

WORKSHOP
 on
**“COST CALCULATION, COST TRANSPARENCY & INVESTMENT
 FINANCING FOR INDUSTRIAL ZONE WASTEWATER MANAGEMENT IN
 URBAN REGIONS”**

Date: 06.- 07.September 2011

Venue: Ninh Kieu Hotel 3, 02 Hai Ba Trung Street, Can Tho City

Objective:

The Workshop is addressing aspects of legal regulations, technical requirements, sustainable pricing, financing and management of wastewater in urban and industrial areas. Different perspectives from wastewater dischargers, wastewater asset operators, owners in urban and industrial areas and financiers of waste water projects will be introduced. The awareness on above mentioned aspects of waste water management for local stakeholders in Can Tho will be increased. Detailed knowledge and tools will be provided to enhance the capacity of the management and technical staff of institutions in charge of wastewater management in Can Tho.

Target Group:

Owner & Operator of Wastewater Assets, Environmental Agencies, Planning & Investment Authorities, Construction Departments, Science & Technology Institutions (about 50 participants)

For the presentations and discussions, consecutive translation will be provided.

Workshop Agenda

Time	Topic	Presenter
6th September 2011 (Moderation: Prof. Dieter Lompe, Hochschule Bremerhaven)		
07.30 – 08.00 am	Registration	
08.00 – 08.10 am	Welcome 1	Mr. Bui Van Quyen, MOST South
08.10 – 08.20 am	Welcome 2	Mr. Huynh Viet Dung, CEPIZA
08.20 -08.30 am	Welcome 3	Prof. Karl – Ulrich Rudolph, IEEM Witten - Herdecke
1st Session “Introduction of objective”		
08.30 – 08.40 am	“AKIZ” – Research Project in the context of research and international development	Mr. René Heinrich, AKIZ - Project
08.40 – 09.20 am	Investment and Financial management of wastewater services – Example Industrial Zone Tra Noc - From perspective of Company Management	Prof. Carsten Haneke, Hochschule Bremerhaven

	<p>- Content:</p> <ul style="list-style-type: none"> • Investment planning as base for Financing • Development & Implementation of a long term investment plan • Evaluation Company – Investment –Strategy • Transfer Investment planning into Financial Planning • Evaluation consequences of each financial model • Handling of consequences in adaptation of Financial plan and integration of Calculation model • Project management during implementation of Investment- and Financial plan 	
2nd Session „Legal Aspects of Waste Water Management“		
09.20 – 09.50 am	<p>Legal Framework for Water Management in Vietnam: Achievements and Challenges</p> <p>- From perspective of legislative body, state, ministries</p> <p>- Content:</p> <ul style="list-style-type: none"> • Position and role of legislation on water sector • Key regulations for water resources management (Regulations on exploitation and utilization of water resources, Regulations on protection of water resources, Regulations on violations and sanctions, Regulations on dispute settlement) • State management of Vietnam’s water sector • Achievements and main challenges 	Mrs. Nguyen Thi Phuong Loan, Centre for Development Research, ZEF Bonn
09.50 – 10.00 am	<i>Questions / Discussion</i>	
10.00 – 10.10 am	<i>Tea Break – Visit of Poster Exhibition by AKIZ – Project and GIZ – Program</i>	
10.10 – 10.40 am	<p>Decree 88 and Circular - Legal Framework for wastewater management in Vietnam</p> <p>- From position of advisor / Mediator between legislative body and enterprises</p> <p>- Content:</p> <ul style="list-style-type: none"> • Legal base for urban & industrial waste water management • Legal aspects as base for financing of waste water projects and services • Local Regulation on Drainage, Sewerage and Wastewater Treatment 	Mr. Dinh Dang Minh, GfA, GIZ Project
3rd Session “Technical requirements of Waste Water Management”		
10.40 – 11.40 am	<p>How to optimize operation and maintenance costs of Waste water management assets (Sewers, Pump stations, WWTP’s)</p> <p>- From perspective of enterprise/operating company</p> <p>- Content:</p> <ul style="list-style-type: none"> • Cost structure of waste water assets • Definition of priorities and variants • How to get basic data • How to set key parameters for decision making • Calculation of key parameters • Technical controlling 	Prof. Dieter Lompe, Hochschule Bremerhaven
11.40 – 12.00 am	<i>Questions and discussion</i>	

