

# DEVIWAS PROJECT NEWSLETTER

*GERMANY - VIETNAM PARTNERSHIP PROJECT FOR COMPETENCE  
DEVELOPMENT OF THE VIETNAM'S WATER SECTOR - DEVIWAS PROJECT*



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Through



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# PREFACE



*Dear Readers,*

As the representative of German Water Partnership in Vietnam and Manager of the DEVIWAS project, I would like to give you an internal publication named as the DEVIWAS Project Newsletter- Quarter III/2017. One of the most significant activities conducted in the period was the visit of high-ranking people of Vietnamese water sector in Germany by the end of September. The delegation had some important meetings at Federal Foreign Office, Internal Affairs Department of Sachsen-Anhalt, Dortmund city Hall and also be welcomed by many German companies in water sector.

As planned, number of other activities has been implemented to strengthen cooperation between Germany and Vietnam in the field of training, capacity building and technology transfer toward sustainable development of a Vietnamese water sector.

Thank you very much for your cooperation!

*Best regards,*

**Nguyen Dac Hoan**

**DEVIWAS Project Manager**

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*BMZ financially supports to this project via Sequa organization. The German Water Partnership (GWP) and the Vietnam Water Supply and Sewerage Association (VWSA) are responsible for implementation and this document doesn't reflect BMZ's opinion.*

## 1. The visit of high ranking people of Vietnamese water sector in Germany

From September 25 to 29, the delegation of Vietnam water sector enterprises went on a business in Germany. The trip was a part of the cooperation framework among the members of GWP and VWSA, supported by Hawaco Mechanical & Technical Company and 6 members of GWP (*Wilo, PWT, Huber, LAR, Aerzener Maschinenfabrik and Tilia*).

The trip's highlight including the meeting with the Mayor of Dortmund, Sachsen-Anhalt Minister of Home Affair, and Director General of Economic Department of German Foreign Affair. The delegation visited Wilo pump manufacturing factory, Berlin Water Company, Haltern Water Company and observed the model of water supply, industrial wastewater treatment and then re-use at Volkswagen factory – the world's biggest automobile factory in Germany. Moreover, along with German large water enterprises, they also attended a seminar titled *“German Solutions to Vietnamese Challenges”* organised by GWP.

In the meantime, DEVIWAS Project coordinated 12 Vietnamese technicians of 7 Vietnamese water companies to train in Wilo pump producing factory in Hof, Germany. They were trained on selecting appropriate type of pump (high performance and energy saving), smart pumping technology, pump operating and maintenance. The trip's expense was covered by Wilo Group and Vietnamese companies (*Wilo sponsored tuition fee and other fees incurred in Germany while Vietnamese companies paid for the airfare*). This cooperative training model will be continued in the future.

September 25



**Lord Mayor of Dortmund City, Mr Ullrich Sierau accepted the proposal of Chairman of Hue People's Committee on establishing the partnership between Hue and Dortmund in the meeting in the city hall.** At the beginning of 2018, the mayor intended to lead a deputation to visit Hue to discuss the necessary preparation for establishing this collaboration. While Hue is a cultural, health, tourism and education centre of Central Vietnam, Dortmund is also the economic and cultural centre of western Germany.

The delegation had a meeting with Mr. Holger Stahlknecht - Minister of Home Affairs of Sachsen-Anhalt, Mr. Andreas Mueller - Managing Director of Magdeburg Chamber of Commerce and Industry; and representatives of Magdeburg-Stendal University. At the meeting, representatives of Sachsen-Anhalt Government appreciated the collaborative relationship with Vietnam and gave suggestions to strengthen economic and cultural cooperation between Sachsen-Anhalt and Vietnam. There are 7,000 Vietnamese students currently studying at the state's universities and colleges.

## ← September 27



## September 28



At the meeting in German Ministry of Foreign Affairs, Mr. Miguel Berger, Director General of Economic Affairs and Sustainable Development appreciated not only the partnership with Vietnam but also the result of DEVIWAS Project and the role of German Water Partnership. Mr. Berger stated that German Government would continue to promote the collaboration between Germany and Vietnam water sector, and encourage German enterprises to invest in Vietnam, especially in water and environment area. German corporations and GWP's members could cooperate with Vietnamese enterprises to research and manufacture products suitable for Vietnamese market. German Government established German Chamber of Commerce in Vietnam and expressed their support to EU - Vietnam Free Trade Agreements.

