

xylem

**PARTNERSHIPS
ACCELERATOR
SYMPOSIUM 2024**



XYLEM INNOVATION LABS

Who is Xylem Innovation Labs?

Xylem Innovation Labs is Xylem's global corporate innovation and venture team that partners with innovators to fast-track solutions to market that are critical to creating a water-secure world. Our team collaborates with stakeholders throughout the entire innovation lifecycle including startups, technology companies, universities, venture capital firms, non-profits, research and consulting firms, and customers.

What is the Xylem Partnerships Accelerator?

Launched in 2022, the Xylem Partnerships Accelerator was created for later-stage startups and technology companies to explore commercial partnership with Xylem. Accelerator participants go through a "Corporate Crash Course", conduct a commercial demonstration with a customer, and receive mentorship and other resources, with the goal of emerging equipped and ready to scale their solutions with Xylem.

CONTACT XYLEM INNOVATION LABS

Gabby Pinto, Program Coordinator

[**Gabriela.Pinto@xylem.com**](mailto:Gabriela.Pinto@xylem.com)

Oliver Puckering, Accelerator Lead

[**Oliver.Puckering@xylem.com**](mailto:Oliver.Puckering@xylem.com)

SCAN TO LEARN MORE:



AGENDA

TUESDAY, MARCH 19

8:00-8:30 AM	Registration Coffee & Breakfast
8:30-9:30 AM	Welcome & Accelerator Cohort Kickoff
9:30-10:15 AM	Seminar Building a Better Future: Innovating Sustainability through Startup Environmental, Social and Governance (ESG) Reporting
10:15-10:30 AM	Break
10:30-11:15 AM	Seminar Unlocking New Opportunities: Partnering and M&A with Xylem for Sustainable Water Solutions
11:15 AM-12:00 PM	Seminar Branding and Storytelling in the Water Industry
12:00-1:00 PM	Lunch
1:00-1:55 PM	Cohort Workshop 1
2:00-2:55 PM	Cohort Workshop 2
3:00-3:55 PM	Cohort Workshop 3
4:00-4:15 PM	The Daily Wrap
6:00-8:00 PM	Cohort & XIL Dinner at Solace Outpost

WEDNESDAY, MARCH 20

8:00-9:00 AM	Registration Coffee & Breakfast
9:00-9:15 AM	Welcome
9:15-10:00 AM	Ready, Set, Go: Pitch Blitz
10:00-10:15 AM	Ice Breaker: Back of the Napkin
10:15-11:00 AM	Panel Flowing Forward: Biggest Challenges for Our Customers Today
11:00-11:05 AM	Setting Expectations - Cohort Labs Series
11:10 AM - 12:00 PM	Cohort Labs 1
12:00-1:00 PM	Lunch
1:00-1:50 PM	Cohort Labs 2
2:00-2:50 PM	Cohort Labs 3
2:50-3:00 PM	Break
3:00-3:20 PM	Keynote Revolutionizing Solutions: Bridging the Gap from Consumer Electronics to Water
3:20-4:05 PM	Panel What is, "Customer Centric Innovation?" Cracking the Code to Product-Market Fit in the Water Sector
4:05-4:15 PM	The Daily Wrap
6:00-9:00 PM	Innovation Dinner at District Winery

