

**INDONESIA: Improvement of the Dr. Mohammad Hoesin Hospital in Palembang**

The Dr. Mohammad Hoesin Hospital (RSMH) is a public general hospital in the centre of Palembang, South Sumatra's major city. It is a major referral hospital for the region with a population of 10 to 11 million and serves as teaching hospital for the Medical School of the local Sriwijaya University. The hospital has only a limited budget for recurrent cost of operation and maintenance. As a result, conditions of technical services and medical equipment are rather poor and, the current inpatient capacity standing at 830 beds, however, the bed occupancy rate rarely exceeds 50%.

In view of the current operational constraints at RSMH, the German Government has agreed to finance the improvement of the hospital. Following a Feasibility Study to investigate a financial assistance programme for RSMH and the elaboration of a Corporate Plan defining the improvement programme, the consulting services for this programme were awarded, in July 2003, by the Ministry of Health in Jakarta to GITEC in association with a local company. The overall objective of the Project is the improvement of the hospital in terms of physical conditions and operational structure as well as of management – so it will become a more efficient health care provider with improved access to quality health services for all levels of the population.

To meet this objective the Project covers the following areas of interventions: (i) Physical rehabilitation: re-zoning of the hospital and master planning, improvement of technical infrastructure, rehabilitation/construction of hospital buildings; (ii)

Procurement of medical equipment: needs identification and procurement services, installation of equipment, user training, after sales servicing and maintenance planning; (iii) Strengthening of hospital management: improvement of manage-

ment structure, streamlining of operations efficiency, advice and training in management functions; (iv) Accompanying measures: implementation of appropriate communications and controlling systems (EDP, IT, MIS), improvement of hospital

finance management and accounting procedures, as well as of human resources management, marketing activities and image enhancement.

Project activities started with the execution of the Project Strategy Workshop, held at the premises of RSMH in early September 2003. The Project's duration is scheduled to last 42 months.



**INDONESIA:** Covered Walk at the RSMH

**AFGHANISTAN: Rehabilitation and Extension of Industrial Estates in Kabul**

Under sub-contract for a GTZ-financed project for the economic reconstruction of Afghanistan we have, in October and November 2003, sent our staff member Dipl.-Ing. H. Kerlen as Industrial Estates Advisor for two missions to Afghanistan. Apart from rendering general advice concerning management and technical know-how to the project implementing agency,

the Ministry for Light Industry and Foodstuff in Kabul, the mission covered the following tasks: (i) verification of actually available land areas to the Ministry of Urban Development for industrial plots; (ii) supervision of topographical survey works and markings as well as of the production of layout plans; (iii) support to the implementing agency with the selection and supervision of consulting firms for the production of tender documents for the infrastructure works; (iv) advice concerning the selection of types of industries and the fixing of prices for the sale of land; (v) support to the Ministry with the evaluation of about 1,000 applications for the procurement of land for construction including administrative, legal and environmental aspects (environmental impact and compatibility); (vi) quantity and cost estimates; and (vii) support and advice concerning applications for funding and financing agreements. The project work was done in, and in the close vicinity of, Kabul.

After five years of successful certification, our Quality Management System which we elaborated on principles applied for years in the company has been re-certified according to the new DIN EN ISO 9001:2000. The certificate, awarded to us in October 2003 as member of the Dorsch Group, emphasizes the distinct customer focus of our quality assurance which will constitute also for the future the Guiding Principle for our Services.

*We would like to thank our Clients and Partners  
for the confidence and effective cooperation we have enjoyed.  
We express our best wishes for a successful 2004.*

## TANZANIA: Rural Water Supply East Kilimanjaro, Phase 2

The Rombo District, situated on the eastern slopes of the Kilimanjaro mountain, is a rural area with presently 290,000 inhabitants. Because of good rainfall, the District produces a variety of crops for the supply of various Tanzanian cities, including Dar Es Salaam.

in Tanzania, which operates a piped water system. The complex system has an extent of 50 km north-south and 15 km east-west and supplies clean surface water under gravity only. It is old and favours the upper areas whilst the lower areas often remain dry.



