



Uma
Entidade
Essencialmente
Voltada à
Sociedade

What are the advantages of Knowledge Management?

- Make the company competitive - permanent transformations to ensure competitive advantage.
- Take advantage of the resources that already exist in the company so that people seek, find and use best practices
- Empowering creativity
- Innovation and Productivity



AESabesp and Messe München



Transfer of technology
(equipment and services)

Cultural exchange (Young
Professional Awards and
Courses between Brazil
and Germany)

Identify sponsorship for
the new projects of
Young
Professionals/students



Brazil generates 8.4 billion
sewage per day

WHO - World Health
Organization, for each
USD 1.00 invested in
sanitation, is saved USD
4.00 with illness
placement water

5 billion sewage without
treatment

Causes incalculable damage: -
Contamination of soil, rivers, seas
and Water sources
- They cause direct reflexes to the
population, such as the proliferation of
diseases

Assistance to the population in Brazil

Component	Appropriate service(x 1.000 hab.)	Precarious service(x 1.000 hab.)	Without care
Appropriate service - drinking water	112.497 ou 59,4%	64.160 ou 33,9%	12.810 ou 6,8%
Sanitary sewage	75.369 ou 39,7%	96.241 ou 50,7%	18.180 ou 9,6%
Solid waste management	111.220 ou 58,6%	51.690 ou 27,2%	26.880 ou 14,25

Sources: Censo Demográfico de 2010 (IBGE, 2011), SNIS de 2010 (SNSA/MCidades), PNSB (IBGE, 2008).
http://www.mma.gov.br/port/conama/processos/AECBF8E2/Plansab_Versao_Consehos_Nacionais_020520131.pdf

Investment

- AESabesp/Messe München for professional development

Possible solutions

- Development of new professionals in the sector - Young Professionals
- Investing in professionals working in the sanitation market - knowledge management
- Retention of intellectual capital

Scenery of professionals sanitary area

State enterprises 3,943 counties - 25 companies (* Source AESBE)

Real Estate Management – 1,356 companies (** approximate value SNIS - 2012)

Private companies(conception/PPP without asset lease 297 counties

517 surveys collected in set. /2013
(ABES)

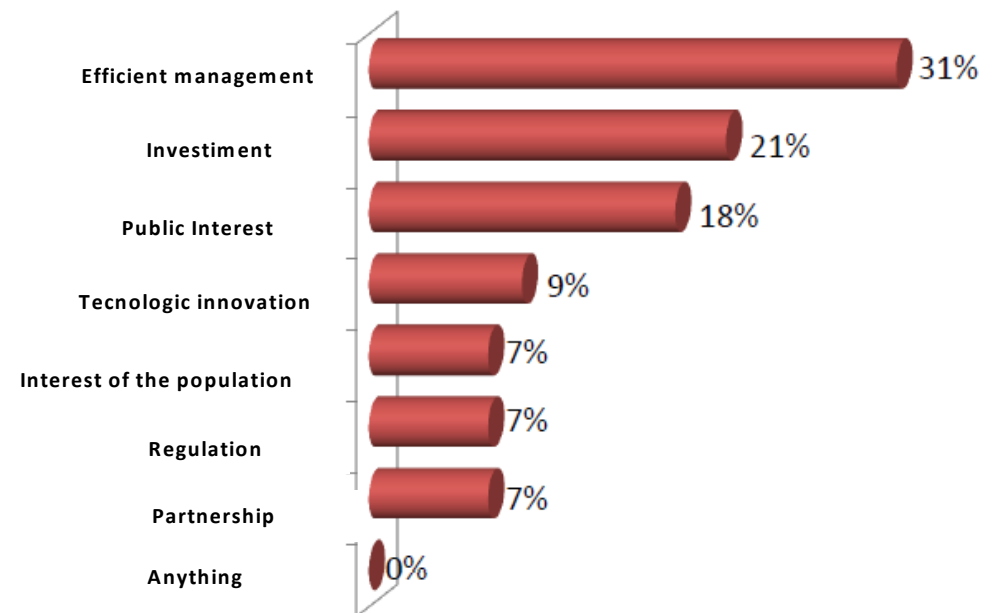
33% Professional Sanitation

25% Students

14% Federal, State or Municipal Public
Servers

11% Professionals - Private Company

What is missing to accelerate
the universalization of sanitation



**Creation
Courses and
training**

**Dissemination
public
awareness of
sanitation in
Brazil through
Brazilian and
foreign
professionals**

**Application of
knowledge to
fully achieve
the goals of
sanitation
companies in
Brazil**

Courses / Training



**Underground Water Exploration
Deep Tubular Well**



Dams Inspection and Safety



**State Law - New bidding and
contracting regime**

Courses / Training

2016

- RDC Course - Differentiated Contracting Regime
- Basic Hydraulics Course: Cavitation: Mains and Valves
- Course of Exploration of Underground Waters through deep tubular wells
- Allieve Software Course
- State Law - New Bidding and Contracting Regime

2017

- Risk Management Course to meet ISO 9001 and 14001 version 2015
- Intensive Course of Hydraulic Transients
- Allieve Software Course
- State Law - New Bidding and Contracting Regime
- Spiral Gin - Micromediation and Macromediation



Maryberg Braga Neto



Edmundo Koelle



**Carlos Henrique
de Medeiros**



Mario Augusto Baggio



Constante Bombanato



Regulation of bidding at Sabesp - law 8666/93 x law 13303 for application of the Law



About 90% of the supply of the R - Wells Board



Sabesp procedure - update


International reach Young Professional Award



Carolina Gemelli Carneiro
Winner of the 2016 Edition Epal Water
Groups of Portugal Course Water
treatment systems for consumption
treatment ".



Luiza Cardoso Maia
Winning edition 2017 English
Language Exchange Course in
Toronto, Canada



**Thanks
Vielen Dank.**

A AESabesp tem como referência - Metodologia CommonKADS estrutura-se em cinco patamares -Schreiber et al. (2002)

