of our first five years! I am confident about the future of our network and I am looking forward to seeing it prosper in the next five years.



Michael Beckereit
Chairman of the Board of German Water Partnership



The modernisation of water supplies and sanitation is an issue of global importance. There is considerable need for investment in this area—particularly in developing countries and emerging economies. Dynamic economic development within these countries creates the need for new solutions in the areas of infrastructure and environmental protection. This opens up major opportunities for German companies working in this field.

The German Water Partnership e. V. initiative plays a key role in harnessing this potential. It brings together companies, public and private-sector plant operators, consulting engineers and the German water and water technology sectors and enables them to pool their knowledge and expertise for the international markets. In the five years since its establishment, the German Water Partnership has become a renowned and self-supporting umbrella brand for German exporters. It is the central point of contact for anyone interested in German water technology and seeking competent assistance. This brochure is an impressive testimony to the joint success that has been achieved.

With its focus on selected target regions in 15 regional sections, the German Water Partnership has a similar set to that of the “New Target Markets” initiative launched by the Federal Ministry of Economics and Technology. With both initiatives designed to boost trade with selected emerging economies and developing countries, and to support German companies venturing into new export markets, synergy effects would be most welcome. The Federal Ministry of Economics and Technology will continue to support you through its instruments designed to promote foreign trade and investment.

I would like to congratulate the members and supporters of the German Water Partnership on its fifth anniversary and wish you every success for your future work.

Sincerely yours,



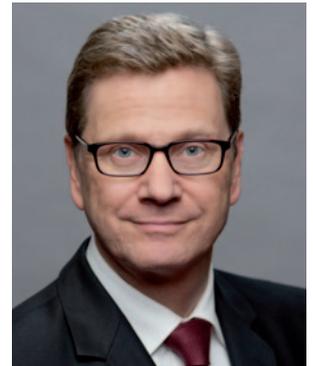
Dr Philipp Rösler
Federal Minister of Economics and Technology

Germany has benefited substantially from globalisation. Due to their high competitiveness, German companies have been able to further extend their presence and success on the global market. With a good mix of innovation, professionalism and skills, also small and medium-size enterprises have been able to successfully reach out internationally.

As Germany's Foreign Minister, I am particularly pleased that the promotion of German economic interests in the world is solidly based on close cooperation between government institutions and vocal, strong business associations such as the German Water Partnership.

Water is a critical resource. Given the additional stress climate change is putting on limited resources and the increased demand due to economic and demographic growth, both technological and political solutions are needed. There are more than 260 international water basins worldwide; therefore transboundary water management and regional cooperation are essential. The Water Initiative for Central Asia ("Berlin Process") is an offer by the German Federal Government to the countries of Central Asia to support them in water management and to make water a subject of intensified transboundary cooperation. Also here, the Federal Foreign Office cooperates with the German Water Partnership and hopes to intensify this cooperation in the future.

I warmly congratulate the German Water Partnership on its first five years of successfully coordinating the German water sector with foreign partners and hope that it continues to prosper.



Dr Guido Westerwelle
Federal Minister for Foreign Affairs



“Water is much more important than oil”. This unambiguous statement by the Crown Prince of Abu Dhabi at the World Future Energy Summit 2013 sums up the importance of water as a resource—not only for the Gulf States, but also worldwide. As stated in the 4th World Water Development Report, water “is the only medium that links sectors and through which major crises can be jointly addressed”.

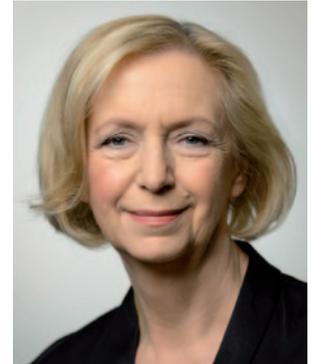
Efforts therefore have to focus on the development and implementation of concepts that address the links between different areas of water use, like water supply, energy and agriculture, alleviate conflicts of use and generally improve efficiency and productivity. These solutions need to be adapted to usage requirements and to the political, economic and social situation, taking account of ecological framework conditions.

The close cooperation between the Federal Environment Ministry and the German Water Partnership therefore focuses on expertise and know-how transfer in the regulative and technical area, and the establishment of suitable frameworks in partner countries, like successfully setting up a training and competence centre in Croatia. The German water sector stands for sustainability and high quality, and is in great demand as an international partner. However, simply transferring water supply and disposal systems that are already well established in Germany and other industrialised countries is not always the key to success. Adapted and flexible concepts are required. The German Water Partnership pools the experience, know-how and expertise of its members to develop such concepts and implement specific solutions. Additionally, the German Water Partnership benefits from cooperation with five German ministries.

Our common goal is to secure and strengthen the German Water Partnership’s position as an interface between players in the German water sector geared towards international cooperation and interested parties and partners from all over the world.

Peter Altmaier
Federal Minister for the Environment, Nature Conservation and Nuclear Safety

The sustainable management of water resources is one of the greatest challenges for the world in the 21st century. Global water consumption has approximately tripled since the middle of last century—and this trend is expected to continue as the world’s population continues to grow. Climate change, demographic change and urbanisation are all adding to the pressing water problems experienced in many parts of the world. This applies not only to developing countries and threshold economies, but also to industrialised countries. To meet these challenges, we need high-quality water research and effective water management. The translation of research results into innovative practical applications must be accelerated. Germany’s Federal Government realised this at an early stage and established the political framework for action by launching the High-Tech Strategy for Germany.



With the support of the German Federal Ministry of Education and Research (BMBF) as well as other ministries, the German Water Partnership (GWP) has succeeded in combining the strengths of German water management and water research and in coordinating international initiatives in these fields. Thus, in addition to other major elements like the BMBF funding initiative for Sustainable Water Management (NaWaM), GWP represents an outstanding example of how innovation strategies are being put into practice. In setting up its regional sections, GWP has created an important tool that enables joint projects, helps to develop custom-made water management solutions to meet the needs of the partner countries, and serves to establish long-term contacts. This is an excellent basis to strengthen the competitive position of the German water industry on the future global water market.

Looking ahead, I see the German Water Partnership—which now has more than 350 member organisations—moving forward as an important strategic forum to promote innovation in the water sector. Let us continue on this successful and promising path.



Prof Dr Johanna Wanka
Federal Minister of Education and Research



Water determines development opportunities—for people and for nations. Water creates peace and quality of life. Water is a habitat and an economic factor. That is why water is a particular focus of German development cooperation. Many countries see Germany as a role model when it comes to dealing with water resources. Germany shows them how to do it, whether we are talking about providing clean drinking water, or the importance of sanitation and waste water management, or keeping our waters unpolluted and protecting watersheds. What is more, the excellence of Germany's water sector is internationally recognised and its expertise is in high demand. The German Water Partnership (GWP), which was founded in 2008, provides a platform for commercial enterprises, scientific institutions and the public sector, bringing together skills and know-how, managing information and offering expert support for problem-solving.

Today the GWP is an acknowledged player in the field of development cooperation. The GWP regional sections such as South-East Europe, Maghreb, Egypt, Jordan and Vietnam provide a valuable basis for exchange and interaction between the development policy portfolio, research projects and initiatives sponsored by the German water sector. My ministry and its implementing organisations are therefore partnering the GWP in various contexts, for example, in the advisory board, in working groups for the development and implementation of the Capacity Development Strategy, or in connection with vocational training. Water supply is also immensely important for the energy, agricultural, health and environmental technology sectors—and vice versa. I am therefore very pleased that the GWP will continue with true commitment on its chosen path of internationalisation and networking. I wish the organisation every success and look forward to continued successful collaboration.

Warm regards,



Dirk Niebel
Federal Minister for Economic Cooperation and Development

Our strong network.

Whether in our various committees, like the task forces, the working groups or the regional sections, at international water events or together with national and international partners in projects or initiatives—our networking activities are as varied as our members. Find out more about us on the following pages.

2008: A vision becomes reality

Germany looks back on 150 years of water management and research. Reconstruction after two wars that devastated the most part of the infrastructure produced one of the most modern and sophisticated water and waste water systems in the world. Today, drinking water supply and sanitation in Germany are universal, unlike in large parts of the rest of the world—time to export our technology and knowledge to those countries that lack sustainable water management and, often enough, water itself. According to the German Engineering Federation (VDMA), Germany is the biggest exporter of water and waste water technology worldwide with an approximate share of 20 percent.

In March 2008, a founding appeal was made to the German water branch: the idea was to create a network that promotes the export of German water know-how and technology. From the beginning, the network declared its support for the Millennium Development Goals agreed on by the United Nations.

Founding appeal of German Water Partnership

What we build on:
Germany's water competence

What we strive for:
greater influence on international markets

What we plan:
a new platform with a strong brand

What you can contribute:
your knowledge and your commitment

Strong partners support the initiative

On 8 April 2008, the founding meeting and the first general meeting took place. Our newly born network German Water Partnership e. V. started with 130 members. From the beginning, the German government supported our initiative with five federal ministries acting as partners:

- › the German Federal Ministry of Economics and Technology
- › the German Federal Foreign Office
- › the German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety
- › the German Federal Ministry of Education and Research
- › the German Federal Ministry for Economic Cooperation and Development

Beside the ministries, German Water Partnership collaborates with institutions and organisations like Gesellschaft für internationale Zusammenarbeit (GIZ), the German promotional bank Kreditanstalt für Wiederaufbau (KfW) and with chambers of foreign commerce and Länder initiatives. The network also works together with German associations like DWA, the Deutscher Verein des Gas- und Wasserfachs (DVGW), the German Association of Energy and Water Industries (BDEW), the Verband Kommunaler Unternehmen (VKU) and the Federation of German Industry (BDI).

First presentation at IFAT 2008

Not much later, in May 2008, German Water Partnership introduced itself with a joint booth at IFAT in Munich. The presentation at IFAT 2008 proved a huge success: the first cooperation projects among members in the fields of research and development were initiated here. By the end of 2008, the number of our members had already risen to 176 and has been increasing ever since.



GWP at IFAT 2008

The booth was opened by the then Minister for the Environment, Sigmar Gabriel, who declared: "With German Water Partnership we want to concentrate and strategically position the widespread competence of the German water sector: of the companies, the professional associations, the research institutes and the administrations."

The mission: Paving the way for innovation

Enhancing the position of German industry and research in international water markets and making German water expertise and technology a household brand in the world is our paramount goal. Our core competence is a comprehensive knowledge of all aspects of water management and expertise in networking. On this basis, our board of directors, which is comprised of experts from all fields of water management and thus adequately represents our members, has mapped out our strategy for the next years. The six goals aim at expanding the services and intensifying the networking.

OUR STRATEGY:

➤ Strategic positioning as the central contact for enquiries from abroad

German Water Partnership provides foreign customers with individual information and promotes communication and initiation of business with its members and partners.

➤ Expansion of internal communication

Through its committees, at the annual conference and on its website, GWP offers a broad variety of opportunities to exchange information and experience.

➤ Raising the profile of German water industry and research abroad

At international congresses and conferences GWP presents and explains the competence and unique position features of German water industry and research.

