

PERMITTING

DESIGN

CONSTRUCTION

STARTUP

TESTING

OPERATION



## Ashford Water Treatment Plant

**F**or the last five years XYZ has ranked among the first 24 "Top Design Firms"

First 25 "Construction Management Firms," and

First 50 "Design Build Contractors"

Listening beaches and crystal-clear, tropical waters make Cancún a premier oasis for tourists in the Caribbean. Protecting the resort's pristine resources and delivering potable water to all residents are major concerns of Mexico's federal and state governments. So when the state authority awarded a 30-year water concession to Desarrollos Hidraulicos de Cancún (DHC) in 1993, it mandated exceptional levels of service. DHC was required to connect 95 percent of the population of Cancún and Isla Mujeres to potable water service and to provide 100 percent collection and treatment of sewage. The ambitious plan required significant capital investment, but the 1994 peso crisis limited the ability of DHC and its parent company to raise the money. DHC needed a partner to achieve its goals.

DHC approached Azurix in November 1998. DHC sought an international water company with experience in managing and maintaining assets, a

commitment to excellence and access to capital. Azurix, a company formed by Enron Corp. to deliver clean water solutions worldwide, met those criteria. With its comprehensive resources, Azurix could help set new standards in water cleanliness for the approximately 390,000 area residents of Cancún, including the one-fourth of the population currently without water service. Together, Azurix and DHC could fulfill the concession's other requirements, including expanded metering of the population, which now stands at roughly 67 percent of all water users, and a reduction of unaccounted water to 30 percent from a current range of 40 percent to 53 percent. Most important, with Azurix, DHC could raise capital to finance a wastewater treatment plant that was crucial to the concession's success.