**TANZANIA:** Discharge Measurement in the Rain Forest

A number of streams originating from the upper slopes of the mountain have sufficient water for domestic supply of the entire District. However, a fair water distribution is a continuous challenge for Kiliwater Co. Ltd., the largest privatized water company

Since 2001, GITEC is carrying out Phase 1 of a project for the rehabilitation of Water Supply System East Kilimanjaro, which is a balance of structural measures and strengthening the capacities of Kiliwater (refer to GITEC News Letter No. 48 of

December 2002). In July 2003, we were entrusted with the preparation of a feasibility study for a Phase 2 of this project with the following targets: (i) supply of villages above the presently served area by an 18 km long bulk supply line; (ii) rehabilitation of 9 sub-systems in district areas with notorious water shortage; (iii) development of a number of new stream intakes including hydrological data collection; (iv) installation of 300 public stand posts and 5,000 water meters; (v) accompanying measures regarding operation and maintenance, billing and accounting, and customers relations.

The study financed through KfW and carried out in association with a local consulting firm under the project management of Dipl.-Ing. H. Steinke is expected to be finalized in December 2003.

## ARMENIA: Equipping of Hospitals

In June 2003, the Armenian Ministry of Health awarded to GITEC the contract for the implementation of a Health Project covering the equipping of four selected hospitals in the capital town of Yerevan. The tasks include an inventory of existing equipment, the assessment of need for replacement and purchase of new equipment as well as the elaboration of technical specifications, and the conduct of procurement and tendering procedures including tender evaluation and proposal for supply award. Further included are the monitoring of the whole implementation process for quality assurance and use of equipment, and user training. The project is planned for three years and is being implemented in cooperation with an Armenian partner company.

The hospitals selected for support under the project are two specialist institutions, i.e. the Centre for Perinatology, Obstetrics and Gynaecology and the Centre for Mother and Child Care that function as reference centres for the country, and two major general hospitals. All four hospitals have been privatized under the sector reform in the beginning of the year. They have to increasingly generate revenue through fees for services, to which the use of modern and efficient medical equipment provided under the project will substantially contribute.

## UZBEKISTAN: Training in Operation & Maintenance and Financial Management

For many years, a deficient water supply in rural areas of Uzbekistan belonged to every days life. To contribute to the alleviation of the situation, the German Development Cooperation allocated financial means through KfW for the Rural Water Supply Programme Chozm, implemented by GITEC since 1999. To adequately manage this infrastructure, the recently privatized corporate association AIK Obi Hajet must be strengthened and put in a position to fulfil its function as an independent and responsibly operating water utility.

In August 2003, GITEC has been entrusted (as member of an association with another German company) with the implementation of a training programme for staff of the newly established Obi Hajet Chozm Water Supply to improve

the most pressing issues in Operation & Maintenance and Financial Management.

The training envisions the introduction and consolidation of relevant technical, legal, administrative and financial procedures, the creation and administration of a customer base, the implementation of a transparent tariff system, efficient billing and cost recovery as well as the establishment of a monitoring and reporting system.

The training project is being implemented by a team of 3 international and 8 local experts. GITEC has assigned Dipl.-Ing. A. Rieckhoff as Technical Trainer and Dipl.-Ing. (FH) W. Palmtag as Expert in Water Supply Operation and Maintenance. The project will run up to early 2005.

