

## Check out some of our current cewas Start-Ups



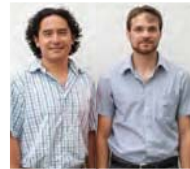
**Wasser für Wasser** funds water projects in the South with new innovative finance mechanisms. Acting local to tackle a global challenge.

► [wasserfuerwasser.ch](http://wasserfuerwasser.ch)



One third of all produced food is thrown away and our bins are filling up with packaging waste. **Foodways Consulting GmbH** addresses the tremendously growing waste problem by raising awareness as well as finding and promoting sustainable solutions.

► [foodways.ch](http://foodways.ch)  
 ► [foodwaste.ch](http://foodwaste.ch)  
 ► [refiller.ch](http://refiller.ch)



**Aquasis Solutions** offer professional assistance in water accounting and water use optimisation for industries.

► [aquasis-solutions.ch](http://aquasis-solutions.ch)



**Concept WaSH** works on capacity building and knowledge transfer in the WaSH sector in Zimbabwe.



**Acquawise Consulting** works on water and sanitation safety plans as well as a sanitation and water toolbox tailored to the needs of Portuguese-speaking people in the South.

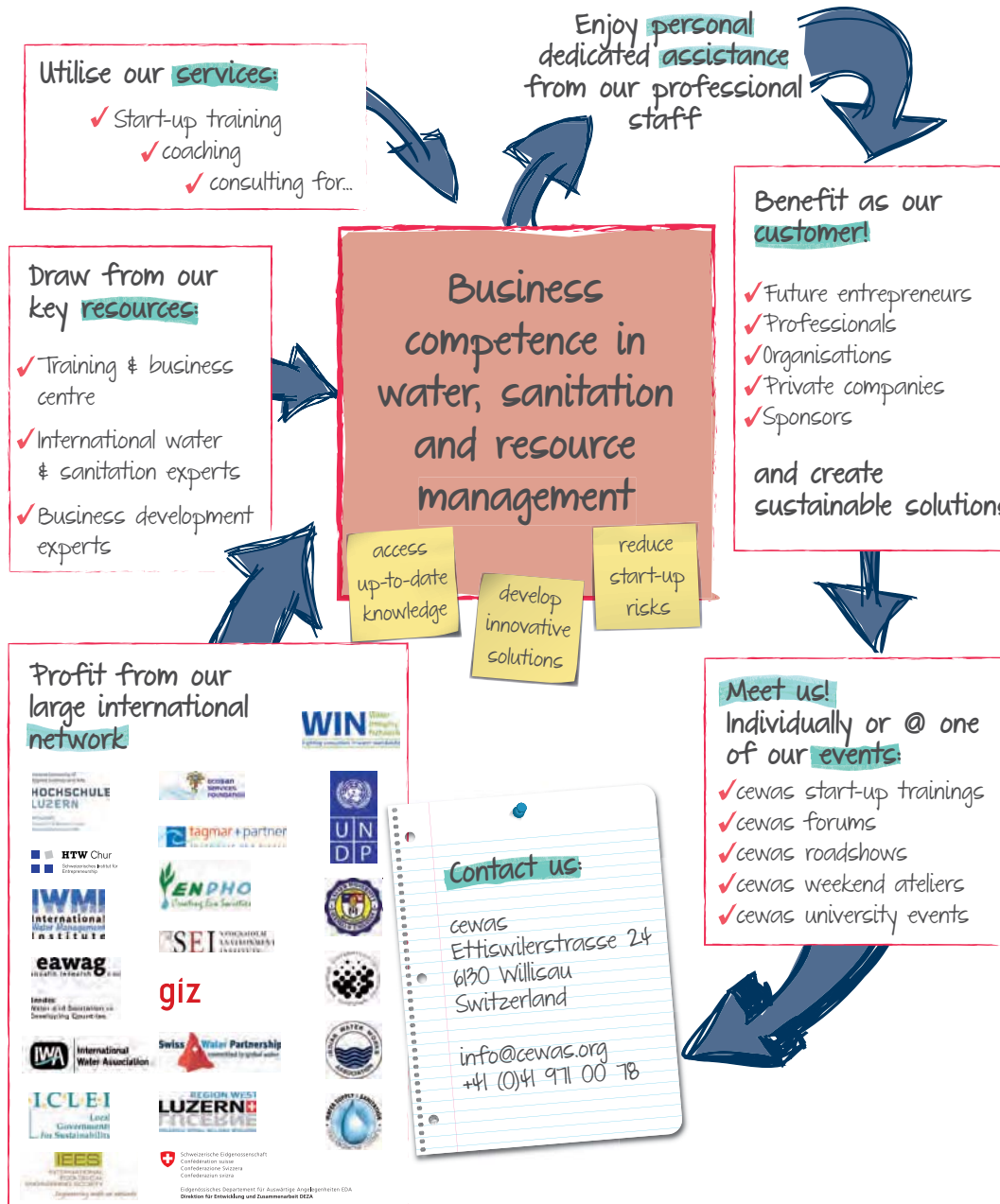
► [acquawise.pt](http://acquawise.pt)