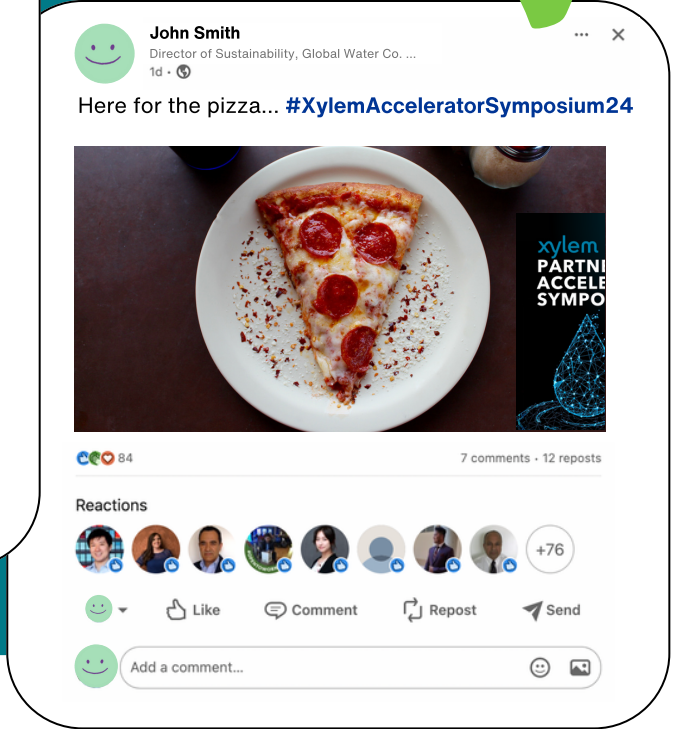
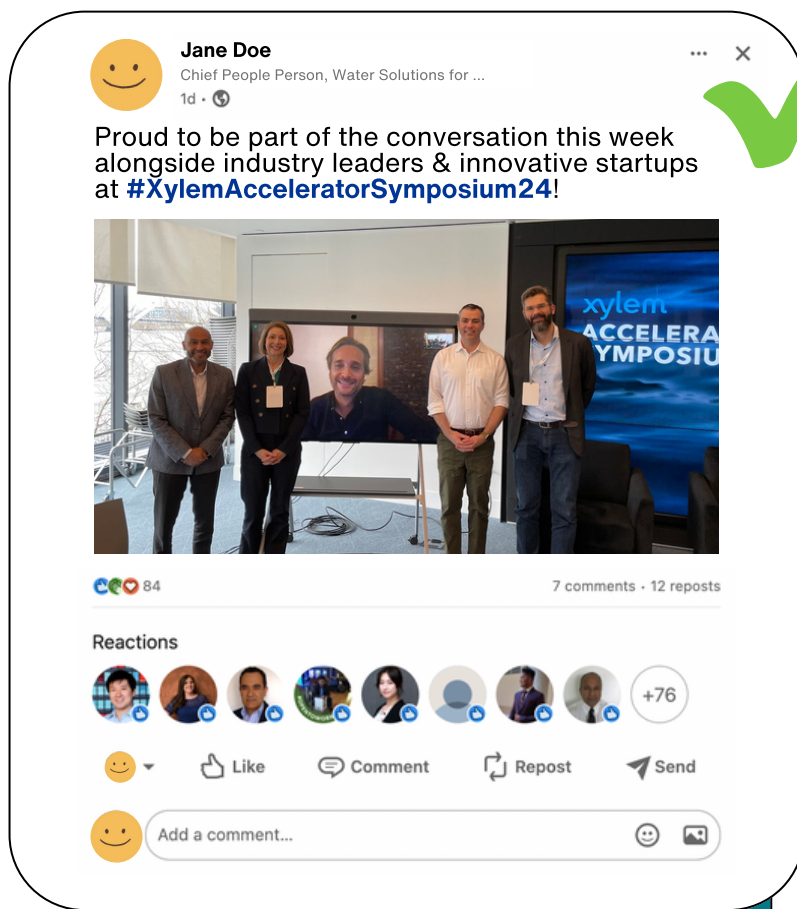
THURSDAY, MARCH 21

8:00-9:00 AM	Registration Coffee & Breakfast
9:00-9:15 AM	Welcome
9:15-10:00 AM	Panel Empowered Together: How Partnerships Can Magnify the Impact of Innovation
10:00-10:30 AM	Innovation Mad Libs
10:30-11:00 AM	Coffee Chat
11:00 AM-12:00 PM	Leading the Way: Partnership Case Studies
12:00-12:45 PM	Lunch
12:45-1:15 PM	Keynote A Customer's Journey: From Solving Pressing Needs to Scaling through Partnership
1:15-2:00 PM	Panel Controversial Statements: We Are the Bottleneck in Delivering Innovation
2:00-2:30 PM	The Final Wrap Up
3:30-5:00 PM	Watermark Event: Anacostia River Keepers Cleanup
5:00-7:00 PM	Reception at Reservoir Center

xylemRAFFLE

Enter to win prizes by posting on LinkedIn!

1. Follow the Xylem Innovation Labs LinkedIn Page
2. Post about the Symposium using [#XylemAcceleratorSymposium24](#)
3. Each post will gain you an entry for a chance to win one of six prizes at the end of the Symposium. Prizes announced at the concluding session on Thursday!



TECHNOLOGY SHOWCASE AT RESERVOIR CENTER

Augmented/Virtual Reality (AR/VR) Headsets

Try on and see how RealWear is changing how we work in the field!

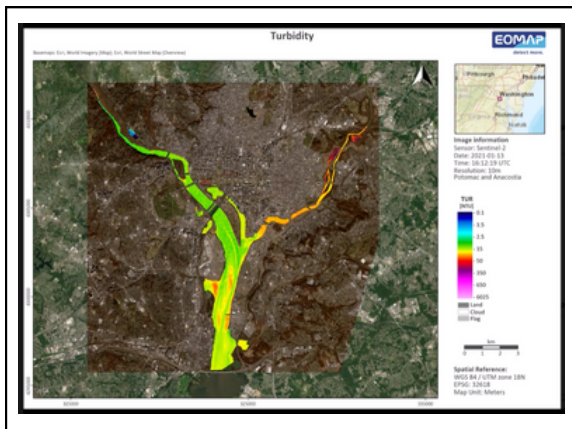
RealWear headsets are rugged, hands-free wearable devices designed for industrial use. They feature a high-definition display, noise-canceling microphones, a powerful speaker for clear communication in noisy environments, and they comfortably fit over safety helmets and glasses. These headsets enable remote collaboration, providing access to documents, manuals, and live video feeds, enhancing productivity and efficiency in field operations. Xylem Innovation Labs has tested RealWear headsets across the US, Europe, Southeast Asia, and Australia for applications ranging from startup and commissioning, customer service and troubleshooting, to Environmental Health and Safety Audits.



