

Sanitation Enterprise Viability and Sustainability Diagnostic Toolkit (Successful – Late-Stage Program)

You are a sanitation development program implementer, 4-6 years into an MBS program, working with sanitation enterprises selling toilets. Do any of the below describe your situation?



Many entrepreneurs are active in the sanitation market, and more are entering the market



Your partners are **present in many districts/ counties/ communes**



Entrepreneurs report **medium to high sales** and are satisfied with sales, in general



Toilet sales are spread uniformly across enterprises



Enterprises are well-established, with **very low exit rates**



You are unsure about how enterprises will sustain if the program withdraws support or ends

If these situations are recognizable and relevant to your context, your program needs to **assess and ensure sustainability** after the program ends.

How to Identify Your MBS Program's Situation?

MBS programs can identify with a situation by answering three key questions:

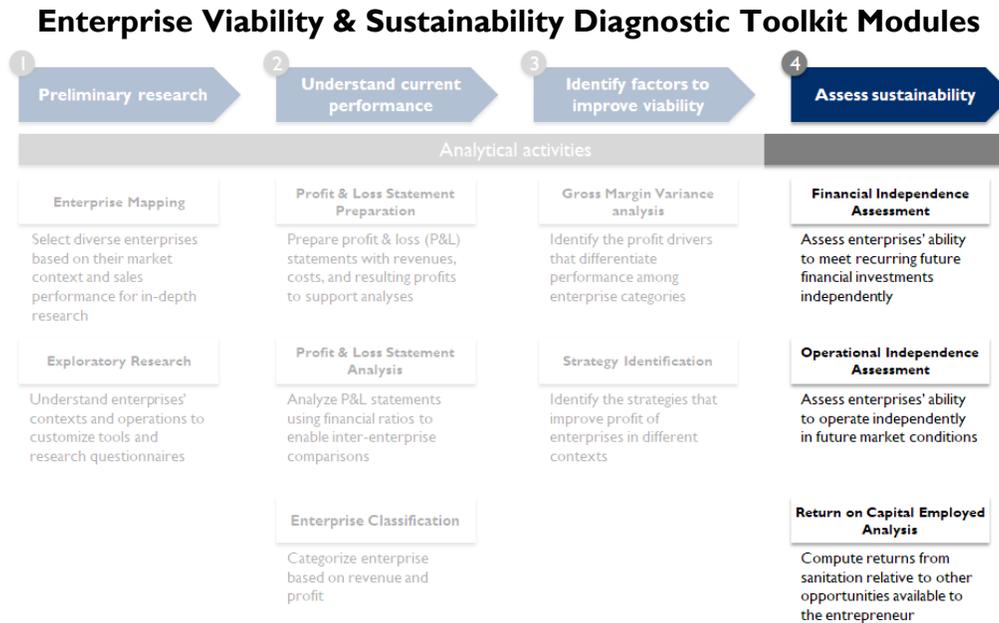


1. How do enterprises' **average toilet sales compare with their market size** (i.e., unserved households)?
2. Are the majority of **enterprises continuing in or exiting** the market?
3. What is the program's depth of **understanding of factors** impacting enterprise profits?

Programs with medium to high average sales per enterprise, few exited enterprises, and at least basic knowledge of factors that influence enterprise profits will typically be **'Thriving' or 'Successful.'**

Guidance on Priority Modules for Successful MBS Programs

The toolkit consists of four modules, and as a successful program, sustainability should be your highest priority.



We recommend module four for you because,

- **Ensuring sustainability** takes top priority as the program nears **its end**
- A systemic evaluation of viability factors may not be required as enterprises are already performing well; an exception is the program, or its donor, want to share evidence and lessons with the sector

Contents of the Modules

<p>Detailed Guidelines to implement each activity that is part of the module</p> 	<p>Sample Templates and Examples for select activities</p> 	<p>Data Requirements for each activity</p> 
---	--	---

Download the toolkit at globalwater.org