

**Can a livelihoods perspective help us  
to un-pick the nature of demand**

**What does this tell us about how we  
respond in an operational sense**

**Are there technological, institutional  
and/or financial lessons we can apply  
to Demand Responsive Approaches**



## What is the nature of demand?

### Malawi

- Labour savings through domestic supply
- Irrigation, construction and livestock

### Sri Lanka

- Secure access during drought
- Irrigation and income diversification

### Sudan

- Secure access for livestock
- Clean water for livestock

### Kenya (urban slums)

- Lower prices
- Basic quality standards

## How do households respond?

### Quantity

- Domestic supply
- Irrigation
- Livestock
- Income diversification - brick making

### Quality

- Potable water
- Water for productive purposes

## How do households respond?

### Malawi

- Conception that DRA is a revenue opportunity
- Gravity fed systems require investment

### Sri Lanka

- Minor tanks require initial investment
- Piped water supply cost-benefits

### Sudan

- 12 major institutional changes in 32 years
- Water corporation targeting community management committees for revenue raising

### Kenya

- Regulation of private water vendors
- Waste management and recycling

## Are there early lessons for policy?

### Technical

- Productive vs. domestic priorities

### Financial

- Willingness to pay

### Social and Institutional

- Who manages the process
- Regulation