➤ Networking and cooperation with professional associations, organisations and ministries

Continuous exchange and cooperation between GWP and professional associations, organisations and ministries strengthens the position of German water industry and research on international markets.

OUR GUIDELINES:

SUSTAINABLE USE IWRM · ground water management
resource efficiency · prevention of water pollution

SECURE SUPPLY water production · distribution and storage
infrastructure · drinking water purification

EFFICIENT TREATMENT sewage and sludge treatment · infrastructure
water and energy · industrial water management

CAPACITY DEVELOPMENT good governance · strengthening of structures
academic and vocational education and training · regulations and standards

and new markets

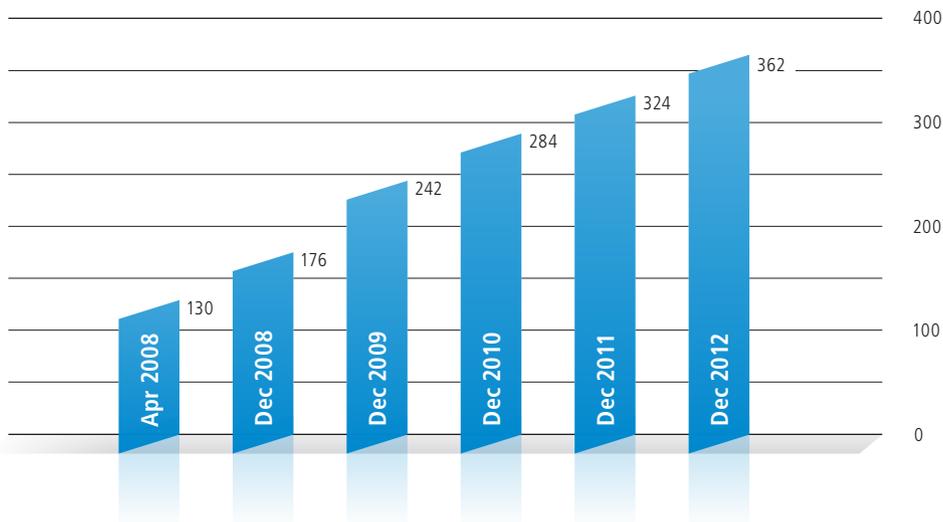
➤ Expansion of the international network in the focus countries

The regional sections within GWP are the main instrument for creating a network for its members in the focus countries in order to strengthen the position of German water industry and research under consideration of regional characteristics.

➤ Intensifying networks of industry and research

GWP facilitates communication between companies and research institutes, and makes an effort to break down barriers to innovation and to improve the marketing environment of the German water industry.

OUR NUMBER OF MEMBERS:

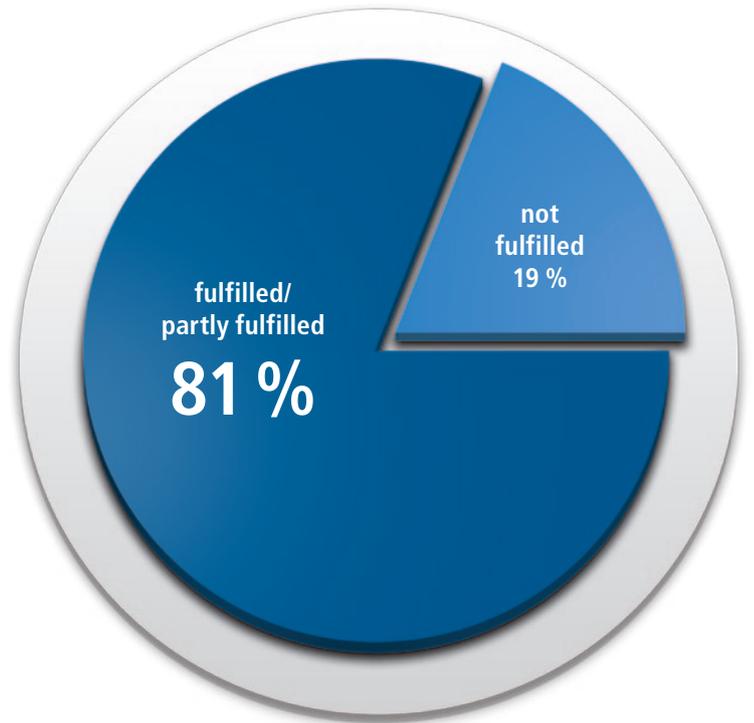


Within five years the number of members has almost tripled and the network is still growing.

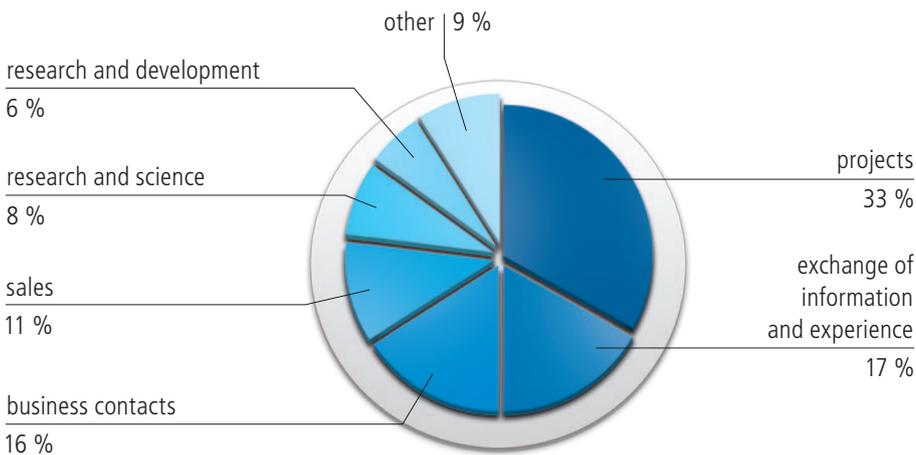
Expectations fulfilled

Have your expectations of membership been fulfilled/partly fulfilled?

In summer 2012, we conducted a membership survey to find out about the level of satisfaction of our members. The results show a high degree of content. Most of our members see their expectations of the membership fulfilled. They have made valuable contacts and well over 80 percent of our members say they have already benefitted from the concentration of competence of GWP. No reason to lie back, but motivation to do even better in future!



What kind of cooperations with other members have arisen so far?



One of the main motivations for our members to join us is to find new cooperation partners. And rightly so! For two thirds the membership brought new opportunities of cooperation.

Spreading the news

Read about us

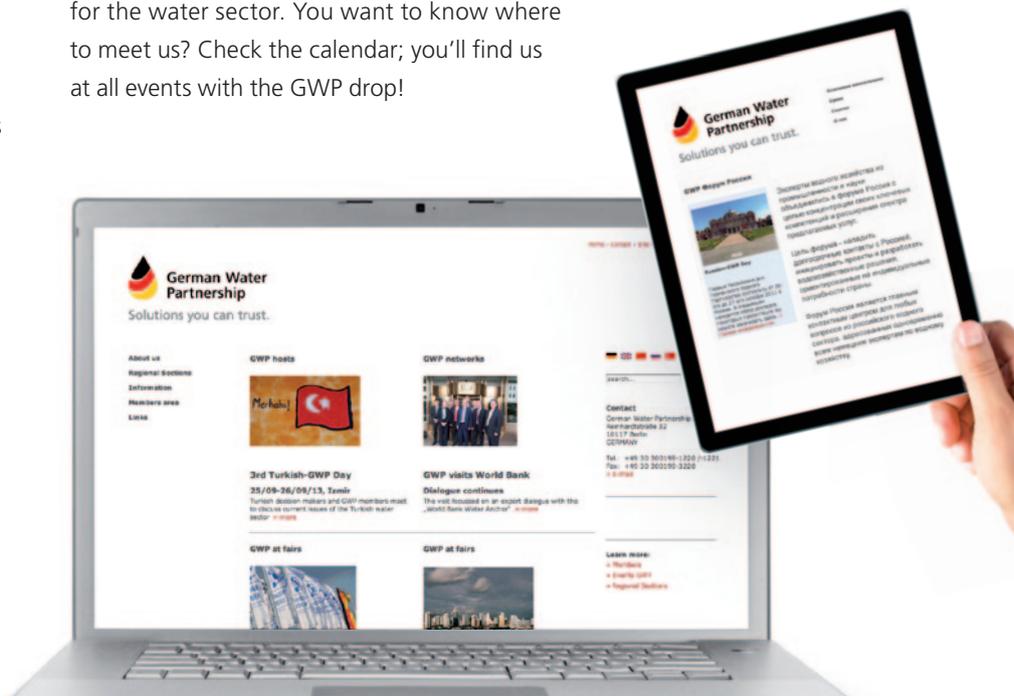
Our "Index of members" contains every member company from A to Z with full contact data, indicating their main fields of work. The index is updated on a regular basis, two to three times year. The flyer "Gateway to German Water Expertise" gives a compact overview of what we stand for and what we offer and is available in eleven languages: English, German, French, Croatian, Romanian, Turkish, Russian, Chinese, Vietnamese, Arabic and Farsi. Our range of media also comprises CDs on the German water sector and information on special issues like trenchless technologies in pipeline construction. We regularly publish articles on various issues in national and international magazines.



Just one click away

Our website offers comprehensive information on all aspects relating to water, our members, our events and publications. At the moment we provide online information in German, English, Russian, Turkish and Chinese. The member database contains all our members with their contact data, portfolio and references. You are looking for a supplier of pumps, a construction company or a research institute? Here you will find it! Our members present their latest projects: the collection proves the broad range of knowledge and technology our members have to offer. By the way, 89 percent of our members say that their expectations of their membership concerning business

contacts have been completely or partly fulfilled. We also publish an international event calendar for the water sector. You want to know where to meet us? Check the calendar; you'll find us at all events with the GWP drop!



Driving the progress



THE ANNUAL CONFERENCES

Keynote speakers at the GWP annual conferences

2013: Ms Cornelia Pieper,
Minister of State at the German
Federal Foreign Office

2012: Dr Bernhard Heitzer,
State Secretary at the German
Federal Ministry of Economics
and Technology

2011: Mr Hans-Jürgen Beerfeltz,
State Secretary at the German
Federal Ministry for Economic
Cooperation and Development

2010: Dr Georg Schütte,
State Secretary at the German
Federal Ministry of Education
and Research

2009: Ms Astrid Klug,
State Secretary at the German
Federal Ministry for the Environ-
ment, Nature Conservation
and Nuclear Safety

Our annual conferences are held together with the general meetings in the first half of every year, in Berlin. They are open to all involved in water management and research and are the main instrument for taking stock of the past year's work and determining the GWP strategy and activities of those to come. They provide a platform for discussion of internal issues as well as for networking with external partners like the ministries, GIZ, chambers of foreign commerce or KfW, and have been the scene of many a lively exchange of views. Over the years they have become a popular and esteemed event for both members and international guests.

International guests bring an inter- national perspective

While at the first conferences the main focus lay on the creation and the development of the internal structures, objectives and networking of German Water Partnership, in time the emphasis shifted onto external contacts and activities. In 2012, GWP was

proud to welcome international guests from the Arab Countries Water Utilities Association, the European Water Partnership, Turkey, China and the Russian Federation to the annual conference. The development shows how firmly German Water Partnership is established in the international water community today.

