



International
Association of Water
Service Companies
in the Danube Region



Call for Corporate Partners: Utility Management Training – the third cycle is around the corner

Early 2021, IAWD has launched a ***Utility Management Training (UMT)*** program in the frame of the Danube Learning Partnership (D-LeaP). This program targets mid- to senior-level utility staff members from the Danube region, providing know-how, skills, culture, and tools for the effective and efficient management of water services.

The UMT is a two-years master class in which experienced practitioners from leading utilities, supported by technical and academic partners, teach core issues of the water service business. The second class will successfully graduate end of 2024.

The organizers of the UMT program invite interested businesses to join this program as Corporate Partners.

The UMT Corporate Partner Profile:

UMT Corporate Partners are businesses offering leading edge technology or services in the water sector. To businesses that fit this profile, UMT offers a structured opportunity to

- provide content into the program;
- get involved into a continuous dialogue with future senior managers of the sector;
- pilot-test novel equipment and technologies within real-business utility environment;
- contribute to the improvement of management skills throughout the Danube region and beyond.

In the process of launching the third cycle of the program, the UMT invites non-competitive Corporate Partners with sustained interest in the water sector in Central and Eastern Europe who are willing to support this initiative.

Opportunities for Corporate Partners

The offer includes three different levels of engagement:

- 1) Signature Partners: Silver and Gold
- 2) Scholarship Partner
- 3) Module Partners

Signature Partners

Signature Partners gain first-hand insights on future investment opportunities in the water supply and sanitation sector in the Danube region, both driven by utility-generated projects but also IFI/donor/EU-funded initiatives and get in touch with local technology vendors. Their direct involvement into the UMT will allow them to better understand and manage ongoing (technological) needs of the water utilities and provide the opportunity to demonstrate specific equipment or services related to their portfolio. Signature Partners will have access to selected UMT modules of topical relevance. They will also be acknowledged throughout the UMT promotional material.

Choose between two options!

Silver

In addition to the overall Signature Partner's benefits, Silver Partners will also receive a „**Technology Adoption Overview**“ relevant to their product portfolio. This will include a) a Needs Assessment, b) a Technology Matching and c) a Facilitated Pilot Project (demand driven and based on specific opportunities).

Price: 5,000 Euros over 2 years.

Gold

In addition to the overall Signature Partner's and Silver Partner's benefits, Gold Partners will receive a „**Technology/Process Regional Roll-out Assessment**“ including a) a rough Cost-Benefit Assessment and b) a Review of Applicable Basic Procurement and Contractual Mechanisms.

Price: 10,000 Euros over 2 years.

Scholarship Partners

Scholarship Partners provide support to an individual UMT participant by covering the UMT participation fee as well as related travel and accommodation costs. The logistics will be fully handled by the IAWD Secretariat. In exchange, the supported participant will dedicate the graduation project to a topic of interest for the Scholarship Partner. Where relevant, the UMT program organizers will further identify and facilitate areas of collaboration between the Scholarship Partner and the participant in the context of UMT priority topics, focus areas of the utility hosts, competence partners and the wider UMT community. Scholarship partners will be acknowledged in relevant promotional material.

Price: UMT participation fee plus coverage of travel and accommodation costs.

Module Partners

Module Partners are involved in one specific module of the UMT based on their country of operation and field of expertise. Full access to the implementation of the selected module is guaranteed. They can demonstrate specific equipment, use cases and services related to the module content. Module Partners are rewarded with direct exposure to the participating utilities, including demonstration of their products and services, and will be acknowledged in relevant promotional material. In case the module hosted in the country of the Module Partner does not fully match the field of expertise, content from the Module Partner can be additionally featured in another highly relevant module.

Price: 3.000 Euros.

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