

## WaterStart RFP - Round 21

Release date: April 11, 2022

**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. Anti-theft of Backflow Prevention Device
2. Lessons-Learned Digital Platform

### Wastewater Priorities

3. Smart Air Valves for Rising Mains
4. Locating Failure of Rising Mains
5. Extracting Value from Biosolids

**Please note!** Supporting technical and business information can be found in page 3-4. These can also be found on our [CHANNELS Platform](#). Registration instructions located on page 2.

Deadline for Submission: **May 20, 2022** - Shortlisting Completed by: **June 24, 2022**

## 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 be 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 21)
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](mailto:proposals@waterstart.com) should you need any assistance.

## Full Length Priorities

### Drinking Water Priorities

#### 1. Anti-theft of Backflow Prevention Device

**Description:** WaterStart member is seeking a solution to assist with the security and tracking of backflow prevention devices installed across the member drinking water network. To investigate and mitigate future theft incidences, the member seeks a simple and cost-effective retrofitted solution for the GPS tracking of backflow units.

Units deployed are Backflow Prevention Devices (3/4" – 2"), constructed of brass. Sought technology must be small and inconspicuous for deployment. The ideal solution will also require a long battery life. While immediate knowledge of the loss is not required, it would be highly beneficial.

*us Please note: This is a US-based priority. It is open to domestic & international applicants.*

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#### 2. Lessons-Learned Digital Platform

**Description:** WaterStart member is looking for an intuitive solution for the capture of internal operational insights. The ideal platform should be quick and easy to use, accessible for any device at any time with low administrative requirements. Sought platform should be customizable allowing operators to add data fields such as title, description, category, date, etc., with an ability to share visual content.

The ideal platform should empower user collaboration and engagement, including functions such as searching, ratings, comments, and email integration. Analytical tools are also desired to draw insightful data across the business. Please note, our members will consider existing platforms with proven use-cases only.

*GB Please note: This is a UK-based priority. It is open to domestic & international applicants.*

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(Wastewater priorities on the next page)

## Wastewater Priorities

### 3. Smart Air Valves for Rising Mains

**Description:** WaterStart member manages a significant number of rising main air valves and currently does not have a sustainable way of maintaining them and/or understanding their operational performance. Currently, the only way to know if the asset is working correctly is through Planned Preventative Maintenance (PPM) schedules or reports of failure. For this reason, our member is seeking a smart solution for the monitoring operation and performance in Rising mains.

The ideal solution may be retrofittable or valve replacement, capable of generating alerts in the event of valve failure. Solution should be cost-effective in order to be deployed at a large scale. Please note, sites of interest do not have power or telecommunications.

**GB Please note:** This is a UK-based priority. It is open to domestic & international applicants.

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### 4. Locating Failure of Rising Mains

**Description:** WaterStart member is seeking a smart solution to help pinpoint the location of failure within the length of the rising sewer mains. Rising mains are typically constructed from cast steel with an average pipe diameter of 4-12". The mains typically run at a pressure of up to 26 psi.

A warning system would be beneficial to alert operators of potential or imminent failure, and the location of that issue. Self-powered solutions are required with a long battery life and telecommunication systems. Both permanent and mobile solutions will be considered. The ideal technology must be cost-effective to be scaled at large across member's extensive wastewater network.

**GB Please note:** This is a UK-based priority. It is open to domestic & international applicants.

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### 5. Extracting Value from Biosolids

**Description:** WaterStart member is seeking an innovative, holistic solution to maximize the value extracted from the biosolids resources. The ideal solution should be easily scalable with confidence in the next 3-5 years to generate products with ready markets (e.g., construction materials, bioplastics, fuels). Sought solutions should also be resilient to the ever-changing risk profile, and importantly, financially feasible.

**AU Please note:** This is an AUS-based priority. It is open to domestic & international applicants.