



Association for Decentralised Sanitation Infrastructure and Services

1st Annual General Meeting

Date – 15 September 2016

Venue- Hotel Quality Inn Shravanthi, Bangalore

Time- 7:00 pm to 9:00 pm

Key Points Discussed:

1. The meeting began with an **Introduction of the inception of ADSIS** by the President, Mr. Pravinjith K.P.
 - a. ADSIS has been working for more than one and a half year now and is a collective of sanitation and sewage treatment service providers, operators and consultants.
 - b. The initial sessions were spent in brainstorming the necessity of forming an association. The idea was that since there is no single entity to represent their work in the market or to the government, there emerged a need to form a collective. Hence ADSIS was registered as a society with 14 founding members.
 - c. Currently lots of people are expressing interest both from within the state of Karnataka and outside. These requests are primarily for the creation of a city chapter of ADSIS in Nagpur and Hyderabad.

2. The meeting progressed to understand **the key activities that ADSIS should take up in order to increase its visibility.**
 - a. The fee structure for the year 2016-2017 was decided as **Joining Fee of Rs. 10,000/- and an additional annual membership fee of Rs. 5,000/-**. The joining fee should make up the fixed corpus while the annual fee should help run the planned activities. Currently the planned activities require close to Rs.5-6 lakh of investment. There was little apprehension regarding the increase of the annual membership fee. The ones against it saw that as a value proposition contesting the fact that only when people see what value they get out of the association will they become a serious part of it. On the other hand the ones for it wanted to create an entry barrier so that only the serious players could enter the scene. Rs. 5000 as annual membership fee was ratified by the association **with a 2-3 months window for its payment.**



- b. Immediate concern is to increase the number of members. Post which the non-serious members might leave. With 50-60 members in place, the corpus is bound to increase.
 - c. Training and Workshops need to be conducted. It was decided that trainings' shall be carried out for:
 - i. Training for operators: **Catering to the technology based training needs of the members.**
 - ii. **Training needs of the consumers (largely awareness generation about the legal provisions, technologies available).**
 - iii. Training for member organisations' staff. : **Members expressed their Sales team has to be trained to better represent the products in order to enhance the revenue generation potential.**
 - d. ADSIS members need to propose the fact to the KSPCB that the operations of the STP's should be passed on to the people who have undergone training for the respective technology used. These joint meetings can become a networking point.
 - e. **Sustainability of ADSIS** should be brought about **by raising funds and sponsorships** for conducting the trainings.
 - f. All ADSIS members need to **print the logo of ADSIS in their visiting cards and company letterheads to increase their visibility.**
 - g. **Zone-wise working groups** have to be formed to conduct awareness generation campaigns.
 - h. There needs to be a **set of permanent invitees** in which case no membership fee will be charged. This will help in **enhancing the credibility of ADSIS.**
 - i. Newsletter was suggested to be developed for marketing purpose.
3. **Problems with the Centralized Systems** being run by the Government also found their way into the discussion.
- a. The Sewage Treatment Plants run by the Central agencies are not operating at a **low efficiency.** The technology used in them is good but is being run by **unskilled people.** Consultants are not aware of the manner in which DPR's are prepared.
 - b. The **flow of information** from KSPCB to the service providers, consultants is **not a smooth one.** The **website is not updated** on a regular basis as a result of which **notifications are not easily available.** Amendments can be seen only after payment of fee.



- c. There are **no standard documents or guidelines** that can be adhered to by the service providers and consultants. One of the reasons why standardization is not possible is because of the variation in technologies used. Design calculations are always challenged in order to extract commission.
- d. There is also a lot of **confusion regarding which government body has the authority to issue notices, CFO, CFE NOC etc.**

4. Way Forward

- a. **An MoU or a joint agreement has to be signed between ADSIS and KSPCB** and listing of activities need to be done. Since KSPCB is a cash rich body, efforts should be made to get the **sponsorship or reimbursement** by the KSPCB.
- b. Each of the founding members need to **conduct awareness generation in association with the Regional Offices of KSPCB, BBMP and BWSSB**. Members to seek appointment during KSPCBs' monthly meeting.
- c. Just like there is an STP **guide** prepared by the KSPCB, there should be a similar **document for other available technologies as well**.
- d. All ADSIS Members have to start putting the ADSIS Logo on their letterheads and visiting cards. A metallic Badge was also proposed carrying the ADSIS Logo along with a training calendar.
- e. **A list needs to be created of all the defaulters' post which ADSIS members can come up with a plan coupled with a campaign to take up these projects**. The list to be obtained by Mr.Pravinjith K.P., President and Santhosh Tapovan from Regional offices of KSPCB and BWSSB.
- f. **Each member will have to get at least 10-15 RWA's to the meetings with the Regional offices**. The government bodies can elaborate on the legal provisions while the ADSIS members can market their technology options.
- g. **A CA needs to be appointed to run the secretariat of ADSIS**.
- h. **A full-fledged secretariat** needs to be established. Also, a designate member shall be responsible for all correspondence between ADSIS and government agencies. Executive council shall take this decision.



i. **Target for 2016- 60 full time paid members + Later expansion based on city chapters and about 100 members.**

j. A Listing of all organisations that ADSIS needs to become a member of has to be done.

5. Ideas for Future

a. ADSIS should be structured in a way so that in future KSPCB loops in ADSIS for making any important policy recommendation.

b. KSPCB has to empanel ADSIS as a training organisation. ADSIS should help in creation of standardized procedures in order to create value for genuine players.

c. Since standards are not very clear about the use of treated waste-water, the members need to brainstorm on the potential market where it can be sold or reused.

6. The Meeting ended with each member describing their vision for ADSIS in a word.

Members Present:

1.	Shrikanth S.	Dexter WaterTech
2.	Ashok Kammar	Reyosys Water Tech
3.	Rajendra Prasad D.S	Ecoparadigm
4.	Pravinjith K.P.	Ecoparadigm
5.	Umashankar N.R.	Aqozone Industries
6.	Mr. U.R.Rao	Aqozone Industries
7.	Shivaram N. Hegde	Daksha Green Tech
8.	Suraj Hegde	Daksha Green Tech
9.	Naveen Doddamani	Bhagerath
10.	Rukkesh Doddamani	JMS Biotech
11.	Shridhar Hegde	Greenvision Consultants
12.	Suresh N.	Living Waters Tech Pvt. Ltd.
13.	Bhaskar Sharma	Bisineer Sales and Marketing
14.	Mr. Amresh Sinha	CDD Society
15.	Mr. Santhosh Tapovan	CDD Society
16.	Ms. Debisha Sharma	CDD Society
17.	Ms. Prerna Prasad	CDD Society