Networking as the foundation for progress

During the conferences, members and guests discuss in workshops or at round tables the strategic orientation of German Water Partnership. Together with international partners they examine country or region-specific challenges, needs and particularities to better meet the requirements of the different markets. At the conferences, contacts are established or cultivated and cooperations consolidated. They are a unique occasion for members and guests to get to know each other and find common ground for cooperation and collaboration.

Advancing the network

THE GWP TASK FORCES

A significant part of the practical work of German Water Partnership is organised in task forces. Here, our members discuss selected issues, they draw up strategies and determine the activities of the network. At the moment there are three task forces working:

▶ Information and Marketing

The Task Force Information and Marketing determines the marketing strategy of the network. It kicked off the website and the flyers and brochures, set up working groups for trade fairs and discusses new approaches.

▶ Innovation and Scientific Cooperation

The Task Force Innovation and Scientific Cooperation wants to function as a go-between for universities and industry. It works together with the GWP working groups to assist them in problems related to R&D projects and access to funding. Through the active participation of the German Ministry of Education and Research, the task force is involved in formulating research strategies and assists the working groups.

▶ Central Issues

The work of this task force takes place in the four working groups assigned to it: Capacity Development, Financing, Industrial Water Management and Water & Energy.

Left page: The GWP annual conferences are the main instrument for taking stock of the past year's work and determining future activities.

This page: The task forces work at general issues. If necessary working groups are assigned to them to tackle more specific subjects.



(Wo)men at work

The working groups within German Water Partnership pursue specific water-related subjects. At the moment there are four active working groups. Their mutual goal is to draw the attention to their respective subjects—internally and externally.

Capacity Development

is one of the core instruments for achieving the Millennium Development Goals. The main objective is to make Germany a leader in capacity development in the water sector. Consequently, the working group has formulated a strategy entitled “Development needs water—Qualified in Germany”. Against this background, German Water Partnership staged the first GWP Day: Capacity Development in the Water Sector, in 2013. For the first time there is active cooperation between ministries, German development cooperation and stakeholders in capacity development.

Financing

is the basis for all business. The working group deals with commercial financing, donor financing and EU funding as well as bankable solutions and equity capital. In this context it works together with international financial institutions and, among other things, organises workshops e. g. with the main German promotional bank KfW, and maintains an expert dialogue with the World Bank Group, started in 2011 and which will be expanded to other institutions like European Investment Bank, the European Bank for Reconstruction and Development and the African Development Bank.



At the 1st GWP Day: Capacity development in the water sector, stakeholders from throughout the water sector discussed the joint strategy “Qualified in Germany”.



The Working Group Financing is in close contact with KfW in Frankfurt and other financing institutions.



Industrial Water Management

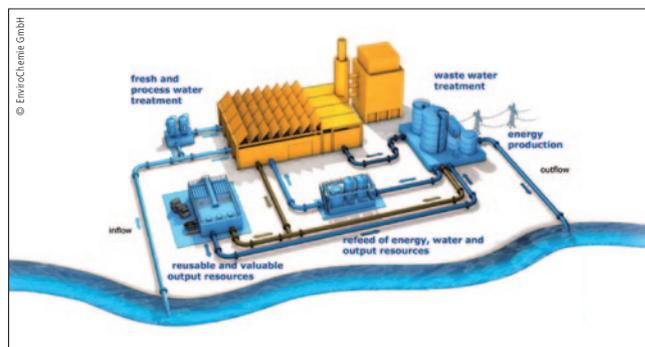
is a key issue in environmental protection. Germany has extensive expertise in this field and the working group strives to make this expertise known to the world by addressing the subject at various occasions on different levels, like Ecwatech 2012 in Moscow and Singapore International Water Week 2012. Industrial water management was one of the main subjects of all Turkish-GWP Days.



Ultrafiltration is a method of cleaning industrial process water without adding chemicals.

Water & Energy

is a rather young but very promising field of work. The water and energy nexus is a central issue in the world as was made clear at the Nexus Conference in Berlin, 2011. Energy efficiency in water management and generation of energy from by-products of waste water treatment are the main topics of this working group. Water and energy was a central subject of the 2nd Turkish-GWP Day in 2012 and in Singapore.



Energy efficiency in treatment processes and generation of energy from by-products of treatment processes are central issues of the Working Group Water & Energy

In all four corners of the world

THE REGIONAL SECTIONS OF A GLOBAL NETWORK

In 2009, German Water Partnership decided to differentiate its international work and concentrate on a number of countries or regions that were considered particularly promising. The regional sections were founded. These 15 regional sections are working groups that focus on one country or region. They take a closer look at its specific economic, political, social, environmental and climate situation to be able to offer adapted solutions to local problems. Along with the head office, the regional sections organise a wide range of activities all over the world.



BRAZIL 
 MEXICO 
 AFRICA
 (project-specific) 

RUSSIA 
 SOUTH-EAST EUROPE 
 TURKEY 
 UKRAINE 

EGYPT/JORDAN 
 GULF STATES 
 IRAN 
 MAGHREB 

CENTRAL ASIA 
 CHINA 
 INDIA 
 VIETNAM 



Africa

Due to the diversity of the continent, the Regional Section Africa works on a project-related basis. In 2012, GWP, together with the Southern African-German Chamber of Commerce and Industry, organised a journey to South Africa to open new business opportunities within the framework of the market development programme of the German Ministry of Economics and Technology. Additionally, GWP held a session and had a joint booth at the AfWA congress and exhibition in Marrakech. The Regional Section Africa cultivates contacts to several governments and organisations in various countries as well as with the African Development Bank in Tunis.



Brazil

The members of the regional section are working on several local projects e. g. in the fields of industrial water management and decentralised drinking water purification. In 2013, GWP will take part in the biennial trade fair FITABES, the biggest event on water management in South America.



Central Asia

In 2008, the Foreign Office launched the Central Asia Water Initiative, which is embedded in the EU's strategy for Central Asia and promotes cross-border river management. The Regional Section Central Asia (Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan, Mongolia) plays a key role in the second phase of the initiative, which started in 2012 and contains further steps towards the implementation in the region. GWP's partner ministries are well integrated in the work of the regional section, as are ministers from various Central Asian countries, scientific institutes and authorities. GWP has also signed several memoranda of understanding with organisations from Central Asia (cf. p. 26).



China

Since 2011, GWP has been organising Sino-GWP Water Days that are held in several Chinese cities, where members present themselves with lectures and a small exhibition. Since 2010, GWP has been involved in the CUWA conferences, holding lectures and taking part in meetings. This involvement will be continued. Furthermore the regional section took part in various trade fairs, received Chinese delegations in Germany, and maintains a Chinese website.



Egypt/Jordan

Since 2011, the regional section has been actively involved in the project Web TT, the goal of which is developing, testing and marketing of technology-specific vocational education courses in package solutions, and which is supported by the German Ministry of Education and Research. The Regional Section Egypt/Jordan is in close contact to the Arab Countries Water Utilities Association (ACWUA) and several other organisations and governments in the region.



Gulf States

The Regional Section Gulf States covers the countries of Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates. Its members take part in a broad range of trade fairs and conferences in the region. In 2010, GWP organised a business delegation's journey to Bahrain in order to establish first contacts (cf. p. 48). The regional section is well networked with the Arab Countries Water Utilities Association ACWUA and the governments of the region.

Let's go! Opening the slide valve of the connecting water line between Berat and Kuçovë, Albania, in November 2011—from left to right: Dirk Niebel (German Minister for Economic Cooperation and Development), Stefan Girod (GWP), Fatmir Shehu (Water and Sewerage Berat & Kuçovë), Jürgen Wummel (Sachsen Wasser GmbH)

 **India**

India's water infrastructure corresponds by no means to the economic weight the country has in the world. GWP members took part in Everything about Water in 2011, staged a country special India at IFAT ENTSORGA 2012 and held lectures at the Asia-Pacific Conference in New Delhi in 2012. In October 2013, the first Indian-German Water Partnership Day will take place in Bangalore. Also in October, the network will be a partner of the first IFAT India.

 **Iran**

The section keeps close contact to the Tehran Water and Waste Water Company and the Iranian National Water and Waste Water Company. It's a fertile relationship with mutual visits and participation in trade fairs and conferences. There are three working groups active within the Regional Section Iran, dealing with well management, energy efficiency and network monitoring. These working groups were created in the context of the IWRM project Isfahan (cf. p. 37).

 **Maghreb**

The Regional Section Maghreb has long-standing relationships in the region. Since 2009, the regional section, covering Algeria, Morocco and Tunisia, has been in close contact with ONEE (Office National de l'Électricité et de l'Eau Potable) and PC2E (Pôle de Compétences Eau et Environnement) in Morocco. In 2011, it was represented at WATEIC in Marrakech and in 2012, GWP organised a business delegation's journey to Casablanca together with AHK Morocco.

 **Mexico**

The Regional Section Mexico was the first working group within GWP that focused on a South American country. Mexico faces massive deficits in sewage treatment that urgently have to be tackled. In 2012, GWP participated in the congress Mega Cities—Mega Chances at IFAT ENTSORGA that, among other things, took a closer look at the problems with waste water treatment in Mexico City.

 **Russia**

The network between GWP members and Russia has many branches. GWP has signed memoranda of understanding with several Russian organisations, the last with the Russian Water and Wastewater Association (RAWW) at IFAT ENTSORGA 2012, where GWP was involved in the Country Special Russia. The other principal partner in the region is Vodokanal of St. Petersburg, the local water and waste water company. In 2011, the first Russian GWP day took place in Moscow.



A Jordan delegation visits the GWP joint booth at WASSER BERLIN INTERNATIONAL 2011.



South-East Europe

The Regional Section South-East Europe has been formed by the merging of the Regional Sections Bulgaria, Croatia and Romania. The main projects of this regional section are the Training and Competence Centre Karlovac in Croatia, a German-Croatian project for capacity building (cf. p. 39), and the commitment to the Danube strategy of the European Union. Two workshops on “Strategic collaboration in south-east Europe” have already been conducted.

Turkey

The Regional Section Turkey works closely with local institutions like the Union of Turkish Municipalities. Representatives of the union attended the two Turkish-German Water Partnership Days that ran so far (cf. p. 24). Since IFAT ENTSORGA 2010, the regional section has been involved in the Country Special Turkey that looks at environmental developments and sewage disposal there.

Ukraine

The principal Ukrainian partner of the regional section is the association Ukrvodokanalekologia. A working group “Water” that is composed of members of both associations explores rehabilitation concepts for water supply networks, and draws up a guideline for cost accounting and rate calculation in collaboration with the Ukrainian Ministry and a National Committee responsible for municipal services. GWP is also deeply involved in the German-Ukrainian government consultations.

Vietnam

One concrete measure being discussed with politicians and decision makers is the setting up of a water competence centre accompanied by the Vietnamese Ministry of Construction and the German Ministry for Economic Cooperation and Development. In October 2012, GWP signed a memorandum of understanding with the Vietnamese Water and Sewage Association VWSA. There are several projects in Vietnam where GWP members are actively involved, e. g. IWAS (cf. p. 41) and AKIZ (cf. p. 38).