## NAMIBIA: Social Marketing of Condoms, Phase 2

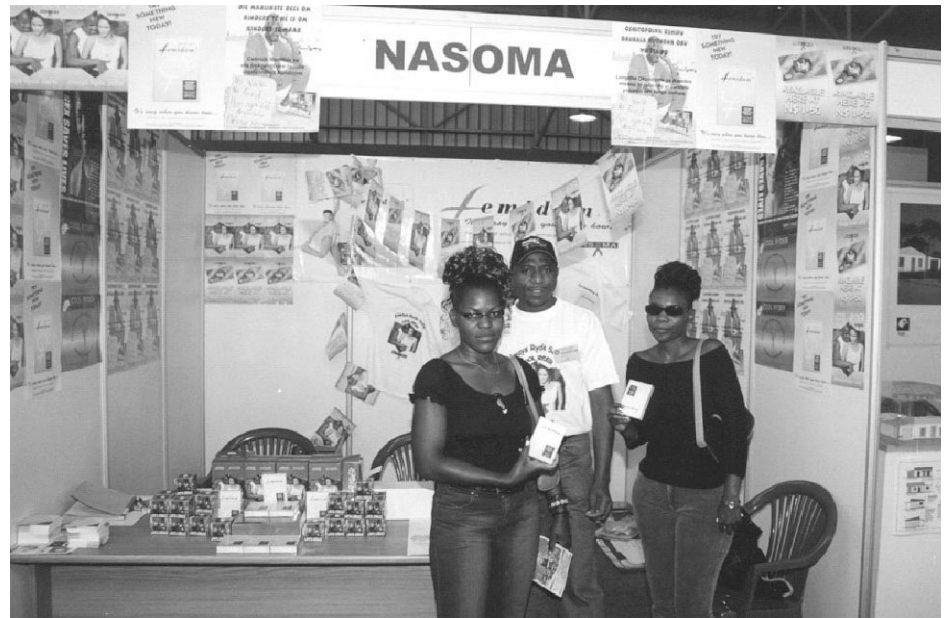
Since 1999, GITEC is implementing on behalf of the Namibian Ministry of Health and Social Services the very successful National Social Marketing Programme (NaSoMa). This Programme for the social marketing of condoms for HIV prevention is now, since February 2003, in its second phase concentrating on the nationalisation of its implementation. The Programme increased and strengthened the responsibilities for local management by human resources development during the first phase.

The Programme will continue to sell the flag ship "Cool Ryder" to relatively young people but will also introduce a new brand to target low income people. In addition NaSoMa will supplement its market position by introducing a new brand for medium-to-high income males.

To complement all efforts to reverse the number of persons newly infected with HIV and sexually transmitted diseases, NaSoMa will continue to strengthen Behaviour Change Communication (BCC) in mobilising, training and motivating the population concerned to use male and female condoms. NaSoMa uses educational videos/DVDs for group discussions to guarantee that people concerned are reached even in remote areas. BCC is one of the backbone components of the Programme and goes beyond information, education and communication activities. The Programme consults and uses locally published studies, research, and surveys to learn about the needs and factors that influence behavioural change in different communities, wants and preferences of the target groups.

The Programme introduced a Management Information System to make sure that the logistic system can react timely to demands throughout the country. This system now serves the project's head office in Windhoek to transfer the data into a functional supply chain. In addition the Programme continues to undertake market research to ensure that needs and wants of targeted groups are identified and correctly addressed. Furthermore, the Programme intends to broaden its financial base to secure needed resources and will amend the current organisational structure in becoming an independent legal entity.

The project direction lies in the hands of our Namibian expert, Mrs. M. Nangolo, MBA, who is coordinating the local experts.



**NAMIBIA:** NaSoMa's Showroom at a Trade Fair

## MONGOLIA: Improvement of Forest Access Roads

The German Government expressed its willingness to support the Government of Mongolia in the commercial utilization of its forests by providing funds for improvement and extension of access roads into presently non-accessible forest areas with good potential for commercial use.

To assess the economic feasibility of these measures, the Ministry of Foreign Trade and Economy in Ulaanbaatar charged a consortium formed by GITEC with another German consulting firm and a local company to undertake the first phase of a two - phased Study, which took place from July to October 2003. The Study team consisted of 9 experts with GITEC's assignments of Dipl.-Ing. (FH) E. Neubauer as Transport Economist and Team Leader and Dipl.-Ing. P. Gellner as Road Engineer.

Production forestry in Mongolia needs a substantial new orientation. The promotion and streamlining of the forest concession concept is necessary to enhance sector development and sustainable

forest management. Only a controlled forest access will provide the necessary triggering effect for the introduction of sustainable forest management and of solution oriented and innovative technologies and practices.

In addition, there is a need for the improvement of local roads in both study areas: in Area II (Selenge - Darkhan Uul Corridor), a total of about 464 km of local roads are in need of improvement, on spots and stretches adding up to 72 km, partly in difficult terrain in river plains; in Area III (Zavkhan - Govi Altai Corridor) the overall need for local road improvement is on roads with a total length of 907 km, which need improvement on spots and stretches that amount to a total of 155 km.