**MDML** are working on promoting sustainable sanitation solutions and advocacy to legalise decentralised sanitation in Oregon.

► [mdml.co](http://mdml.co)

# What does cewas offer to young entrepreneurs?



# cewas

international centre for water management services

## cewas Start-Up Programme

in water, sanitation and resource management



# START-UP!

your own sustainable venture business

Water, sanitation and resource management constitutes an increasing and pressing global problem. The challenges in the North and in the South are enormous and neither big existing industries nor development aid alone will be able to solve the problems. Young and **motivated entrepreneurs** with innovative ideas are needed – **are you one of them?**

cewas – the international centre for water management services – stands for business competence in sustainable water, sanitation and resource management. We are a Swiss-based non-profit organisation empowering young and energetic people to link sustainable ideas with business competence and expertise in the international water, sanitation and resource management sector. The cewas Start-Up programme offers professional training, coaching, networking and consulting to bring your sustainable business idea into reality.

**Wanted: Young, motivated entrepreneurs ready to change the world!**

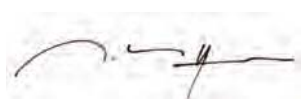
Are you young, motivated and full of ideas on how to change the world? Do you have an entrepreneurial spirit? Are you ready for an adventure? Then don't waste your time looking for a job or trying to please your boss: **START-UP** your own business and take the chance to contribute to ensuring our blue planet's future!

**Apply today** for the cewas Start-Up programme and access up to date knowledge, develop innovative solutions, and reduce your start-up risk.

We're looking forward to YOU!



Michael Kropac  
cewas Co-Director



Dr. Johannes Heeb  
cewas Co-Director

# cewas Start-Up Programme



Apply!

## Course A

3 ECTS

Sustainable Sanitation and Water Management (SSWM) and the role of the private sector

- ✓ Gain a clear understanding of SSWM and its complex interlinkages
- ✓ Identify market opportunities
- ✓ Develop and refine business ideas
- ✓ Explore SSWM solutions for two given projects

## Course B

6 ECTS

Business Development in SSWM

- ✓ Develop your business model
- ✓ Improve your presentation and networking skills
- ✓ Develop a fully fledged business plan
- ✓ Interact with your customers
- ✓ Work on first projects

## Course C

6 ECTS









Operating and managing a business in SSWM

- ✓ Learn about financing
- ✓ Legally found your Start-Up
- ✓ Learn how to manage people, projects and your own business
- ✓ Fine-tune your marketing and acquisition skills
- ✓ Implement real projects



Take off with your Start-Up!

## cewas Think Tank

- |   |   |   |  |
|---|---|---|--|
| Mr. Francois Münger (SDC)                   |    |    | Prof. Dr. Petter Jenssen (UMB)           |
| Mr. Dayanand Panse (IWWA)                   |   |   | Ms. Archana Pathkar (WSSCC)              |
| Mr. Jürg Staudenmann (UNDP)                 |  |  | Dr. Jonathan Parkinson (IWA)             |
| Ms. Christine Werner (GIZ)                  |  |  | Mr. Roland Schertenleib (W+S Consulting) |
| Mr. Chris Zurbrugg (EAWAG)                  |  |  | Dr. Themba Gumbo (CAP-NET)               |
| Dr. Fay Drechsel (IWMNI)                    |  |  | Prof. Dr. Thor Axel Stenström (SEI)      |
| Mr. Thomas Zeller (Swiss Water Partnership) |  |  | Prof. Dr. Paul Burger (Uni Basel)        |
| Mr. Kajetan Hetzer (ICF/World Bank)         |  |  | Ms. Tarryn Quayle (ICLEI)                |

## Personal Coaching and Network

- ✓ Get individual coaching from our leading experts
- ✓ Access our large international network!

