

# 30 Seconds of facts about



- Implementers: Swisscontact / GTZ IS
- Phase 1:
  - 2002 - 2007
  - Donors: DfID, SDC, SIDA
  - Budget 26 M CHF
  - Around 50 professional staff and 6 expats
  - Extension October 2007 - 15 March 2008
- Phase 2:
  - 2008 - 2012
  - Donors: DfID, SDC, E.K.N., CIDA



# We did this:.....

Reach	Until end 2006	2007 to 2009	Total until end 2009
Directly impacted	166,953	560,975	728,000
Indirectly impacted	285,914	655,230	941,000
Total	452,867	1,216,205	1,670,000

Jobs until end 2009

183,000



# Why is this?



Never changed



Cheaper ?

Easier ?

Material not available ?



# How do we change this ?

Probably not only a technical reason  
but:

- Do they see the incentive to change?
  - Risk of investment?
  - Catch 22?, need for collaboration?.....
  - Awareness and pressure of passengers?
  - Availability of material
- Rickshaw Walla
  - Owner
  - License holder
  - Builders
  - Repairmen



# Pro-poor market development lessons

- Obvious changes often do not happen by themselves. (markets do not always work)
- Private sector development is often not about technical solutions; The difficulty is understanding complex systems
- No solution is possible without the private sector leading.



Poverty

Out of poverty,  
Jobs for poor,  
Income for poor

Sector  
performance

Growth,  
Production volume,  
Market share, New entrances,

Enterprise  
performance

Competitiveness / Productivity  
(Yield, cost reduction, innovation)

Support market  
performance

Volume of interaction,  
Sustainability

Activities,  
outcomes

Did we do what we  
planned to do?

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planned to do?

1. How is it in the beginning?

2. What do we expect to happen?

3. What changes happened?

# Why would we work in the rickshaw transport sector?

- Impact on poverty:
  - Jobs for the very poor
  - Remittances
- Outreach
  - > 1 Million People
- Environment

Key question: Can we make a large change?



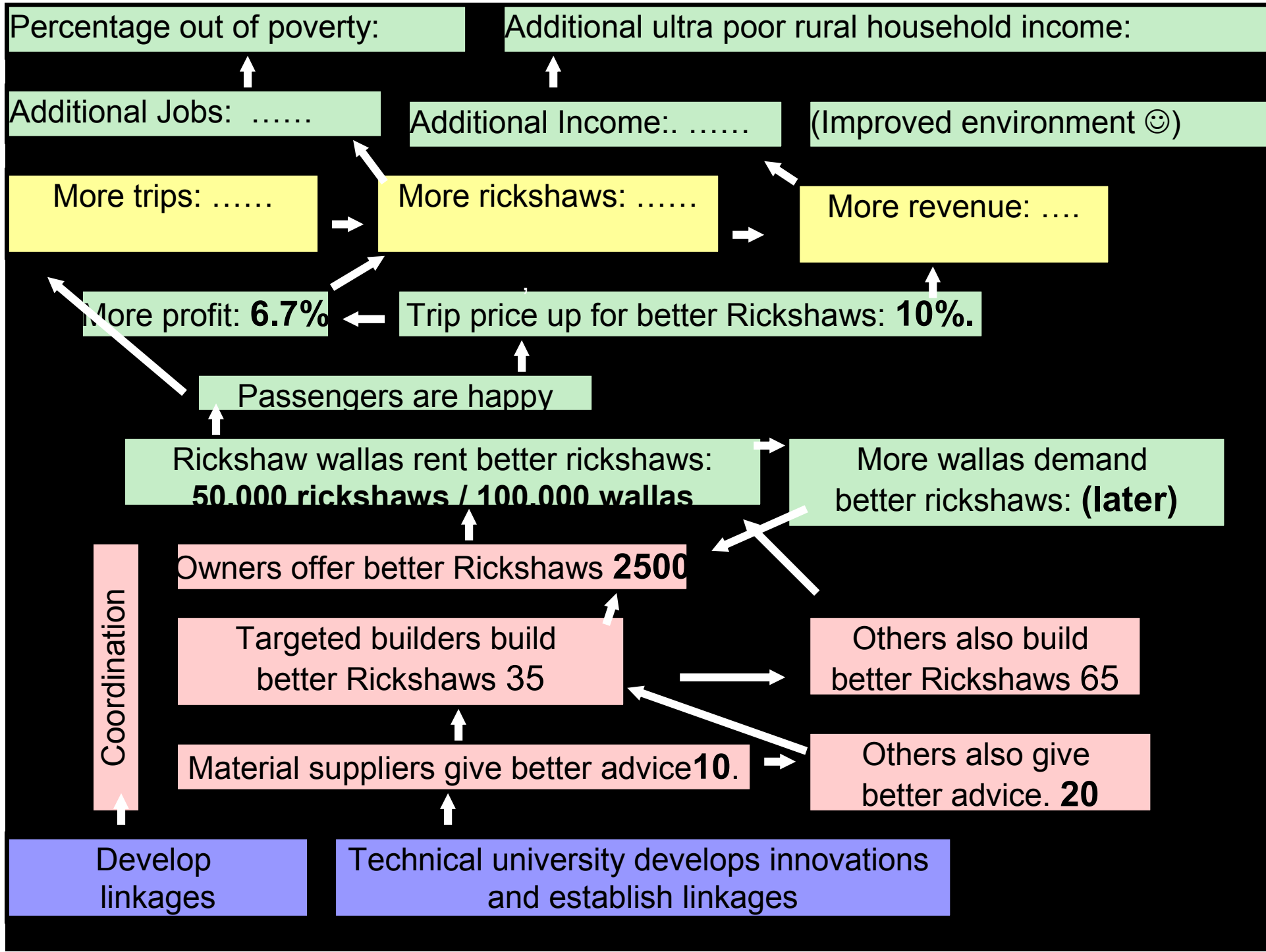
# Let's assume:

