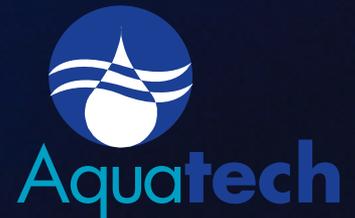


# Perspectives from Water Cluster Anchor Companies

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Aquatech International

**U.S. EPA Water Technology Innovation  
Cluster Leaders Meeting  
April 27, 2015**



## Solving the World's Water Scarcity Challenges



Aquatech helps some of the world's most recognized companies solve important water challenges.

Major industry focus:

- Energy
- Natural Resources
- Infrastructure

Zero Liquid Discharge



Recycle / Reuse



Desalination



Industrial Process Water



## Water Challenges Include



Water source scarcity/restrictions

Resource recovery

Decrease life cycle costs

Difficult-to-treat wastewater

Environmental mandates

***We deliver integrated technology solutions to the market***



## Company Overview

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Over  
**1,000**  
installations in  
**60** countries

Offices in North America, Europe,  
the Middle East, India, and China

*High percentage* of repeat business

Solely focused on water  
since its founding in 1981

More than  
**600**  
global  
employees

*State-of-the-art  
laboratory,  
piloting, and  
R&D capabilities*

### **Role as an anchor company:**

#### Offer Perspective

- Industrial market opportunities and pain points
- High tech water treatment

#### Provide Feedback

- What will work / what won't
- **Market** Value Proposition

#### Catalyze Commercialization

- Scale up, applied testing, piloting
- Market access



## Energy

Reduce energy consumption in any type of desalination

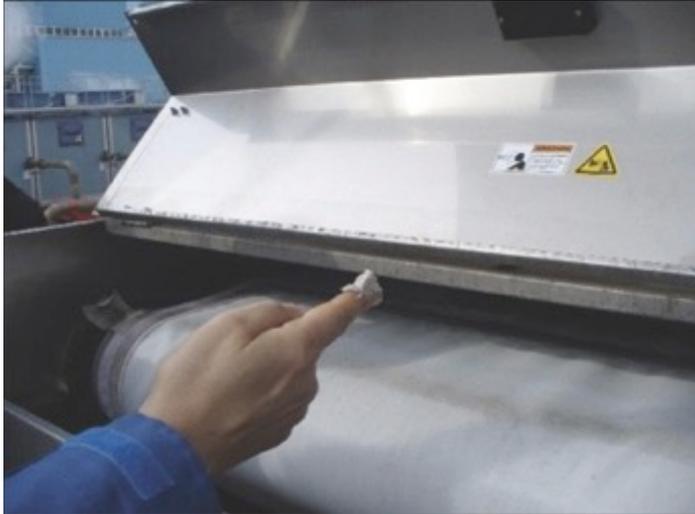
- New materials
- New Processes
- Synergy with renewables



## Efficiency

Improve reliability of wastewater processes

- Address scaling in membranes and heat transfer surfaces
- Higher recovery of recycled water
- Improved biological processes



### Resource Recovery

Waste as a resource

- Biological waste to energy
- Reusable salt
- Reduction of water footprint

## The Concept to commercialization cycle is a challenge in the water industry:

- Early Research
- Piloting / Applied Testing
- Repeatable commercial approach

First PO to “real” commercialization is a **12-14 year cycle** according to Bluetech research

Technology Startups, cluster leaders, and Federal agencies need to work together to improve the cycle

- Startups - Technology
- Cluster Leaders - Integration of technology and market Access
- Federal Agencies - Host Sites, Enduser Incentives



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