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Nazava: Sabu Island Partnership Network Report (Executive Summary)

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Overview of the Sabu Island Partnership Network Report



Photo Credit: Santa Clara University

Nazava requested that our research team visit Sabu Island, a remote and rural island in the region of East Nusa Tenggara. Due to Sabu's remoteness, the inner-workings of the partnership network that functioned to make water filter sales so successful and impactful on Sabu were unclear to Nazava. In order to facilitate Nazava's understanding, we were sent to Sabu to document the partnership network involved in water education as well as Nazava filter promotion, sales, and distribution.

To complete this task we conducted 13 semi-structured interviews with various individuals from a range of health, education and government organizations on the island. With the interviews we sought to uncover the complex system established, as well as gather information for any requests that could increase satisfaction with Nazava products and increase partnership communication efficiency. Nazava requested that this information be compiled into a brief partnership network report that would lend insight to Nazava concerning who is integral to the partnership network, what could lead to increased success and impact on Sabu, and what components of this partnership model might be replicable in other areas like Sabu. Ultimately this report will help Nazava reach greater impact in health improvement for those most in need, as it seeks to strengthen Nazava's existing relationship with Sabu Island as well as help the enterprise expand to other remote locations similar to Sabu.

The full Sabu Island Partnership Network Report was sent directly to Nazava to be used internally.



Santa Clara University