- Survey showed every year 5% less clients
- Main reasons: not satisfied with comfort  
Government regulations
- Willing to pay 20% more for better Rickshaw
- Need for transport is growing 20% a year

## ■ Then:

.....→ Better Rickshaws → more clients → more income  
→ reduced poverty





Percentage out of poverty:

Additional ultra poor rural household income:

Additional Jobs: .....

Additional Income: .....

(Improved environment 😊)

More trips: .....

More rickshaws: .....

More revenue: ....

More profit: **6.7%**

Trip price up for better Rickshaws: **10%.**

Passengers are happy

Rickshaw wallas rent better rickshaws:  
**50,000 rickshaws / 100,000 wallas**

More wallas demand better rickshaws: **(later)**

Coordination

Owners offer better Rickshaws **2500**

Targeted builders build better Rickshaws **35**

Others also build better Rickshaws **65**

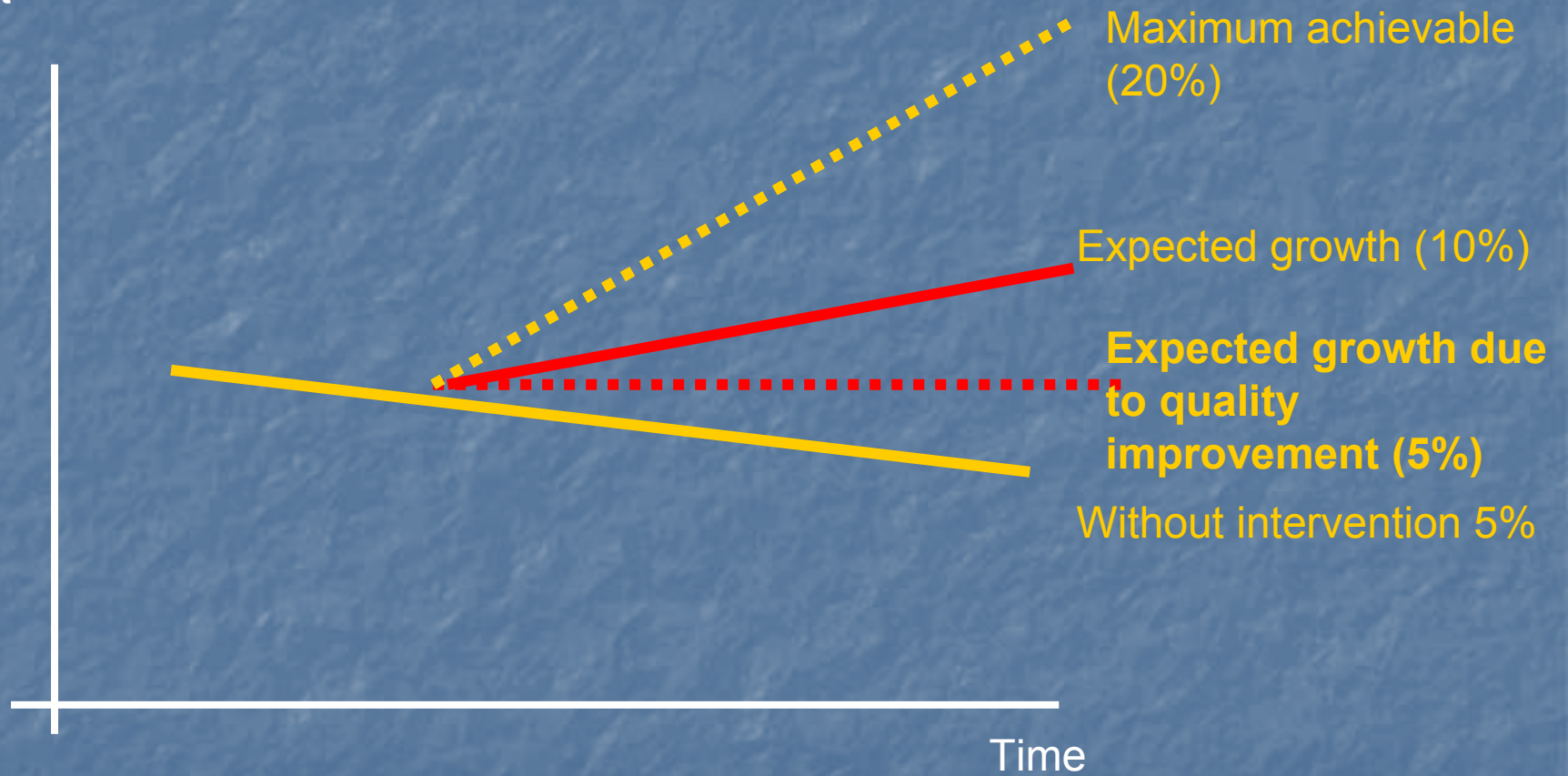
Material suppliers give better advice **10.**