Face-to-face

A NEW BRAND: THE GERMAN WATER PARTNERSHIP DAYS

In March 2011, we kicked off a new series of events: the German Water Partnership Days. The idea of an event that addresses country-specific subjects in a mixture of presentations, discussions, workshops and a small exhibition proved successful from the beginning. After the first GWP Day that took place in Ankara, Turkey, GWP Days in Croatia, Bulgaria and Russia followed closely. In February 2013, we extended the concept and staged the 1st GWP Day: Capacity Development in the Water Sector in Berlin. Further GWP Days are planned in the target countries of our regional sections.

Turkey—the ties are cemented

All GWP Days are characterised by the range of high-ranking speakers and guests. At the 1st Turkish-German Water Partnership Day in Ankara we were happy to welcome representatives from the Turkish Ministry of Forestry and Water Management, the Turkish National Committee for Waste Management, the Union of Municipalities of Turkey as well as from the German Ministries for the Environment, of Economics and of Foreign Affairs and numerous other participants from politics, industry, universities and Turkish and German water companies. The event focused on municipal and industrial water and waste water management in Turkey, throwing light on Turkish-German business development and intercultural peculiarities in business relationships.

The 2nd Turkish-German Water Partnership Day, which took place in Istanbul, deepened and diversified the discussions started in Ankara. A panel discussion on financing dealt with the various aspects of public and private financing of infrastructure. The Union of Municipalities of Turkey was the Turkish partner of the event. In workshops GWP members presented solutions and approaches to subjects like non-revenue water, sludge reuse, energy efficiency, sewage systems, sewage disposal in industrial parks, legal aspects, management and capacity building, and discussed them with the participants.

In September 2013, we are looking forward to the 3rd Turkish-German Water Partnership Day in Izmir.



The Turkish-German Water Partnership Days have become a well-known brand among Turkish decision makers and feature high-ranking speakers, right: Dr Helge Wendenburg, German Ministry for the Environment.



General Manager Elena Dovlatova presented the work of RAWW at the 1st Russian-GWP Day in Moscow.

Russia—a strong basis for further steps

On two days in October 2011, participants of the 1st Russian-German Water Partnership Day in Moscow discussed the political and economic prerequisites for international cooperation in water management.

Representatives from Mosvodokanal and St. Petersburg Vodokanal, from the Russian Water and Wastewater Association (RAWW) as well as from the German Ministry of Economics and Technology and the German Embassy in Moscow explained the opportunities and challenges of the Russian water market. The second day dealt with industrial waste water projects, legal security and adapted solutions for large-scale projects in infrastructure. Another issue of discussion were the challenges relating to environmental policy.

A first result of the Russian-German Water Partnership Day was the signing of a memorandum of understanding between German Water Partnership and RAWW at IFAT ENTSORGA 2012 in Munich.

Other GWP Days took place in Croatia and Bulgaria. A 1st GWP Day: Capacity Development in the water sector was held in Berlin in 2013.



The Russian-German Water Partnership Day consolidated the ties between the German and the Russian water sector, right: Dr Bernd Zacharias, Head of Regional Section Russia.

At home all over the world

- 2008**

 - IFAT Munich
 - World Water Week Stockholm
 - IWA World Water Congress, Vienna
 - IFAT China, Shanghai
- 2009**

 - Environment 2009, Abu Dhabi
 - 5th World Water Forum, Istanbul
 - WASSER BERLIN
 - GWP annual conference, Berlin
 - Weftec, Orlando
 - H2O Vietnam, Ho Chi Minh City
 - IWAS Conference, Kiev
- 2010**

 - World Future Environment Exhibition, Abu Dhabi
 - 3rd National Conference on Water and Wastewater, Tehran
 - IFAT China, Shanghai
 - Business Delegation's Journey, Croatia
 - ECWATECH, Moscow
 - Market exploration, Bahrain
 - Expo APA, Bucharest
 - GWP annual conference, Berlin
 - IFAT ENTSSORGA, Munich
 - Business delegation's journey and CUWA Conference, China
 - Saudi Water & Power Forum, Jeddah
 - Water, Tehran
 - 1st Arab Water Week, Amman
- 2011**

 - Everything about Water, Mumbai
 - Infrastructure Middle East, Manama
 - WETEX, Dubai
 - 1st Turkish-GWP Day, Ankara
 - Menawater, Berlin
 - WASSER BERLIN INTERNATIONAL
 - 1st Bulgarian-GWP Day, Ruse
 - GWP annual conference, Berlin
 - Singapore International Water Week
 - WATEX, Tehran
 - 1st Croatian-GWP Day, Karlovac
 - 1st Russian-GWP Day, Moscow
 - Water, Marrakech
 - Saudi Water & Power Forum, Jeddah
 - ACWUA Best Practice Conference, Sharm al-Sheikh
- 2012**

 - Water World Middle East, Doha
 - 16th African Water Association International Congress and Exhibition, Marrakech
 - WETEX, Dubai
 - 6th World Water Forum, Marseille
 - GWP annual conference, Berlin
 - 2nd Turkish-GWP Day, Istanbul
 - Metropolitan Solutions, Hannover
 - IFAT ENTSSORGA, Munich
 - ACWUA Best Practice Conference, Muscat
 - Ecwatech, Moscow
 - Singapore International Water Week
 - Business delegation's journey, South Africa
 - German American Water Technology Exchange Days, USA
 - IWRM Karlsruhe
 - Business delegation's journey, Morocco
 - CUWA Conference, Ningbo
 - Saudi Water and Power Forum, Jeddah
 - SWSSC, Cairo
 - 2nd Croatian-GWP Day, Karlovac
- 2013**

 - International Water Summit, Abu Dhabi
 - 2nd Arab Water Week, Amman
 - 1st GWP Day: Capacity Development, Berlin
 - Delegation Peru/Bolivia
 - WASSER BERLIN INTERNATIONAL
 - IE Expo, Shanghai
 - GWP annual conference, Berlin
 - IndoWater, Jakarta
 - FITABES, Goiânia
 - 3rd Turkish-GWP Day, Izmir
 - Vietwater, Ho Chi Minh City
 - IFAT India, Mumbai
 - 1st Indian-GWP Day, Bangalore
 - Saudi Water and Power Forum, Jeddah

Presenting German water expertise

You can meet us all over the world: whether as speakers or presenters at conferences or symposia, as partners or organisers—wherever there are people discussing water management, members of German Water Partnership will be among them. At many trade fairs our members present themselves at a GWP joint booth. This concept has proved to be very successful and is extremely popular among our members. Participation in international events is one of our most powerful instruments to expand the network: here we cultivate contacts, form new connections and get more firmly established as a brand. Results are fruitful partnerships, joint activities or projects.

Strong partners for a strong network

The Arab Countries Water Utilities Association (ACWUA) has become one of our principal partners in the Arab world. Since 2010, we have been participating together in the Arab Water Week and trade fairs and mutually attend each others annual conferences. In Russia we keep close contact with three associations in St. Petersburg and Moscow. In the United States we engage in the German-American Water Technology Initiative, a platform created by the German-American Chamber of Commerce to promote German water technology in the US.

Cooperation worldwide

We work together with organisations and institutions all over the world. With many of them we have signed memoranda of understanding.

- Arab Region** › Arab Countries Water Utilities Association (ACWUA)
- Central Asia** › Eurasian Water Center Astana, Kazakhstan
› Central Asian Institute for Applied Geosciences (CAIAG), Kyrgyzstan
› Association of Public Utilities Mongolia
- Europe** › European Water Partnership (EWP)
- Germany** › Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)
- Iran** › Ministry of Energy, National Water and Wastewater Engineering Company (NWWEC)
› Teheran Provincial Water & Wastewater Company (PWWC)
- Russia** › National Union of Waterworks (NUW)
› Russian Water Association (RWA)
› Russian Water and Wastewater Association (RAWW)
- South-East Europe** › Croatian Ministry for Regional Development, Forestry and Water Management, Croatian Waters, Vodovod i Kanalizacija d.o.o. Karlovac, Karlovac University of Applied Sciences, Croatian Water and Wastewater Association, Croatian Society for Water Pollution Control
› Aquademica, Romanian-German foundation
- Vietnam** › Vietnam Water Supply and Sewerage Association (VWSA)
› Vietnam Association of Small & Medium Industrial Enterprises
- Ukraine** › Ukrvodokanalokologija



Business delegations' journeys open up new business opportunities

Another effective way to enter new markets are business delegations' journeys which we organise together with German and local partners as well as German chambers of foreign commerce in the target countries. The German Ministry of Economics and Technology often supports these initiatives within the framework of its programme for the opening of new markets. These journeys offer the opportunity for the participants to come in contact with specially acquired potential business partners. We have already travelled to South Africa, Morocco, China, Vietnam and the USA.

German Water Partnership has contributed to various conferences in terms of content:

- › 2010: International project business "No future without water" in Düsseldorf for Wilo
- › 2011: Designing the change together "Actively—Foresightedly—Sustainably" in Berlin for Wilo
- › 2012: Water Scarcity and Urbanisation in China—Challenges and Possible Solutions in Beijing for KfW

bottom left: Minister Dirk Niebel visits a GWP project in Ebquoreyeh, Jordan

bottom centre: from left to right: Dieter Ernst (GWP), Sheikh Ahmad (Omani Minister of Regional Municipalities and Water Resources), Khaldon Khashman (ACWUA) and Hubertus Soppert (GWP) at ACWUA 5th Best Practice Conference

bottom right: Secretary of State Katharina Reiche, Minister of State Dr Marcel Huber and Michael Beckereit (GWP) at IFAT ENTSORGA 2012



The future of the network



INTERVIEW WITH STEFAN GIROD ON THE FUTURE DEVELOPMENT OF THE NETWORK

1. Mr Girod, German Water Partnership has evolved in a remarkable way during the five years since its establishment. What is the network's forte?

“The main strong point certainly is that our members come from all fields of the water branch and hence reflect its full range of products and services. This great variety of knowledge and experience provides a fertile soil for collaboration among companies, between research and industry and of course between members and external partners. For example great new ideas for development cooperation have been generated. On a national level, German Water Partnership works closely with its five partner ministries and we mutually support each others efforts for the water industry. Internationally, the network profits from the connections of its members to institutions and companies in all imaginable countries. These individual connections made accessible to the network bring new contacts and, in this way, all members benefit. One example is the Arab Countries Water Utilities Association ACWUA, which cultivates contacts to individual members but which has also become our principal partner in the region.”

2. Where do you see potential that is not fully exploited yet?

“During the last two years German Water Partnership has increased its engagement in development cooperation. We have acquired a high level of competence here that we want to prove in the years to come. Another point is the need to accelerate the transition of research results into marketable products and services. The proximity of science and industry within German Water Partnership is one of our greatest assets that is not fully used yet. Thirdly, the regional sections within German Water Partnership possess considerable knowledge about their target regions and the prevailing market conditions. Especially SMEs often lack expertise and capacities to explore foreign markets by themselves; they need support and advice—a service that we can provide and want to expand in the future. As a last point, our intention is to further integrate the water and sewerage operators among our members into international projects. There is a high degree of specialist expertise here that’s only waiting to be shared.”