More detailed info on:  
[www.cewas.org](http://www.cewas.org)

# DETAILED START-UP PROGRAMME 2014

## Training Modules

Application deadline for Start-Up participants

20.6.2014

Course A 3 ECTS	<b>Module 1:</b> Sustainable Sanitation and Water Management	lectures, group work	8.9.2014 - 19.9.2014
	<b>Self-study:</b> Team building, idea generation, market research	individual working time	22.9.2014 - 3.10.2014
	<b>Examination:</b> Presentation of business ideas & case study	written & oral	
Course B 6 ECTS	<b>Module 2:</b> Business development in Sustainable Sanitation and Water Management	lectures, group work	6.10.2014 - 17.10.2014
	<b>Self-Study:</b> Business development I	individual working time	20.10.2014 - 31.10.2014
	<b>Module 3:</b> Customer Interaction in Sustainable Sanitation and Water Management	road show, coaching & lecturing	3.11.2014 - 7.11.2014
	<b>Module 4:</b> Business development coaching	coaching & feedback sessions	10.11.2014 - 14.11.2014
	<b>Self-Study:</b> Business development II	individual working time	17.11.2014 - 28.11.2014
	<b>Examination:</b> Presentation of developed business model and business plan, solution statement for case study	written & oral	
Course C 6 ECTS	<b>Module 5:</b> Operating and managing a business	lecturing	1.12.2014 - 12.12.2014
	<b>Self-Study:</b> Operating and managing a business	individual working time	15.12.2014 - 16.1.2015
	<b>Module 6:</b> Individual coaching support	Start-Up specific coaching	individual dates until August 2015
	<b>Self-Study:</b> Start-Up foundation & case study (internship)	individual working time	individual
	<b>Examination:</b> Presentation of relevant legal and communication documents, acquisition meeting reports, implementation of case study	written & oral	

## APPLY NOW FOR:



- ✓ **Business** competence in water, sanitation and resource management
- ✓ Profiting from water and sanitation **experts**
- ✓ Personal **coaching**
- ✓ Connecting to a global **network**
- ✓ Accessing your work space at the cewas training and business **centre**
- ✓ **The upcoming cewas Start-Up Programme 2014!**

## Requirements:

- ✓ Bachelor or Master Degree in environmental studies/engineering, sustainable development, economics or other appropriate areas of study. People without an appropriate degree may be permitted if they can prove extended relevant work experience (decision by study committee).
- ✓ Strong motivation to contribute to the sustainable development of the sanitation and water sector on the national and international level.
- ✓ Entrepreneurial spirit
- ✓ Excellent knowledge of English (oral & written)

Optional: Business idea (technology, services, etc.), expertise in Sustainable Sanitation and Water Management on national or international level.

Do you see yourself as a future cewas Start-Up?

Then **apply now** and use your entrepreneurial spirit to create a successful water and sanitation business!

## Send us:



- ✓ the completed application form
- ✓ your CV (English)
- ✓ letter of motivation (English)
- ✓ your degree certificates
- ✓ other supporting documents (references, certificates, publications, etc.)

via e-mail to [info@cewas.org](mailto:info@cewas.org) by **20th June 2014**

We will inform you on the acceptance of your application by 27th of June 2014.

## Fees:

Good things don't come for free! Thanks to our sponsors, we can offer the Start-Up programme for subsidised rates:

Whole programme		Individual Courses	
<b>As an individual</b>	CHF 5000.-	<b>Course A</b>	CHF 1800.-
<b>As a group</b> (up to 3 members)	CHF 6000.-	<b>Course B</b>	CHF 2600.-
		<b>Course C</b>	CHF 2600.-
+ CHF 800.- extra for ECTS-accreditation per person		+ CHF 300.- extra for ECTS-accreditation per course	

More Infos: [www.cewas.org](http://www.cewas.org)