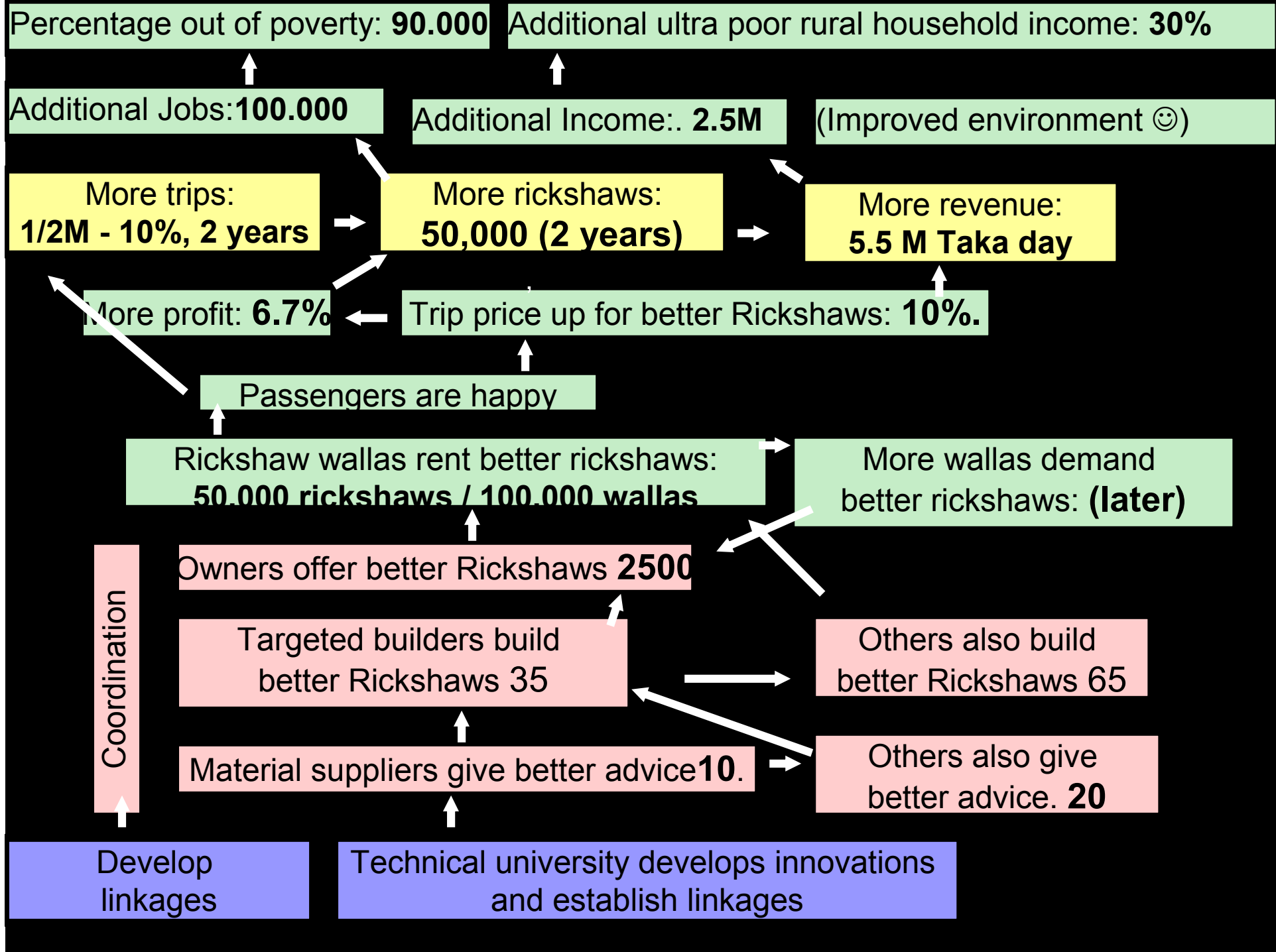
Others also give better advice. **20**

Develop linkages

Technical university develops innovations and establish linkages

# Growth in Rickshaw transport





# The corrections

- Attribution:

Project	1/3 costs... 1/3 of credit
Private sector	2/3 costs... 2/3 of credit

Crowding in for 2 years: 50 % of 1/3

Crowding in next 2 years 20% of 1/3

→ 25,000 jobs for real poor

- Displacement of taxies: 2000 jobs

→ 23,000 jobs after 2 years



# From prediction to assessing impact

How many suppliers give better advice ?	Observation , small survey by staff
How many build better rickshaws?	Observation by staff
How many better Rickshaws are sold	Phone some of the owners
Is audience happy?	One day mini survey, some students
How did prices change?	Same survey
How did profits change?	Survey 50 walla's by staff /students
How did volume change?	Government data of licenses / same survey as above
Is the money reaching the rural poor	Talk with BRAC
Is crowding in taking place?	Observations.
Displacement?	Opinion of a few specialist in ministry of transport



# Final remarks:

- Management tool giving realistic estimations
- What to include / exclude
- Status in Katalyst
- Credibility through transparency and checks from outsiders

Knowing success  
is great for motivation