3. Where does German Water Partnership see itself in five years?

“In five years, German Water Partnership will have expanded its international network especially with regard to active partnerships with foreign organisations. Currently we work together with many of them, like the Russian Water and Wastewater Association, the Arab Countries Water Utilities Association, the Vietnam Water Supply and Sewerage Association, the Chinese Urban Water Association or the Union of Turkish Municipalities, to name only some. The cooperation with all these partners will be intensified and consolidated, especially in the field of capacity development which comprises academic education, vocational training and policy advice. In Germany we will reinforce partnerships with German professional associations to boost the export of German rules and regulations and thus lay a solid foundation for the transfer of know-how and technology.”

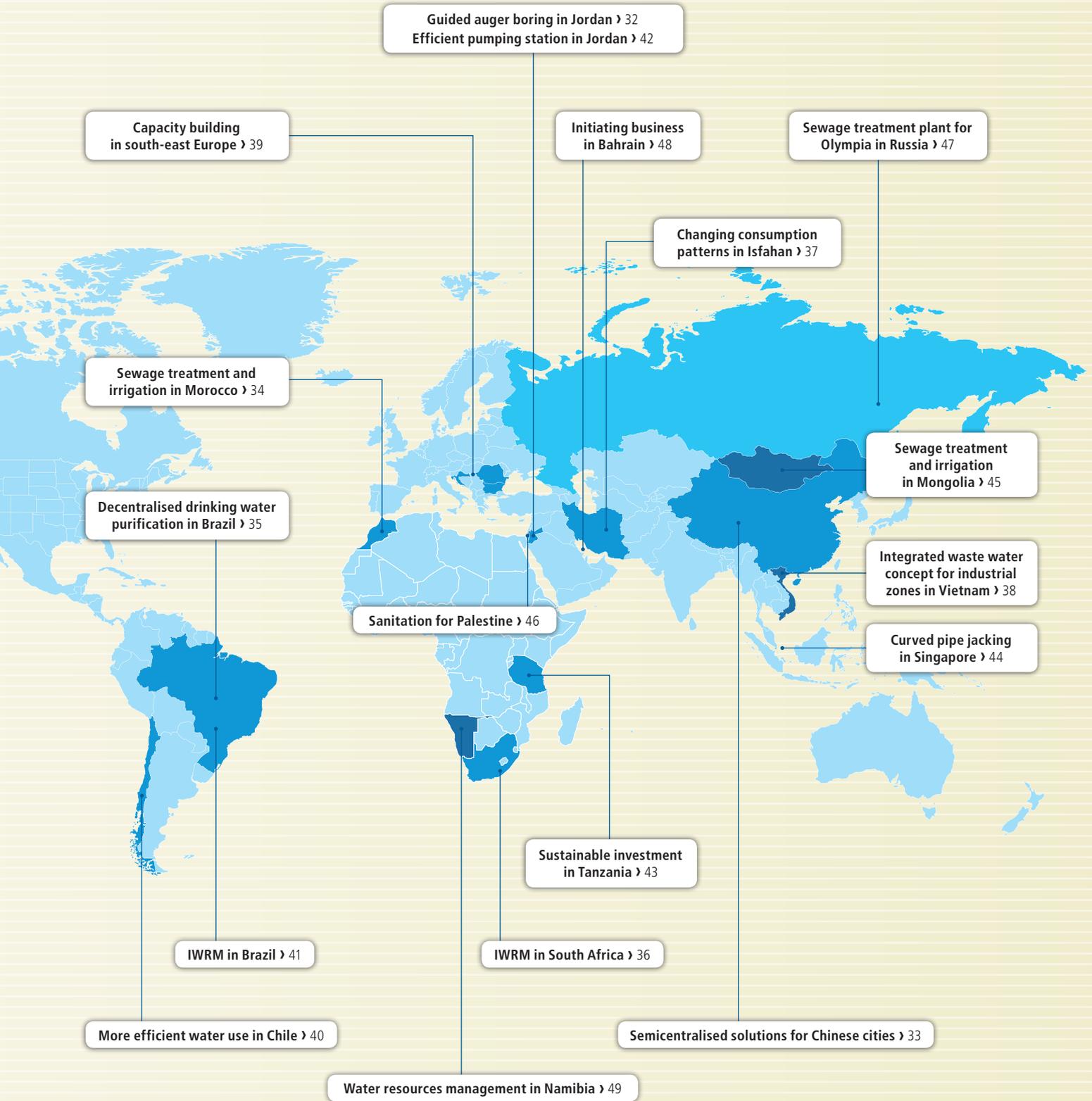
4. What is the strategy the network pursues to achieve these goals?

“We follow the shining example set by the Export Initiative Renewables that, since its start in 2003, has contributed greatly to the international success of German technology in the field of renewable energy. To get there, we will increase the competence of our head office by experts in various fields like research, development cooperation and foreign trade promotion to enhance and expand the services we already offer. We think that the launching of an Export Initiative Water would be a promising instrument to attain our goals.

We are very optimistic that the German Federal Government will support the idea, because the spreading of cutting-edge German water technology can only enhance Germany’s standing on international markets. The political support should lay its emphasis on the small and medium enterprises that are the great drivers of innovation and indispensable if we want to consolidate and expand Germany’s position as one of the leading exporters of water technology and knowledge.”

“Our network has a high degree of specialist knowledge waiting to be shared.”

Stefan Girod was the first director-general of German Water Partnership. The interview was conducted on 16 January 2013, only two weeks before his premature death. With his commitment and his personality he actively shaped the network. We will continue the development, as he would have wished it.



Solutions you can trust.

Decentralised water treatment for growing cities in China? Capacity building
in Croatia? An IWRM concept for a river basin in South Africa?

You will find members of German Water Partnership working at any of these projects
and many more. The following pages give an insight into the broad knowledge,
cutting-edge technology and comprehensive services our members have to offer.

Political instruments take effect

JORDAN: CAPACITY BUILDING BY TECHNOLOGY TRANSFER



Members:

- › Bohrtec Gesellschaft für Bohrtechnologie mbH
- › Herrenknecht AG

Project:

- › Introduction of guided auger boring technology to Jordan: seminars and training courses for clients, customers and consultants, integration of the trainings' contents in university courses.

Highlight:

- › The project is the first result of the GWP workshop develoPPP.de. The programme develoPPP.de supports development partnerships which are jointly planned, financed and realised by companies and development aid organisations.

Funding:

- › German Federal Ministry for Economic Cooperation and Development

In 2012, GWP organised three workshops introducing the develoPPP.de programme of the German Ministry for Economic Cooperation and Development. Participants learned more about the idea, the objectives and the requirements of the programme, and had the opportunity to consult the EZ-Scout at the GWP head office on concrete projects. GWP member Bohrtec was the first participant to successfully apply for a project funding within the develoPPP.de programme.

Infrastructure: the basis of prosperity

Jordan is in desperate need to catch up on infrastructure—not only for water and waste water but also for gas, electricity, and telecommunication. In the face of heavy traffic and dense population in Amman, open construction would only be the second best solution. The project aims to introduce the technique of guided auger boring to Jordan. This method allows the construction of underground infrastructure like pipelines for drinking water, waste water, or other media with a minimum of surface disruption.

Technology transfer from Germany to Jordan

To promote guided auger boring in Jordan, Bohrtec will carry out a pilot project there and train the customer's personnel in working with the boring machines first in Germany and later on that construction site in Jordan. At the same time Bohrtec offers

seminars for clients, consultants and construction companies about trenchless technologies: planning, geological exploration, tenders, selection of the suitable pipe material under the aspects of durability and cost efficiency, acceptance inspection and quality monitoring.

“Our develoPPP.de application profited hugely from the consultation of the EZ-Scout at German Water Partnership.”

Dr Hans-Peter Uffmann,
Bohrtec Gesellschaft für
Bohrtechnologie mbH

Multiplying the effect

In the long run, it is planned to integrate the contents of the seminars into the curriculum of the University of Jordan. In a first step, meetings with professors and university lecturers are planned to achieve multiplier effects for the future.

Keeping it flexible

CHINA: SEMICENTRALISED SUPPLY AND TREATMENT SYSTEM FOR FAST-GROWING URBAN AREAS

In most Chinese cities, as in cities of comparable developing or newly industrialised countries, there are too few local water resources for the rapidly growing population. The cities face enormous challenges concerning the design of systems for water supply, waste water and waste disposal on the one hand, and city and infrastructure planning on the other. Conventional centralised supply and disposal systems suffer the disadvantage that they only supply or dispose of one mass flow and do not consider recycling. Integration of such systems in fast growing urban areas does not make sense because, among other things, they cannot be adapted to dynamically changing structures.

Adaptation to changing structures

In order to tackle this problem of substantial discrepancy between rampant urban growth on the one hand, and the provision of ade-

quate infrastructure for drinking water supply, waste water and waste treatment on the other hand, the project investigates the introduction of semicentralised concepts. In this context the term "semicentralised" means units bigger than single building units but significantly smaller than conventional centralised systems.

GWP as a contact catalyst

The project leader IWAR is a long-time very active GWP member and engaged in various committees. The institute has done research in the context of Semicentral since 2003, focusing on various aspects. Having worked with Kocks Consult for many years, German Water Partnership offered the opportunity to make new valuable contacts and find further competent partners for research and development.

Members:

- › Institut IWAR – Technische Universität Darmstadt
- › Endress + Hauser Messtechnik GmbH & Co. KG
- › HUBER SE
- › Kocks Consult GmbH
- › Passavant-Roediger GmbH
- › Xylem Water Solutions Deutschland GmbH

Project:

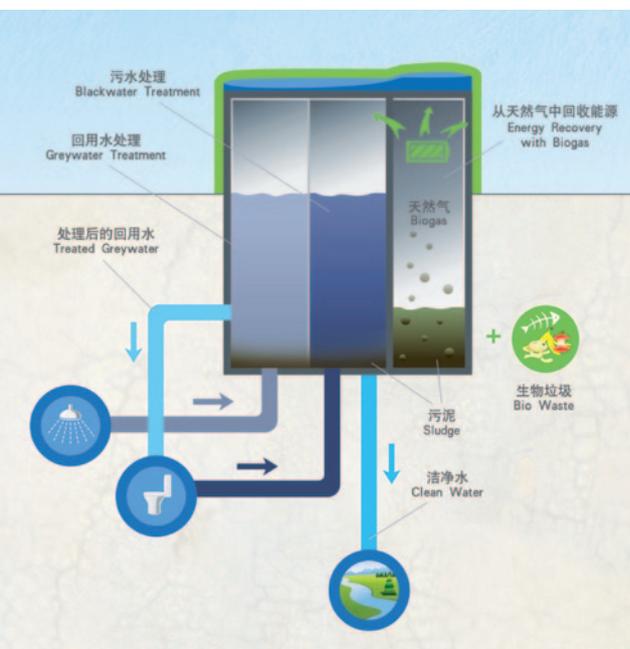
- › Semicentralised supply and treatment systems for fast growing urban areas

Highlight:

- › The semicentralised systems make it easy to adapt to dynamically changing structures.

