



# Corporate Partner Invitation: Support the D-LeaP Utility Management Training

Early 2021, IAWD has launched a Utility Management Training Program in the frame of the Danube Learning Partnership (D-LeaP). This program targets mid-level utility staff members from the Danube region, providing know-how, skills, culture, and tools for the effective and efficient management of water services.

UMT provides a best practice master class in which experienced practitioners from leading utilities, supported by technical and academic partners, teach core issues of the water service business. The first class of 20 people will successfully graduate end of 2022.

The UMT organizers invite interested businesses to join this program as corporate partners.

## The UMT Corporate Partner profile:

UMT Corporate Partners are businesses offering leading edge technology or services in the water sector. To businesses that fit this profile, UMT offers a structured opportunity to

- provide content to the program,
- get involved in a continuous dialogue with future senior managers of the sector
- pilot-test novel equipment and technologies within a real-business utility environment
- contribute to the improvement of management skills throughout the Danube region and beyond, and to
- have exposure to institutional decision makers in the sector.

In the process of launching the next cycle of the program, the UMT invites non-competitive corporate partners with sustained interest in the water sector in Central and Eastern Europe who are willing to support this initiative.

# Your UMT Corporate Partnership opportunities:

The offer includes three different levels of engagement:

- 1) Signature Partners: Platinum, Gold and Silver
- 2) Technical Partners
- 3) National Event Partners

## 1. Signature Partners

Support the delivery and operation of the UMT by providing financial and organizational input. Enjoy overall visibility of your engagement and access to the participants at key program events. Signature Partners gain first-hand insights on future investment opportunities in the WSS sector in the Danube region, both driven by utility-generated projects but also IFI/donor/EU-funded initiatives. Their direct involvement into the UMT will allow them to better understand and manage ongoing (technological) needs of the water utilities and provide the opportunity to demonstrate specific equipment or services related to their portfolio.

Choose between three UMT Signature Partnership options:



### Platinum:

Involves financial and/or organizational support in the value of 20,000 Euros over 2 years. In addition to the above-mentioned benefits, Platinum Partners will be acknowledged in all promotional materials and can supply the UMT participants with corporate material themselves.



### Gold:

Financial and/or organizational support in the value of 10,000 Euros over 2 years. In addition to the above-mentioned benefits, Gold Partners will be acknowledged in all promotional materials.



### Silver:

Financial or organizational support in the value of 5,000 Euros over 2 years. In addition to the above-mentioned benefits, Silver Partners will be acknowledged in selected promotional materials.

## 2. Technical Partners

Technical Partners are involved within a specific module of the UMT based on their field of expertise. They can demonstrate specific equipment or services related to the module content. Technical Partners are rewarded with direct exposure to the participating utilities, including demonstration of their products and services.

**Partnership fee: 2,500 Euros**

## 3. National Event Partners

National Event Partners will directly support a module in one of their national markets. Supported activities involve the funding of social events or the accommodation costs of participants. National Event Partners have direct exposure to the participating utilities at the local events and activities they are supporting in their country.

**Partnership fee may vary depending on the scope and nature of the local event organized during the UMT module**

### Contact

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