

Good water for everybody

Providing services for the regional, national and international water markets



The liberalisation and privatisation of public services has prompted the water utilities to evaluate new approaches to gaining greater entrepreneurial freedom.

The Client

- Wasserversorgung Zürich, Zurich, Switzerland
- Drinking water purification and distribution
- Revenue: approximately CHF 125 million
- Workforce: approximately 270

The Objective

- To gain greater entrepreneurial freedom
- To grow beyond the regional boundaries

The Solution

- Create an organisational unit for marketing and sales
- Build up collaborations and alliances through the combination of utilities
- Operate regional or national water utilities
- Active marketing and the provision of consultancy and contractor services
- Transfer the company from a major department in public administration to an “independent establishment subject to public law”

The Client Benefit

- The basis of decision is available to transfer the company to become a public administration
- A roadmap (medium-term development) with a plan of action to implement the desired growth