

Contract selection criteria

Contract selection criteria typically include:

- toilet condition
- city financial capacity to invest – funds available
- concession period
- profitability for revenue generation
- opportunity to relook at land for other uses
- opportunity to use new / latest technologies
- incentive to change operational model for operator
- operator competitiveness
- operator locked in investments
- operator skillset required - construction
- operator skillset required – operations & maintenance
- operator financial capacity
- operator availability in the market