## September 29



The delegation and a number of well-known German and international water utilities such as: PWT, Huber, Wilo, Tilia, TU-Berlin, LAR... participated in a seminar titled "German Solutions for Vietnamese Challenges" arranged by GWP. In the conference, the heads of Vietnam water utilities were introduced with advanced technology for water sector such as: flow measurement devices, ultrasonic sensors detecting water leakage, online analytical technology, high performance and energy saving water pumps, smart filters, and wastewater treatment...





*Visit Berlin-Tegel Water Company*



*Experience sharing at Haltern Water Company*



*Introductory on new and smart technology solutions at Wilo SE*

*To support the water utilities to calculate, design and manage the water drainage network efficiently, VWSA's Training Department coordinated with DEVIWAs project and German Institute for Technical and Scientific Hydrology (ITWH) to organise a five-day training course, from July 29 to August 4, on using HYSTEM-EXTRAN and GIPS softwares in Hanoi. The trainers were Dr. Lothar Fuchs, Director General and Tran Hung Cuong from ITWH.*



## **ITWH - Germany delivered 2 softwares to Vietnamese partners**

The training attracted the participation of 50 trainees from Universities and Colleges specialized in water supply and sewerage, Research Institutes and VWSA's member units. In the course, the participants were instructed to use the software to calculate hydraulics and design drainage network. Thereafter, they practiced and ran software stimulating special constructions such as pumping station, drainage discharge, and sewage overflow in drainage system. Apart from assisting the trainees, the trainer also showed some realistic-stimulation videos for further study after the course.

ITWH has especially given the universities and colleges taking part in the training free access to the software so that the lectures will be able to use it while teaching at school.

## 2. Newsbrief



▶ A training course on stock market and company management after equitisation was organised for the Central and Highland branches of VWSA by the Training department and Mien Trung University of Civil Engineering in Phu Yen City from August 4 to 6, 2017. The course attracted the participation of nearly 40 trainees from 11 water utilities. The trainers were the specialists from State Securities Commission of Vietnam. In the course, the attendants were provided with basic knowledge on stock market and company management, auction activity, stock listing registration, operation method for enterprises after equitisation, and update the latest regulations relating to stock and equitised company management.

▼ The training updating regulations relating to investment activity was organised in Ho Chi Minh City on August 17 with the DEVIWAS Project's support. Nearly 130 trainees from the Southern water supply, sewerage, water sector and construction consulting companies participated in the course. The lecturer was Mr Hoang Tho Vinh, Former Deputy Chief of Construction Activities Management Agency, Ministry of Construction. The trainees updated the latest regulations relating to construction investment project management, determination and management of construction surveying costs and maintenance costs, labour safety management during constructing process...



▶ A training course on online bidding for the VWSA's branch and other units with demand in the Northern region was charged fees and organised by the Training department without any support on August 17 and 18 in Hanoi. The training attracted the attendance of nearly 50 trainees coming from 14 units. The lecturers of the course were the experts from National Center for Online Procurement, Ministry of Planning and Investment.



▼ **Training course for enterprises supervisors was organised for nearly 100 trainees on August 18 and 19 according to the request of the Southern water utilities.**

The trainer was Dr. Le Quang Binh, Former Deputy Director General of the State Audit Office of Vietnam. In the training, the participants were introduced the internal supervising system, Board of Directors' activity evaluation method, and financial reports analysis. The trainees highly appreciated the course's content and the lecturer's quality. They also express their interest in VWSA's opening more similar courses for the Southern region.



▶ **Training course on regulations relating to construction investment activities was arranged by Vietnam Water Training Center (VWTC) with the support of DEVIWAS Project on September 22, 2017.**

The training attracted the attendance of more than 40 trainees from 12 construction and water units. The course's trainer was Mr. Hoang Tho Vinh – Former Deputy Director General of Construction Management Authority, Ministry of Construction. The training answered the trainees' questions relating to Decree 42/2017/ND-CP amending and supplementing a number of articles of Decree 59/2017/ ND-CP on managing construction investment project; some instruction circulars: calculation and management of construction survey expenses, and construction maintenance expenses; regulations on labour safety management during construction; and Decision 79/MOC promulgating project management and construction investment consultancy cost norms.