Funding:

- › German Federal Ministry of Education and Research



Killing two birds with one stone

MOROCCO: SEWAGE TREATMENT AND IRRIGATION FOR MARRAKECH



Members:

- › IGIP – Ingenieurgesellschaft für internationale Planungsaufgaben mbH
- › Lahmeyer GKW Consult GmbH (formerly Pöyry Environnement GmbH)

Project:

- › Marrakech sewage treatment plant, phase 2

Highlight:

- › The outflow of the sewage treatment plant is reused for irrigation and it generates 50 % of its own electricity consumption by using biogas that is produced during sludge digestion.

Demography, economic development and climate change are increasing the pressure on Morocco's already limited freshwater resources. Water quality and environmental protection are other key issues. Marrakech is one of the country's largest cities with a population of over 1.3 million. The Marrakech waste water treatment plant treats more than 120,000 cubic metres per day, nearly all the city's waste water.

Water reuse for irrigation

The second phase of the plant, supervised by the GWP members IGIP – Ingenieurgesellschaft für internationale Planungsaufgaben, Darmstadt, and its partner Lahmeyer GKW Consult, Mannheim, takes the concept a major step further: with secondary and tertiary treatment raising the water quality to internationally-recognized levels, and the extension of the network, the plant now produces annually 33 million cubic metres of purified water that is used to irrigate the palm groves and golf courses.

Powerful sludge treatment

Water reuse is not the only innovative feature of the treatment plant: during the treatment process, sludge is collected, dried and transformed into biogas in sludge digestion units. The biogas fuels a generator for the production of electricity and heat that serves 50 percent of the total electricity need of the waste water treatment, 30 megawatt hours per day of electricity.

Over ten GWP members involved

IGIP's services included reviewing and approving all designs and construction drawings, contract management, supervision of work, supervision of commissioning and initial operation of the newly constructed systems, and introduction of a quality management system. Mechanical and electrical equipment for the plant was procured by more than ten GWP members.

Clean water for the back of beyond

BRAZIL: DECENTRALISED DRINKING WATER PURIFICATION

While urban regions in Brazil are well supplied with drinking water, in peripheral regions less than 60 percent of the households are connected to the drinking water network. An efficient way to achieve safe supply of these regions is the implementation of decentralised, remotely controlled systems.

Against this background, the public private partnership (PPP) project "Installation, testing and implementation of a plant for decentralised drinking water purification in Brazil" has been running since 2008. Together with COPASA, the second-largest Brazilian water utility, the project manager Grünbeck developed a concept for the state of Minas Gerais, which was funded by the DEG Bank. Other project partners are the Bundeswehr University Munich, Dr. Krätzig Ingenieurgesellschaft and Phoenix Contact. The decen-

tralised mobile system is installed in two 10 foot containers and consists of the different process stages. All stages can be adapted modularly to the requirements of the quality of the raw water. So there is a constant offer of drinking water that meets the requirements of the local drinking water standards. The plant features automatic control and remote monitoring.

This concept serves its future purpose to operate a multitude of decentralised systems from a central control point according to the stand-alone principle. Even after the official completion of the PPP project, the mobile plant will be used in different places to continuously gain new insights. This concept also helps to achieve the UN Millennium Development Goal to make safe drinking water accessible to all people.

Members:

- › Dr. Krätzig Ingenieurgesellschaft mbH
- › Grünbeck Wasseraufbereitung GmbH
- › PHOENIX CONTACT GmbH & Co. KG

Project:

- › Decentralised drinking water purification in Brazil

Highlight:

- › One mobile plant can be adapted to different water qualities for decentralised water purification.

Funding:

- › DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH



Added value for the water cycle

SOUTH AFRICA: INTEGRATED WATER RESOURCE MANAGEMENT IN THE RIVER BASIN MIDDLE OLIFANTS



Members:

- › DHI-WASY GmbH
- › HUBER SE
- › IEEM – Institut für Umwelttechnik und Management an der Universität Witten/Herdecke gGmbH
- › LAR Process Analysers AG
- › REMONDIS Aqua GmbH & Co. KG
- › U+Ö Umwelttechnik und Ökologie im Bauwesen Ruhr-Universität Bochum

Project:

- › Integrated water resource management in the project region “Middle Olifants”, South Africa II

Highlight:

- › For the first time, an IWRM concept is orientated to generate added value for local and international players and to provide a strong incentive for investors and companies.

Funding:

- › German Federal Ministry of Education and Research

A pilot project of integrated water resource management (IWRM) is being realised by GWP members and others in the region Middle Olifants, a river basin north-east of Pretoria, South Africa. The project consists of two phases: the objective of the first phase was to develop an IWRM concept for the region which is applicable to other African or similarly arid countries.

Sustainability needs structures

During the progress of the first phase, the research group came to the conclusion that for a successful implementation of IWRM, not only a structure of technical and legal working conditions would be indispensable to assure sustainable operation and maintenance of water facilities but also economic incentives and sources of financing at a local level. Thus, the overall research objective of the second phase was defined as increasing

the value of all water related activities and securing this value in a sustainable way. A main aspect of the value-generating intervention measures is the integration of local actors into the IWRM concept to safeguard the sustainability of the measures and to make sure that an optimised IWRM does not fail due to lack of ownership.

An integral approach

The second aspect of this component is the analysis of the water value flow over the entire hydrological cycle. To improve participation and ownership, the technical and scientific aspects are accompanied by suitable measures for capacity development. The paramount objective of the IWRM modelling is to further develop the models and integrate an adapted, decentrally organised online measuring and data transmission system, in close collaboration with South African supervisory authorities. In terms of relevance to practical applications of the findings and critical examination of the findings in comparison to other regions, cross-border dissemination is another essential component of the second phase of the project.



Members:

- › DHI-WASY GmbH
- › IEEM – Institut für Umwelttechnik und Management an der Universität Witten/Herdecke gGmbH
- › inter 3 GmbH Institut für Ressourcenmanagement
- › ISOE – Institut für sozial-ökologische Forschung (ISOE) gGmbH

Project:

- › Integrated water resource management in Isfahan

Highlight:

- › Development of technology and software for water consumption management adapted to cultural peculiarities

Funding:

- › German Federal Ministry of Education and Research



Counting the drops

IRAN: URBAN WATER MANAGEMENT IN ISFAHAN

The goal of this German-Iranian project is to develop sustainable water management for the Zayandeh Rud River, which is threatened by the dramatic consequences of the climate change and a continuously growing demand for water. The river is of vital importance for the water supply of approximately five million people in Central Iran, for the second most important industrial region of Iran, for the internationally significant salt lake Gav Khuni and for the city of Isfahan which has been designated a world heritage site by UNESCO.

Changing consumption patterns

Whether industry, agriculture or municipal water management, compared to Germany, the water use in the region is much higher—with 260 litres per capita per day almost twice as high. The main reasons are a lack of public awareness of the need to save water and poor resource management. The project wants to raise public awareness for the careful use of the scarce resource in two ways: during the first steps the people learn that by using suitable technologies it is possible to reduce the water consumption of a household by 30 percent. This approach is accompanied by a culturally adapted national and international campaign. To identify consumption patterns and point out saving potential, the water consumption of

selected households was measured and classified according to different consumers like washing machines, showers or toilets. An innovative technique was invented to make sure citizens of an Islamic country accept such measurements. It is able to recognise consumption patterns of the occupants, without the need to enter flats and disturb privacy, by installing additional technical equipment in the flat. The system, together with a newly developed software, is able to identify consumption patterns of households and analyse them automatically. So it is possible to work out custom-tailored strategies for consumption management.

A promising market

To choose adapted techniques and methods for efficient use of water resources, the GWP head office organised business delegation's journeys to Germany. These journeys offer an excellent opportunity for Iranian decision makers to get to know and discuss innovative management methods and technologies of GWP members. Consulting in the fields of consumption management, well management or decentral waste water disposal treatment are only some by-products of the research project.



Towards a clean environment

VIETNAM: A WASTE WATER CONCEPT FOR INDUSTRIAL ZONES

Members:

- › EnviroChemie GmbH
- › HST SYSTEMTECHNIK GmbH & Co. KG
- › IEEM – Institut für Umwelttechnik und Management an der Universität Witten/Herdecke gGmbH
- › Institut für Siedlungswasserwirtschaft und Abfalltechnik
- › Institute of Sanitary and Environmental Engineering
- › Institut IWAR – Technische Universität Darmstadt
- › ISWA – Institut für Siedlungswasserbau, Wassergüte- und Abfallwirtschaft
- › LAR Process Analysers AG
- › Passavant-Roediger GmbH

Project:

- › AKIZ – Integrated waste water concept for industrial zones

Highlight:

- › The project looks at the problem from different angles: financial, social, technical and educational.

Funding:

- › German Federal Ministry of Education and Research
- › Vietnamese Ministry of Science and Technology

Like in most newly industrialised countries, in Vietnam the expansion of the infrastructure has not kept up with the industrial development. Thus, many industrial zones lack adequate sewage systems and waste water treatment, which causes severe pollution and endangers the people and the environment. While most of the world and especially the newly industrialised and developing countries lie in warm to tropical climates, the majority of information and experience with waste water treatment comes from countries in temperate zones. Technology that works perfectly well in temperate climates will react differently in a hot or humid environment.

A Vietnamese-German project

In order to tackle this problem, the German Federal Ministry for Education and Research and the Vietnamese Ministry of Science and Technology support a flagship project in the City of Can Tho, located in the Mekong delta: besides the construction of a central waste water treatment works the task is to develop

an integrated waste water concept for industrial zones which guarantees efficient, economically and ecologically sustainable operation of the entire waste water system.

The project comprises six components:

- › Coordination of the research project and development of an integrated management concept
- › Elimination of toxic substances by chemical and physical treatment
- › Generation of energy by anaerobic digestion
- › Recovery of recyclable material by membrane separation
- › Design and operation of a containerised laboratory for monitoring purposes
- › Sludge management concept

Aspects beyond technology, like sociological and ecological tasks or capacity building measures, are dealt with within the framework of the first component.

Experts in education

SOUTH-EAST EUROPE: PARTNERSHIPS AND CAPACITY BUILDING

The Regional Section South-East Europe was created at the end of 2012 through the merging of the three sections, Bulgaria, Croatia and Romania. All of them had been successful in their respective countries and now hope to boost their effectiveness by working as one.

The regional section is particularly involved in projects of capacity building. The flagship project so far is the creation of the Training and Competence Centre Karlovac in Croatia (TCC Karlovac). The centre was built up under the overall control of German Water Partnership, in particular the then Regional Section Croatia and the engineering firm Dr. Burghard – ibd, and is being supported by the German Federal Ministry for the Environment and the Croatian Ministry for Regional Development, Forestry and Water Management. The main objective of the centre is to improve the vocational training and qualification of personnel for companies of the water and waste water sector in Croatia and neighbouring countries. So far, two Croatian-GWP Days have taken place within the context of the Training and Competence Centre.

