1. Add the following text on Page 5

East Meets West (EMW) has pioneered the use of output-based aid (OBA) and financial rebates in the sanitation sector to increase access to hygienic latrines for poor, rural households over the past eight years in Vietnam and Cambodia. With support from the Bill and Melinda Gates Foundation (BMGF) (CHOBA I project) and DFAT (WASHOBA project), this approach has successfully encouraged over 130,000 poor households to build hygienic latrines. EMW is currently piloting a new approach, with support from BMGF, intended to transition the previous donor-driven approach into a self-sustaining latrine delivery model (CHOBA 2). CHOBA 2 seeks to generate revenue through catalyzing demand-creation and supply chain partnerships between the mobilizers and local hardware vendors. As with CHOBA 1, EMW is collaborating with the Vietnam Women’s Union (VWU) as a key implementing partner under CHOBA 2, thereby strengthening their entrepreneurial capacity. The long-term vision is for the project to lead to a sustainable social enterprise, known as SANOBA, owned and managed by women from the VWU. Under CHOBA 2, EMW no longer exclusively targets the poor; instead serves all consumers expressing demand for hygienic latrines. However, serving the poor remains a key focus for EMW, and we are actively advocating for a government “Phasing-in” and EMW “Phasing-out” of financial support for rebates for the poor.

1. Replace all of the text on page 6 Demonstrating Sanitation Ecosystem for government with the following:

**Demonstrating Sanitation Ecosystems for Government Scale-Up**

Thrive’s Civil Society WASH Fund program – WASHOBA – focused on integrating our proven OBA model into government systems and readying it for scale-up.

In Vietnam, this program design was based on ten years of testing and refining our sanitation business ‘ecosystem’. The four year WASHOBA project allowed Thrive to further refine the roles and relationships of implementers from Departments of Health, the Women’s Union and private latrine suppliers in this ecosystem.

WASHOBA also focused on delivering evidence and presenting results to advocate for sanitation policy change, and for phased-in government budget for OBA.

One approach utilized for such advocacy is to promote “champion” provinces and celebrate their achievements in national forums, stimulating a sense of competition and buy-in for all provinces. Provincial government and WU champions are highly effective as trainers and at encouraging their peers in other provinces to get on board.

Another successful example of advocacy under WASHOBA was to present data demonstrating that after 30 months, the uptake rate for hygienic latrines achieved under the program was four times faster than the Government of Vietnam’s National Target Program (NTP). Under WASHOBA, 16,000 latrines were built in four provinces, while only 4,000 were built in four provinces under the NTP. This statistic helped to stimulate great interest in OBA for sanitation among actors in the sector.

Under WASHOBA, examples of some Vietnamese provinces committing their own resources to an OBA approach include:

* Ben Tre Province: $22 subsidy provided for each poor household that builds a latrine
* Thai Nguyen Province: 200 KG of cement allocated for each poor household building a latrine
* Three Provincial People’s Committees committed to phase in provincial budgets for output-based sanitation

The results box:

Thrive Networks’ WASHOBA sanitation program has so far completed 31,860 latrines for the poorest households. Vietnam 17,000 – Laos 2,100 – Cambodia – 12,760

1. Page 10 – can you replace all of the current text with this:

Through our OBA approach, Thrive Networks has reached over 150,000 households in Vietnam with hygienic latrines. A key factor in this success is Thrive's partnership with the 5,000 Vietnam Women’s Union volunteers who deliver the program. Women's Union volunteers focus explicitly on reaching the poorest 40% of households, and importantly, they directly target women with information and access to credit. Thrive conducted a study to understand whether and how our rural sanitation program (CHOBA) in Vietnam increases women's empowerment in the household.

The study included 517 households, in which we had data on whether the decision to install a latrine was made by the wife, the husband, or jointly. Using quantitative analysis, the study found that without CHOBA, the wives would be the sole or joint decision-makers in 45% of the households. Thanks to CHOBA, this rate increases to 69% of households. The most significant elements of the program that had positive effects on the wife’s decision-making role in latrine purchase included:

* ​When a Vietnam Women’s Union Mobilizer informed the wife about what type of latrine is hygienic
* When the Vietnam Women’s Union assisted the wife in obtaining and processing a loan for the latrine

1. Can we add our staff on the last page or somewhere else as recognition of our local staff will be important.
2. Here is the list:

Lynn Foden – CEO and Acting Vietnam Country Director

Thuy Ngo – Director of Finance

Kim Hor – Country Director Cambodia

Khouankeo Ardphasouk – Country Director Laos **on**

Hahn Nguyn – Regional Program Manager

Georgia Davis – Knowledge and Learning Manager

Ha Houng – Regional Program Manager