The decision as to what development should be taken up and further examined in the second phase of the Study depends on the technical, economic and social arguments put forward in this phase of the Study.

## EGYPT: Maintenance of Agricultural Drainage Systems

GITEC (together with a local consulting firm) implemented from November 1999 until October 2003 the maintenance programme for the drainage systems in the North Qena Directorate on behalf of the Egyptian Public Authority for Drainage Projects (EPADP). The project served as accompanying measure to the construction of the Naga Hammadi Barrage across the Nile River in Upper Egypt, co-financed through the German Financial Cooperation.

Following the completion of the new barrage, a rise in the water level of the river Nile and consequently a higher groundwater level in the agricultural production areas located further upstream is anticipated. The accompanying measure aims at an efficient control of

the groundwater level as protection against the risk of profit cuts in the produce, caused by salinisation and soddenness due to damming of groundwater. An improved maintenance of the open drains shall contribute to that aim. Further measures include the construction and rehabilitation of several pumping stations and the rehabilitation of considerably damaged drainage canals.

GITEC adapted its Routine Maintenance System (RMS), developed in irrigation projects in Thailand and Syria, to the Egyptian conditions and introduced it in three drainage districts of EPADP's North Qena Directorate. The system consists of 300 km of drains, 580 km of maintenance roads, and 550 hydraulic

structures. Furthermore a detailed inventory and damage analysis, standards for planning, implementation and supervision as well as for adapted working methods were established; unit rates were determined and software for the support of the management was introduced.

A central task of the project consisted in the training of the local qualified staff in the use of the RMS. A total of 195 persons were instructed in planning, implementation and supervision in 20 courses with a total duration of more than 400 hours.

The Routine Maintenance System of GITEC is planned to be introduced in another five EPADP directorates.

## PERU: Agricultural Environmental Programme Jaén - San Ignacio - Bagua

Land pressure, inappropriate land use, shifting cultivation, and environmentally unfriendly processing of agricultural products lead to soil erosion and contribute to diminishing water resources. As a consequence sustainable agricultural production on the steeper areas at higher altitudes is increasingly threatened, the incomes of agricultural smallholdings decrease and the supply of potable water becomes less secure.

Paramount objective of the project financed by the German Government as cooperation project of KfW and GTZ is the promotion of site-specific and ecologically sound land use to conserve natural resources like soil, water and vegetation which will contribute to improve rural incomes. It is hoped that the population of 4,500 farm families in three watersheds will find sufficient livelihood and that migration to the cities, to new areas in north-eastern Peru or to the areas with drug cultivation will cease.

The project applies an open concept including:

- Protection, conservation or rehabili-

tation of natural resources on an area of 1,500 ha, including restoring of the water balance through cultural fallow, promotion of agroforestry, incorporation of shade trees to existing coffee plantations and protection and supplementary afforestation of remaining forest areas;

- Establishment or rehabilitation of coffee plantations inclusive of shade trees and the promotion of an environmentally sound coffee and cocoa processing.

All measures will be implemented under self-help and under the farmers' own responsibility. Except for the financing of coffee and cocoa processing for which credit will be made available through the

project, investment subsidies will support the farmers' activities. Complementary support to the target group includes training and capacity building with respect to planning, processing of applications and implementation of their projects, i.e. with extension workers and supporting radio programmes.

Since March 2003, GITEC (in association with another German consulting firm) supports the executing agency "Proyecto Especial Jaén - San Ignacio - Bagua" (PEJSIB) in the technical, organizational and financial implementation of this programme. The consulting services financed through KfW will be completed in 2006.

## PR OF CHINA: Performance Award

As one of four experts the Director of our Department of Agriculture and Rural Development, Dipl.-Ing. agr. Peter Keil-Bruder, has been awarded as "Outstanding Expert" by the State Forestry Administration of China. This award recognizes his excellent performance in the implementation of advisory services and training provided by GITEC - and referred to in detail in GITEC News Letters - since 1992 for thirteen Sino-German Afforestation Projects. The awarding ceremony was held on 26 November 2003 in Beijing on the occasion of the 10th anniversary of the Sino-German Cooperation in the Afforestation Sector.

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