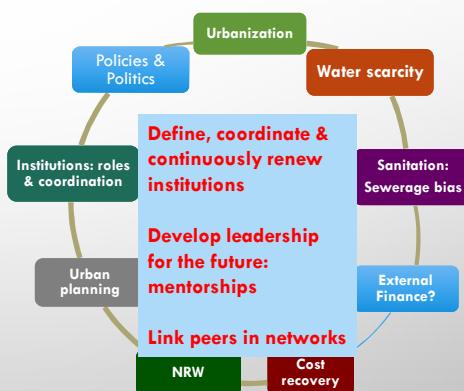


# KEY POINTS

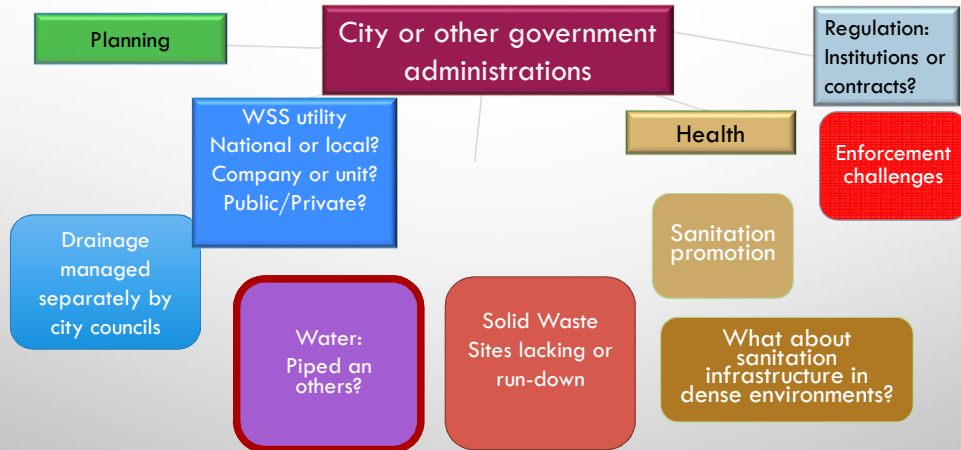
AFRICA UTILITY LEADERS FORUM

## THE CHALLENGES

- **POLITICAL AND UTILITY LEADERSHIP NEED TO WORK TOGETHER ON BASIS OF INTERESTS AND INCENTIVES**
- **ALLIANCES MUST BE BUILT**
- **NEED CO-ORDINATING MECHANISMS ROOTED IN URBAN SERVICES AND INFRASTRUCTURE DEVELOPMENT**
- **OWN REVENUE PLUS FISCAL AND MARKET FINANCE**

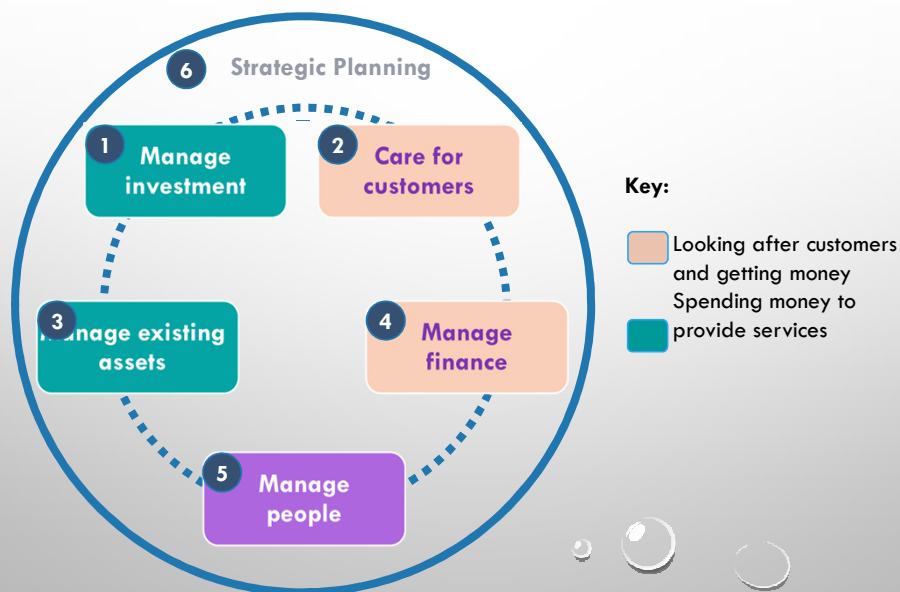


## INSTITUTIONS AND SERVICE FUNCTIONS



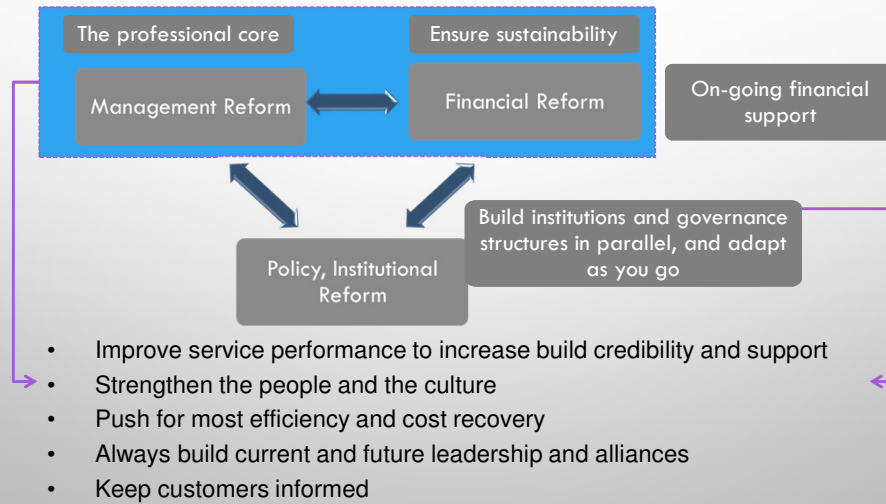
3

## Six Box Framework for Utility Management



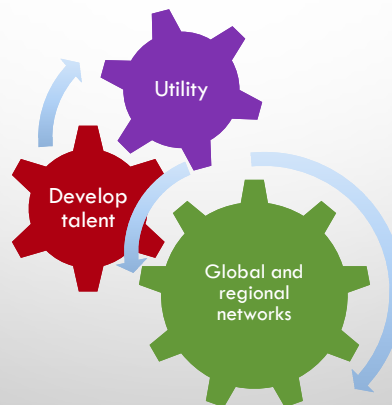
DE40

## DRIVING CHANGE: BEING TACTICAL



5

## BUILDING LEADERSHIP



6

## Slide 5

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**DE40** Can we put in the notes a table showing, for success cases:  
Problem // Proximate solution // Financial support // Financial gain  
(operating ratio change over initial period) // early institutional or  
governance or regulatory reform

AGain, this can come (largely) from Governance and PE worksheet

David Ehrhardt, 12/6/2015