Many factors influence the potential for enterprises to play effective roles

- Evidence of the effectiveness of enterprise engagement in WASH is mixed

**But why?**

- 120 interviews with national and local government, enterprises, local and international civil society organisations and donors in Indonesia, Vietnam and Timor-Leste

- Political economy analysis focused on the formal and informal links and interactions between organisations and individuals
The starting point most often assumes enterprises will be ‘for-profit’ but what about social enterprises?
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They may respond to different incentives based on their motivations.

Appropriate legal structures and policy settings rarely exist.
The national and local political economy shape which enterprise roles are possible and viable.
The status of private sector strongly influenced if and how enterprises were playing roles.

Vietnam

Indonesia

Timor-Leste
Incentives can create a supportive local policy environment for enterprises

- Coverage targets
- Financial incentives
- Prestige and recognition
Barriers can prevent a supportive local policy environment for enterprises
We must look beyond a ‘one-size-fits-all’ approach to enterprise development in WASH
Thank you!

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