In Sofia, the partners DREBERIS and Stadtentwässerung Dresden jointly realised a project entitled “Conception for a training centre for the water and waste water sector along with the introduction of environmentally friendly technologies in Sofia/Bulgaria.”

It was funded by the German Ministry for the Environment and the Federal Environmental Agency. One principal achievement of the project is that, for the first time, the Bulgarian water legislation demands the frequent qualification of personnel of companies concerned with water supply or waste water disposal by an accredited training centre.

The regional section also works closely with the Romanian association Aquademica, with which a memorandum of understanding was signed in 2011. National partners are the German Federal Ministries for the Environment, of Economics and Technology and of Education and Research. Other esteemed partners are the German associations VDMA and VDI that are involved in standardisation in the region.

Members Karlovac:

- › DWA – Deutsche Vereinigung für Wasserwirtschaft, Abwasser und Abfall e. V.
- › Hach Lange GmbH
- › HST-WKS Hydro Systemtechnik
- › KSB Aktiengesellschaft
- › Dr. Burghard – ibd
- › MICRODYN-NADIR GmbH
- › Rainer Kiel Kanalsanierung GmbH
- › Saertex multiCom GmbH
- › Seba Dynatronic® Mess- und Ortungstechnik GmbH
- › UFT Umwelt- und Fluid-Technik Dr. H. Brombach GmbH
- › WILO SE

Members Sofia:

- › DREBERIS GmbH
- › Stadtentwässerung Dresden GmbH



Networking at its best

CHILE: IMPLEMENTATION OF A MONITORING AND INFORMATION SYSTEM

One of the main motivations to become a GWP member is the expectation of coming into contact with potential project partners to increase the chance of winning tenders or realising projects that exceed own capacities. A perfect example of how well the networking works is the collaboration between ribeka, ITT and Seba Hydrometrie who established a monitoring and information system to increase the efficiency of water use in arid and semi-arid regions. The three partners got to know each other at meetings of the GWP Regional Sections China and Vietnam and, within a year, developed various ideas for projects and products together.

Sustainable use starts at the source

The joint project is being carried out in central Chile, in the Limarí river basin. Its objective is to collect data on the water resources and to manage its distribution to the farmers in an efficient and transparent way in line with demand: i. e. to optimise the use of water and secure agricultural production.

Cutting-edge technology for extreme conditions

The monitoring and information system is based on sensor technology developed for collecting relevant data on climate and water resources. On this basis, the availability of water in the basin can be quantified and modelled. At the same time, all channel reservoir runoffs are monitored constantly to be able to record water extractions and the distribution to the farmers with regard to area and time. In addition to the measuring data, the project comprises the management of the farmers' water right accounts and the processing of orders for irrigation water coming in via smartphone apps.

From the Andes to the world

This jointly designed product meets the worldwide demand for sophisticated water management systems. The GWP network with its regional sections, joint booths at international trade fairs and business delegations' journeys will be a great support in the exploration of new markets for the product, which surely is an equally big challenge besides the technology.

Members:

- › ITT Institute for Technology and Resource Management in the Tropics and Subtropics, Cologne University of Applied Sciences
- › ribeka GmbH
- › SEBA Hydrometrie GmbH & Co. KG

Project:

- › Monitoring and information system for increasing the efficiency of water use in arid and semi-arid river basins (2012 to 2014)

Highlight:

- › GWP at its best: members come into contact at GWP meetings, exchange views and experience and start joint projects.

Funding:

- › German Federal Ministry of Education and Research





An alliance for innovation

BRAZIL: SECURING BRASILIA'S WATER SUPPLY

The International Water Research Alliance Saxony (IWAS) faces central global challenges in the water sector: in the fields of drinking water supply and sewage disposal, irrigation, quality of surface water and services for ecosystems, model solutions are worked out and implemented locally. The regions selected in East Europe, Central and South-East Asia, the Middle East and Latin America are representative internationally with regard to climate, land use and demographic transition. The project has many components one of which is found in Brazil.

Water supply in view of rampant urbanisation

In Latin America the options of long-term water supply for the metropolitan region of Brasilia are considered. Brasilia was planned in 1960 for 500,000 people—today, it has more than 2.5 million inhabitants; consequently, the water demand will exceed not only the resources but also system capacities. For this reason, Lake Paranoa, that lies in the city, is planned to be used as an additional reservoir though it is polluted by households and agriculture and, therefore, makes modern methods for sewage treatment and drinking water purification indispensable.

Other principal components of IWAS are the development and implementation of adequate concepts for knowledge transfer and capacity development, as well as the analysis of legal and institutional structures in order to implement the project results in a sustainable way.

GWP—a platform for the German water sector

IWAS has already exploited the committees of GWP as platforms for information and exchange at an early stage. Through the Regional Sections Ukraine, Vietnam and Brazil as well as the Working Group Capacity Development, a dense network has been created which helped to integrate partners and experts from research, industry and politics. In this way, current projects were supported and new projects were set up. In this context, the close collaboration of German Water Partnership and its partner ministries has to be emphasised—without their support the majority of the projects would not be possible. As a result of the projects partnerships, with various associations have been established by means of memoranda of understanding. This collaboration goes far beyond the GWP head office.

Members:

- › DREBERIS GmbH
- › Dresden Technical University
- › Helmholtz-Zentrum für Umweltforschung GmbH – UFZ
- › Institut für technisch-wissenschaftliche Hydrologie GmbH – ITWH
- › Stadtentwässerung Dresden GmbH

Project:

- › International Water Research Alliance Saxony – IWAS

Highlight:

- › The project is carried out in a number of regions that stand for special climatic, economic and demographic developments.

Funding:

- › German Federal Ministry of Education and Research

Doubled capacity— halved energy

JORDAN: MODERNISATION OF A PUMPING STATION

In one of the most arid countries of the world, Jordan, the GWP members Wilo and Dorsch International Consultants in cooperation with the local engineers company Engicon, GIZ and the German Federal Ministries for the Environment and for Economic Cooperation and Development work together towards reliable and sustainable solutions for the Water Authorities of Jordan and, with that, for the Jordan people. An exemplary project is the rehabilitation of a pumping station for drinking water in Ebquoreyeh, approximately 60 kilometres from Amman.

Increasing the efficiency

This pilot project took place in 2009 and involved the modernisation of a pumping station which supplied about 50,000 people with drinking water. The old pumps were operating with an efficiency of only 46 percent, vibrations were causing wear and tear, leading to a reduced service life and further increase of the energy demand. The discharge pump connecting the pumping station to the collecting basin, located some four kilometres away, had been damaged because

it lacked bleed valves and monitoring mechanisms. It was leaking continuously and was susceptible to unauthorised water draw-offs.

Optimising the system

The old pumps were replaced with two highly efficient pressure shroud pumps (73 percent efficiency), while monitoring and energy saving systems were installed. For one year, the pumping station was operated by the GWP members who also trained the staff. The first measurement results could be published at the start of 2010: the system was successfully optimised, doubling the volume flow and eliminating damage and unauthorised extractions. Moreover, it was possible to measure a clear increase in efficiency in terms of energy consumption. The installation of modern, virtually maintenance-free technology has substantially enhanced the safety and reliability of water supply in the region. It is now a matter of using the saving potential of all pumping stations for drinking water in Jordan on the basis of the model station in Ebquoreyeh.

Members:

- › Dorsch International Consultants GmbH
- › WILO SE

Project:

- › Pumping station Ebquoreyeh

Highlight:

- › Compared to the old plant, the new station saves over 1.5 million kWh per year and the production of CO₂ could be reduced by 1,100 t per year.

Funding:

- › German Federal Ministry for the Environment, Nature Conservation and Nuclear Safety





Operation in the long run

TANZANIA: LONG-TERM COOPERATION ENSURES SUSTAINABLE INVESTMENT

Together with its subsidiary Consulaqua and the partner company Borda, the publicly owned company Hamburg Wasser supports the companies for water supply and waste water of Dar es Salaam, the Dar es Salaam Water and Sewerage Authority (DAWASA) and the Dar es Salaam Water and Sewerage Corporation (DAWASCO). Both companies are owned by the Tanzanian Ministry of Water (MOW). The goal is, on the one hand, to increase the performance of both companies by improving the management capacities for action and decision making on all levels, on the other hand, to optimise organisational and technical processes. A project steering committee (PSC) supports the project in technical and political matters.

DAWASA/DAWASCO face enormous technical, financial and organisational challenges—today the proportion of non-revenue water is well over 50 percent, if at all, regular sewage disposal only exists in small privileged residential areas. Polluted drinking water still poses one of the main health risks for the children. Well-organised water supply and

sewage disposal are tough problems that require qualified management and capacity building on all corporate levels. That is why the PSC comprises not only the general managers of DAWASA and DAWASCO but also city planners from the Dar es Salaam city council. Further members are representatives of the City of Hamburg and the MOW. Thus, all essential players are integrated in the project steering: a basic condition for coordinated coaching by German experts for management and technology.

There are numerous examples of high quality plants, financed and built by the international donor community that are non-operational after only a few years due to improper operation and poor maintenance. Only long-term cooperation for personnel development and for the creation of functioning management processes can prevent these effects.

The project Hamburg/Dar es Salaam is a model for a promising approach. The cooperation of the three German partners was initiated by the trustful cooperation in various committees of German Water Partnership.

Members:

- › Bremen Overseas Research and Development Association BORDA e. V.
- › CONSULAQUA Hamburg GmbH
- › HAMBURG WASSER

Project:

- › Water supply and waste water disposal in Dar es Salaam, Tanzania, municipal operation as role model and link

Highlight:

- › Model project for capacity building on management and technical level, as a guarantee for long-term operation of modern plants

Funding:

- › European Union

Just around the corner

SINGAPORE: CURVED PIPE JACKING WITH VITRIFIED CLAY PIPES

Members:

- › Steinzeug-Keramo GmbH
- › Herrenknecht AG

Project:

- › Curve jacking with vitrified clay pipes, DN 1,200, in Singapore

Highlight:

- › Curve jacking with vitrified clay pipes had never been carried out before.

In 2008, the Public Utilities Board of Singapore decided to plan the construction of a new sewer line in the north east of Singapore. The sewer consisted of about 1,100 metres of vitrified clay jacking pipes, DN 1,200, in 11 metres depth. The big challenge for all people involved was a curvature of 115 metres on a radius of 400 metres. The curvature became necessary because of boundaries of private property along the jacking route. Thanks to the comprehensive knowledge of the engineering firm and the construction company—counselled and supported on site by experts of Steinzeug Abwassersysteme (now Steinzeug-Keramo), Herrenknecht, as well as accompanying Online Load Control (OLC) by INKA—the project was completed successfully.

No progress without risk

The contractors took considerable technical risks because the project had to be carried out under boundary conditions for which

no experience and no regulations existed, but then, progress is often not possible without taking risks. In this case the outcome was worth the risk: all people involved gained new insight into the possibilities and the limits of curved jacking with vitrified clay pipes. In the long run, these findings will find their way into sets of rules and regulations and the now risky venture will become a calculable measure.