*This was the first training course organised by VWTC after being established by VWSA to professionalise the training program of the association.*



▶ **Training course updating the latest policies on the effect of labour, wage and social insurance on determining cost and product price was arranged by Vietnam Water Training Center with the support from DEVIWAS Project.** The training attracted the participation of 60 trainees from 22 different companies. The lecturer of the course was Mrs. Tong Thi Minh, Director General of Department of Industrial Relations and Wage, Ministry of Labour – Invalids and Social Affair. The trainer has given solution to the problems which the companies usually encountered, namely the formation of salary scale for companies after equitisation and recent regulations of social insurance effective from 2018.



# TRAINING on Financial Management in Joint Stock Companies

According to the request of members, the branch of VWSA in Central and Highlands on Water Supply collaborated with the DEVIWAS Project to arrange a course on Financial Management in Joint Stock Companies on 7 and 8 August, 2017 in Hue. The lecture of Assoc. Prof. Dang Duc Son and MA Hoang Le Hoang, experienced experts from AFC Institute for Management and Finance, helped trainees understand theoretical base of Finance and Stock Market Management including financial plan, cost management, cash flow management, securities registration procedure, shareholders management, transfer of share, dividend policy, bonus stock... Furthermore, participants took proactive role in the session by sharing their company's experiences and problems to receive advice and suggestions from the trainers and others.

The training only last for two days and the content contained a wide range of new knowledge; however, most of the participants understood basic theory and could apply it in their enterprises' situation to improve financial management efficiency during equitisation and to support their company's sustainable development.





# Training

## on Non-revenue Water Management

Beside the training session on Financial Management in Joint Stock Companies, the branch of VWSA in Central and Highlands on Water Supply collaborated with the DEVIWAS Project to organise a course on Non-revenue Water Management on 7 and 8 August.

With the training method combining theory and practice, trainees were consolidated modern concept on non-revenue management as well as instructed to use modern leak detection equipment of HueWACO. Participants also experienced practical leak detection in HueWACO's new training area, a non-revenue water management model. This training area was built in just 1 month with the budget of 1 billion VND (50.000USD) for this training session and would be the practice center for the water utilities inside and outside the Association.



## Conference to Exchange and Evaluate Training Activities in Red River Delta

*On May 25, 2017, the VWSA collaborated with Ninh Binh Water Supply and Sewerage Joint Stock Company to organise a conference to exchange and evaluate training activities in Red River Delta area to understand the current situation of training activities of the Northern members, as well as identify training demand of each member. Therefore, they would be able to develop efficient and realistic training programs to improve water sector human resource quality. The conference was supported by DEVIWAS Project.*

At the opening of the conference, Mr. Cao Lai Quang, President of VWSA, stated that he appreciated the result of the association's training program. In the first 8 months of 2017, VWSA has arranged 26 training courses with the attendance of nearly 1400 trainees not only from the VWSA's branches but also other organisations with demand. In the Northern region, there were 8 courses with 46 turns of attendances, 15 out of which were the Red River Delta water supply and sewerage companies. Since the demand for training course in the company was rising, 3 out of 7 Northern Region training courses were organised in the company.

Chairman of the Northern branches and the

delegates of Hai Phong, Quang Ninh, Thai Binh and Ninh Binh Water Supply and Sewerage Companies presented a brief report on their training program in the past time. They all agreed that training human resources was the key strategy deciding the business performance. The branches also raised a number of problems relating to difficulty when equitising, effect of climate change on productivity, as well as legal policy changes...

For the upcoming period, the branches expressed their interest in the VWSA's continuing to organise more training programs and update the latest legal documents. While the water utilities are being equitised and the demand for high-quality human resource is prioritised, enterprises expect to be updated with knowledge relating to calculating management and operation expenses, improving the quality of water supply and sewerage constructions. The branches suggested that the association arranged cluster or pair training program and increased training at the unit to minimise the cost as well as promote to share experience among the branches.