12.00 – 01.30 pm	<i>Lunch break</i>	
01.30 – 02.10 pm	AKIZ – Sustainable and cost-optimized overall waste water treatment solutions for industrial zones in Vietnam and Germany, case studies – presentation and discussion - From perspective of research project - Content: <ul style="list-style-type: none"> • Consequences of legal requirements • Technological solutions • “AKIZ” – Research activities • Centralized Wastewater Treatment Plant Industrial Zone Tra Noc 	Prof. Karl – Ulrich Rudolph / Ms. Sandra Kreuter, AKIZ/IEEM Witten
02.10 – 02.50 pm	Cost-Benefit of domestic waste water treatment systems - Case study in South Can Tho residential area - From perspective of research project - Content: <ul style="list-style-type: none"> • Technological solutions • Research Activities • Methodology of Cost – Benefit Analyses • Comparison of investment costs of several treatment options 	Mr. Nguyen Dinh Giang Nam & Mr. Nguyen Vo Chau Ngan, Can Tho University, Environmental College
02.50 – 03.00 pm	<i>Questions / Discussion</i>	
03.00 – 03.20 pm	<i>Coffee Break</i>	
4th Session “Sustainable Pricing for Waste Water Services”		
03.20 – 04.00 pm	Introduction of wastewater tariffs in urban areas of 6 provincial cities in Vietnam - From position of advisor / Mediator between legislative body and enterprises - Content: <ul style="list-style-type: none"> • Short introduction construction of wastewater infrastructure • Tariff introduction in 6 cities – challenges • Best practice example 	Mr. Frank Pogade & Mr. Frank Schweizer, GIZ Project
04.00 – 04.40 pm	Willingness to pay and willingness to accept fees & tariffs – consequences for companies regarding fee collection - From perspective of enterprises - Content: <ul style="list-style-type: none"> • Examples from waste water utilities in Germany • Development of “Willingness to pay” due to the demographic change • Internal handling of deficits in enterprises (focus: liquidity, financial standing, enterprise value) • Entrepreneurial consequences, exemplified at a calculation model 	Prof. Carsten Haneke, Hochschule Bremerhaven
04.40 – 04.50 pm	<i>Questions and Discussion</i>	
04.50 – 05.00 pm	<i>Closing and Final Remarks 1st day</i>	
	<i>Moderator</i>	
06.00 pm	<i>Joint Dinner – invited by AKIZ Project</i>	
7th September 2011 (Moderation: Prof. Nguyen Van Phuc, National Economic University Hanoi)		
08.00 – 08.10 am	Opening and wrap up of first day, special questions to	Prof. Carsten Haneke,

	the first day	Hochschule Bremerhaven
08.10 – 10.00 am	How to calculate costs- and tariffs for Wastewater management in urban and industrial areas? – a practical exercise - From perspective of advisor of enterprises - Content: <ul style="list-style-type: none"> • Tariff model based on “Cost plus fee – calculation” • Calculation of tariffs based on GIZ – Project - calculation model • Introduction of calculation models for urban areas • Steps to introduce tariff model in VN 	Mrs. Le Bich Ngoc, GfA, GIZ Project & Prof. Carsten Haneke, Hochschule Bremerhaven
10.00 – 10.20 am	<i>Tea Break</i>	
5th Session “Financing of Waste Water Projects”		
10.20 – 11.00 am	Financing of Wastewater Projects – Example from Eastern Europe - From perspective of project financier - Content: <ul style="list-style-type: none"> • Legal base for financing • Partners and contributions to project financing • Lessons Learnt from project in Eastern Europe 	Ms. Bui Phuong Thao, LBBW Bank, Hanoi
11.00 – 11.40 am	Management of Wastewater Projects – Example from Can Tho & Eastern Europe - From perspective of technology provider - Content: <ul style="list-style-type: none"> • Challenges of project preparation • Appropriate waste technologies • Lessons Learnt from project implementations 	Mr. Guenter Mueller – Czygan, HST – Hydro Systemtechnik GmbH
11.40 – 12.00 am	<i>Questions and discussion</i>	
12.00 – 01.30 pm	<i>Lunch Break</i>	
6th Session „Management of Waste Water investments“		
01.30 – 03.00 pm	“Business model” – Project modeling of water companies (calculation and forecast) - example from Germany - From perspective of enterprise/operating company - Content: <ul style="list-style-type: none"> • Introduction long term calculation model (operator scheme) • Introduction different points of view (profitability, liquidity, stability of infrastructure operator) (sensitivity analysis in changing systems) • Determination enterprise value with and without involvement of third private parties • Introduction of PPP - Model 	Prof. Carsten Haneke, Hochschule Bremerhaven
03.00 – 03.20 pm	<i>Questions and discussion</i>	
03.20 – 03.30 pm	<i>Closing and Final Remarks</i>	<i>Moderator</i>

Organizer:

AKIZ Project

Prof. Carsten Haneke and René Heinrich

AKIZ Project Office, Lot 12 A Water plant Tra Noc, IZ Tra Noc II, Can Tho

Phone: +84.7103.744 003 Fax: +84.7103.744 004

 Email: akiz.cantho@gmail.com Website: www.akiz.de