Promoting trenchless technologies

During the last decades, trenchless technologies have been pushed massively in Germany but in developing or newly industrialised countries, where urbanisation is rampant, they are widely unknown. The successfully completed construction of the sewer led to the idea to promote trenchless technologies via German Water Partnership. The flyer can be downloaded from the GWP website or ordered at the head office.



Water for the willows

MONGOLIA: PRETREATED SEWAGE IRRIGATION



Mongolia, a country rich in raw materials but having scarce water resources is the centre of an IWRM project called “Integrated water resource management in Central Asia: model region Mongolia” (IWRM-MoMo). One goal of the project is to develop integrated concepts and suitable technologies for decentralised sewage treatment and to assist with the provision of integrated water resource management in the Khaara river basin. The Khaara river basin, north of the city of Darkan, suffers from low precipitation, and is on the verge of desertification due to excessive logging.

The climate is the challenge

One research plant designed by German and Mongolian researchers has already been commissioned and handed over to the Mongolian University of Science and Technology. The pilot plant has been designed to help find solutions to three central problems the country faces: insufficient sanitation, increased water scarcity, rapid deforestation and a shortage of usable wood supplies. Due to the extreme climate there are significant challenges for water and waste

water infrastructure. Drinking water pipelines and sewage systems must be laid 3.5 to 4.5 metres deep to ensure they are protected against frost, and sewage treatment plants need additional protection and heating during the winter. As a result, there is an opportunity for technologies that are innovative, appropriate for the conditions and at the same time affordable.

Pretreated sewage for irrigation

The approach of the researchers uses pretreated sewage for irrigation and production of fast growing willows. The irrigation of the plantations is considered an integral element of the sewage treatment. Because Mongolia has enough space, the concept intends to use pretreated sewage from smaller municipalities for the production of willows. Moreover, the scientists plan to provide water for irrigation to avoid the risk of inflicting lasting harm to ground water or soil. Other challenges facing the implication of the system include the impact of climatic conditions on the storage of the irrigation water and the operation of the plant during colder phases.

Members:

- › Bergmann AG
- › Fraunhofer-Institut für Optronik, Systemtechnik und Bildauswertung IOSB
- › Helmholtz-Zentrum für Umweltforschung GmbH – UFZ
- › Leibniz-Institut für Gewässerökologie und Binnenfischerei (IGB) im Forschungsverbund Berlin e.V.
- › p2m berlin GmbH
- › Passavant-Roediger GmbH

Project:

- › MoMo: Integrated Water Resource Management Mongolia

Highlight:

- › Pretreated sewage is used to irrigate willow plantations, thus killing two birds with one stone: providing sanitation and combating deforestation.

Funding:

- › German Federal Ministry of Education and Research

Clean water for peace

PALESTINIAN TERRITORIES: CONSTRUCTION OF A SEWAGE TREATMENT PLANT



Members:

- › CONSULAQUA Hamburg GmbH
- › Passavant-Roediger GmbH

Project:

- › Construction of the sewage treatment plant Nablus West, Palestinian Territories

Highlight:

- › The project comprises both the construction and the training of the personnel operating the plant.

Funding:

- › KfW Development Bank

One key area of German-Palestinian collaboration is the improvement of drinking water supply and sewage disposal. One project to achieve this goal is the construction of a waste water treatment plant in the city of Nablus in the Northern West Bank, which is constructed by GWP member Passavant-Roediger.

The plant is part of the overall strategy related to the peace process; the Palestinian Authority provides infrastructure with regard to a future two-state solution.

GWP conferences as contact platforms

To make sure that the maintenance and the operation of the sewage treatment plant after its completion in 2013 run trouble-free, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) looked for a suitable training partner. The partner was supposed to bring particular expertise in the operation of sewage treatment plants and vocational training on both an international and a regional level. Against this background representatives of GIZ and GWP member CONSULAQUA Hamburg got into conversation on the occasion of a GWP conference

in Berlin in 2011. CONSULAQUA Hamburg is a subsidiary of HAMBURG WASSER and specialises in consulting services. Follow-up talks with the persons responsible at GIZ and the Nablus Municipality resulted in the three-month training of a group of Palestinian engineers and workers of the sewage treatment plant in Hamburg in 2012.

Follow-up project in the pipeline

The training turned out so successful that now the partial project “Operational Assistance” is being prepared within the framework of a cooperation between the Passavant-Roediger and CONSULAQUA Hamburg. The project comprises the two-year support of the Palestinian operating staff in operation and maintenance of the plant, as well as their continuous training by practical persons and experts from Hamburg. The project is kind of a pilot project because, for the first time, KfW has intended to not only commission the plant but also accompany the operation in the long run by international personnel.

Take part and win

RUSSIA: A WASTE WATER TREATMENT PLANT FOR SOCHI

In 2014, Russia will, for the first time, host the Winter Olympic and Paralympic Games. They will be held in Sochi, a spa situated on the Black Sea coast. Within the framework of the improvement of infrastructure, the German company beton & rohrbau C.-F. Thymian was hired as a supplier of machinery equipment for the newly constructed sewage treatment plant in the district of Adler. The task was to make sure the plant would guarantee optimal performance even during times of extreme stress like the Olympic Games.

Constant performance despite large fluctuation

The company HST-WKS Hydro-Systemtechnik was in charge of the technical installation on site. They supplied and mounted the technical equipment of the waste water treatment plant, which is designed for 289,000 people. The investor of the plant is SC Olimpstroy, the state facility in charge of the structural preparation of the Olympic and Paralympic Games. The waste water treatment plant is

one of the key measures in improving the infrastructure and in fulfilling the requirements related to environmental aspects. The first stage of the waste water treatment plant was commissioned in March 2011, the second stage was completed at the end of 2012. The plant is subject to considerable seasonal fluctuations in inflow. Off season, the inflow will only be 15,000 to 20,000 cubic metres per day. During the season, the inflow increases up to 50,000 cubic metres per day. The peak of 100,000 cubic metres per day will be reached during the Olympic and Paralympic Winter Games.

Membership as a benefit

During the phase of construction, the companies involved hugely benefited from their membership in terms of communication and networking, which helped solve problems that occurred during the project abroad. Among the partners, the unanimous opinion was that the idea of German Water Partnership really lives up to its reputation.

Members:

- › AWT Umwelttechnik Eisleben GmbH
- › beton & rohrbau C.-F. Thymian GmbH & Co. KG
- › HST-WKS Hydro-Systemtechnik GmbH
- › HUBER SE
- › KSB Aktiengesellschaft

Project:

- › Equipping the new waste water treatment plant in Sochi, Russia

Highlight:

- › Several GWP members collaborated in the project and as partners put German knowledge, standards and competence in water into practice.



A good climate for business

BAHRAIN: A BUSINESS DELEGATION'S JOURNEY TO ENTER A NEW MARKET

Members:

- › beton & rohrbau
C.-F. Thymian GmbH
& Co. KG
- › Elpro GmbH
- › Umweltvorhaben
Dr. Klaus Möller GmbH
- › HOCHTIEF Solutions AG
- › IPM Consult GmbH & Co. KG
- › NIVUS GmbH
- › p2m berlin GmbH
- › Bilfinger Passavant Water
Technologies GmbH
- › Rainer Kiel Kanalsanierung
GmbH
- › Seba Dynatronic® Mess-
und Ortungstechnik GmbH
- › Stulz-Planaqua GmbH
- › WILO SE
- › WTE Wassertechnik GmbH

Business delegation's journeys are an effective tool to pave the way to foreign markets. German Water Partnership regularly undertakes such journeys both with members and guests. In 2010, a group of twelve members travelled to Bahrain to make new business contacts.

The journey was jointly organised by the Regional Section Gulf States and the Economic Development Board Bahrain (EDB), a public agency, the main objective of which is to create the right climate to attract investment into the kingdom. The GWP member p2m berlin already had contacts to Bahrain and found it a lucrative destination with excellent business opportunities. The journey took the delega-

“The business delegation’s journey opened doors at a ministerial level and thus helped to make very valuable contacts.”

Udo Steppe, founder and CEO of Nivus GmbH

tion (photo below) to the Bahrain Ministry of Work to talk about possibilities of collaboration, to the companies Aluminium Bahrain and Bahrain Petroleum Company where

everybody had the opportunity to present their company, to the Privatisation Directorate of the Bahrain Ministry of Finance and to the Electricity and Water Authority. On the last day, the group was received by the Minister of Work where they learned more about the ideas and projects in Bahrain. With the

state-run organisation of Tamkeen the regional section agreed on cooperation in the field of Capacity Development. All participants considered the journey a huge success. Everyone took an average of five promising contacts home. At IFAT ENTSORGA 2010, the permanent secretary and executives of the Ministry of Work returned the visit to continue the dialogue struck up during the delegation's journey.

Firmly established

p2m berlin was hired to carry out a feasibility study and the planning and to prepare the tender documents for the sewage treatment plant in Tubli, which is being rehabilitated. The contract is a follow-up contract to the extensive catalogue of measures for capacity expansion, improvement of the biological treatment and reduction of biomass loss during final sedimentation.



Member, supporter, beneficiary

NAMIBIA: COOPERATION PROJECTS AND NEW MARKETS THROUGH MEMBERSHIP



The GWP history of Bilfinger Water Technologies is exemplary for many of our members. Having been a founding member, the companies of the group (formerly acting as Passavant-Geiger and Roediger Vacuum) have always actively supported the network and promoted its development by showing commitment as member of the board, as members of numerous regional sections like Gulf States, China and others, as active members of several other committees and, last but not least, as participants in more than twenty trade fairs, conferences and delegation's journeys all over the world. All in all there are more than 25 people of Bilfinger Water Technologies who, again and again, take part in diverse activities, contributing their contacts and ideas to our cause.

In turn, the group benefits substantially from its membership:

- › Marketing: integration into distribution activities
- › Exploration of new markets: simplification of market entry (also financial benefit for delegation's journeys)

- › Networking: creation and cultivation of contacts in Germany and worldwide
- › Politics: contact with politics that is only possible through an association

Partners in projects

Continuous commitment has been rewarded with numerous projects that have been initiated together with many other members from all fields of water management.

CUVEwaters is a good example of such a joint project of GWP members. Bilfinger Roediger Water Technologies (formerly Roediger Vacuum) is taking part in this outstanding pilot project on integrated water resources management in Namibia. Partners from science and industry, many of them GWP members, collaborate in order to further develop and implement an integrated water resources management system adapted to the Cuvelai-Etoshia Basin which is situated in central-northern Namibia. The project aims at strengthening the long-term availability of the region's water resources. The project is being funded by the German Federal Ministry of Education and Research.

Philippe Anstotz,

Director of Sales of Bilfinger Passavant Water Technologies (formerly Passavant-Geiger) and Head of the Regional Section Gulf States:

"Being a member of the network, we consider it as our task to explore and develop international markets together with other German players. For this, the joint participation in various events and the support of activities in foreign countries are indispensable. Without this approach and attitude a membership would be pointless. It's just this team spirit and the international appearance of the German water sector that also helps us in our daily work. We act according to the motto 'Those with more capacities and experience help those who are smaller and still learning'."

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