WaterStart RFP · Round 17

Release date: November 16, 2020 (PST)

WaterStart requests proposals from water technology companies to solve immediate demands for innovation by our members. If you are a company that is ready to prove their ability to scale-up by solving one of the priorities below, please apply!

Drinking Water Priorities

1. Rapid fabrication of pipeline connections
2. Portable Chlorine Analyzers for the Distribution System

Wastewater Priorities

3. Identification of surface and groundwater infiltration in sewers

Agriculture Priorities

4. Rapid Testing and Analysis of Soil
5. Earthen Levee Condition Monitoring
6. Resilient Metering for Pumped Irrigation

Please note! Supporting technical and business information can be found in page 3-4.

Deadline for submission: **Dec 18, 2020** Evaluations completed by: **Feb 12, 2021**

Summary and Background

WaterStart is nonprofit collective of globally recognized leaders who are adapting to change by scaling up new solutions to water challenges. We are in search of technology providers with novel solutions to specific priorities ready to be proven through large-scale pilots. If you're a tech company ready to scale-up by working with globally recognized customers with opportunities to enter new markets by solving imminent challenges in water, please apply.

The priorities listed above represent the collective needs among WaterStart members committed to installing innovative water technology solutions. Proposals should address one or more of these specific priorities. Grants are awarded on a competitive basis and range from $25,000 to $150,000.

Proposal Guidelines

To view more details related to the above priority descriptions and submit a proposal to this RFP, an account with WaterStart's online knowledge sharing platform, Channels for Innovation (CHANNELS) must be created.

To create an account, visit WaterStart's website at https://waterstart.com/ and follow these steps:

1. In the upper-right corner you will click on "Become a Member/Login"
2. Click "Sign Up" and then select "I Am a Tech Provider"
3. Fill in basic email and company information to create an account

Once the account is created, you will able to log into CHANNELS and view and respond to all RFPs released by WaterStart.

To respond to this RFP, please follow these steps:

1. Click on "RFPs" and find the open RFP that you are responding to (Round 17)
2. Click on "Learn More"
3. Click on "Submit RFP"
4. Answer the questions and upload any supplemental information. Supplemental information **must not exceed 5 pages in length**.
5. Click on either "Save Draft" to complete later or "Submit RFP" to submit your response

Evaluation Criteria

Criteria for judging applications will be based on:

1. Degree of technology's alignment with listed priority
2. Stage of technology readiness
3. Degree of shared risk
4. Degree of implementation risk

Questions?

Please feel free to contact our team at proposals@waterstart.com should you need any assistance.

Full Length Priorities

Drinking Water Priorities

1. **Rapid fabrication of pipeline connections**

Description: WaterStart member is seeking an innovative solution that allows for the rapid fabrication of new pipelines connection to existing water/wastewater mains. Often times, pipework fittings are that were designed prior to construction do not provide the correct solution given numerous construction constraints (i.e. utilities, buried chambers, ground conditions and available working space). A solution, which allows for customised fabrication (e.g. 3D printing) could resolve this issue in an efficient way, reducing both cost and times.

Potential solutions must meet Regulation 31 and withstand standard pressure ratings.

2. **Portable Chlorine analyzers for the distribution system**

Description: To facilitate system expansion and simultaneously assure that appropriate chlorine residuals are maintained, our members are seeking an innovative technology that allows for migratable total or free chlorine analyzers to be installed within the distribution system.

The analyzers should work over various system pressures and flows, be reagent-less, NSF approved, and have cellular communication capability and operate over the cloud. Data logging capabilities are also desired. The system will also need to be able to transmit pH and temperature data, operate on solar power or rechargeable batteries and, if possible, operate on 60HZ/120V.

Wastewater Priorities

3. **Identification of surface and groundwater infiltration in sewers**

Description: WaterStart member is seeking a technology to enable the effective identification of surface and groundwater infiltration in sewers caused by direct connections or damaged/aging infrastructure.

Potential solution must provide a robust, accurate and economically viable method for identifying infiltration on a catchment-wide basis.

Agriculture Priorities

4. Rapid Testing and Analysis of Soil

Description: WaterStart member is seeking technology able to reduce the time and cost of soil analysis. Soil biology and chemistry properties of interest include salinity, pH and acidity, carbon and humic acid. The ideal solution would be mobile, durable and easily operated by field personnel.

5. Earthen Levee Condition Monitoring

Description: WaterStart member is seeking a technology to enable regular, reliable, low cost monitoring of earthen levees. Examples of condition factors of interest include subsidence, seepage and lateral displacement.

6. Resilient Metering for Pumped Irrigation

Description: WaterStart member is seeking innovative metering solution able to maintain accuracy under dynamic irrigation conditions, such as: variable surface water levels, syphoning caused by elevation changes, tidal influences. Solution should also be equipped with communications and data management able to compensate for intermittent cellular service in remote areas.