Satellite Remote Sensing

Check out EOMAP's video on TV displays around Reservoir!

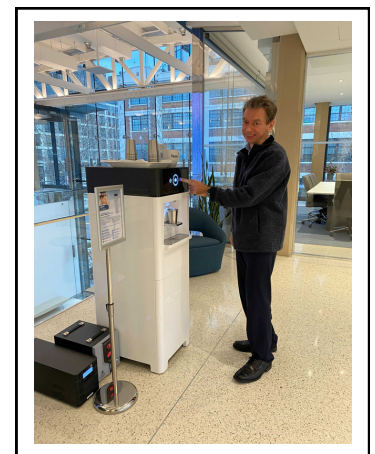
EOMAP's remote sensing technology uses public and private satellite data to map water systems across a wide geographic region. Remote sensing solutions offer clients a low-cost way to identify water quality challenges in real time across their entire watershed, including turbidity, sedimentation and harmful algal blooms. EOMAP participated in the 2022 Xylem Accelerator program and has piloted their technology with the New York City Department of Environmental Protection (NYCDEP), the Finger Lakes region of New York, Mekorot in Israel, and even right here in the Anacostia watershed.



Atmospheric Water Generation

Take a sip of water generated from air with Watergen's water cooler.

Watergen and other atmospheric water generation technologies create water from air. The system absorbs humidity, channeling the water in a treatment train to make it potable. Atmospheric water generators are an innovative water supply solution to global water scarcity challenges and have many suitable applications, including in agriculture, industrial cooling, hospitals, decentralized communities, and emergency response. The machine on display in the Reservoir Center creates ~4 gallons/day and is the perfect size for commercial buildings. Xylem Innovation Labs is piloting alternative atmospheric water generation technologies in various applications in regions across the globe.



TUESDAY, MARCH 19

Reservoir Center Board Room, second floor

8:00 - 8:30 AM

Registration | Coffee & Breakfast

8:30 - 9:30 AM

Welcome & Cohort Kickoff

Led by Oli Puckering, Xylem Innovation Labs

9:30 - 10:15 AM

Seminar Building a Better Future: Innovating Sustainability through Startup Environmental, Social and Governance (ESG) Reporting

Learn how Xylem and The Westly Group's sustainability strategies are making waves in the water industry and discover how startups can ride the tide to support the cause. Leave with practical steps to make a splash in your own business strategy.



Austin Alexander is Vice President of Sustainability and Social Impact at Xylem. In this role, she is responsible for Xylem's global sustainability programs and Xylem's corporate social value program, Watermark. Xylem is working towards their 2025 corporate sustainability goals, which include goals of utilizing solutions to reduce pollution in waterways, reuse of wastewater, creating a more diverse workplace, and commitments to donate 1% of profits and employee time to water-related causes.

Austin joined Xylem in 2013 and has had several roles including customer service, engineering, sales and investor relations function. Throughout her tenure, she has been involved in volunteering and leading events through Xylem's Watermark program.

Austin graduated from Gonzaga University with a bachelor's degree in Engineering Management and received a Master's in Business Administration at Wake Forest University. She is based in Big Timber, Montana, USA.



Shaun Chaudhuri is a Principal at The Westly Group, a sustainability-focused venture firm that invests in startups focused on the digitization and sustainability of energy, mobility, buildings, industrial technology, and cybersecurity. Shaun leads the ESG strategy at the Westly Group and serves on the steering committee of VentureESG, a nonprofit focused on creating ESG frameworks for venture capitals.

10:15 - 10:30 AM

Break

10:30 -11:15 AM

Seminar Unlocking New Opportunities: Partnering and M&A with Xylem

There are many different avenues to working with Xylem. Hear from our corporate strategy and development leads on how Xylem builds and executes different types of engagements ranging from partnership to M&A.



Hyman Buchwald is Vice President, Corporate Development at Xylem. Reporting to Xylem’s SVP and CFO, he leads the Company’s Corporate Development organization, responsible for identifying, evaluating and executing all acquisitions, divestitures, joint ventures and equity alliances on a global basis, as well as collaborating with the business units in developing growth strategies, global expansion plans and diversification priorities. Mr. Buchwald led the deployment of over \$10B in acquisition capital during his 20+ year career helping Xylem, ITT and IBM enhance their strategic portfolio. He led or oversaw over 20 acquisitions and divestitures for Xylem since 2011, including Evoqua and Sensus.

Mr. Buchwald joined ITT Corporation as a Director of Corporate Development in March 2007 and was promoted to Vice President Corporate Development upon Xylem’s spin-out in 2011. From March 2018 to early 2020, Mr. Buchwald took on the added responsibility of Interim Vice President, Strategy. Earlier in his career, Mr. Buchwald worked at IBM as a Corporate Development Executive. Prior to joining IBM, Mr. Buchwald practiced corporate and securities law for a boutique New York City law firm (now Cooley LLP).

Mr. Buchwald received his MBA from NYU’s Leonard N. Stern School of Business, his law degree from Fordham University School of Law and a Bachelor of Science degree in Management from The State University of New York at Binghamton.



Amit Shah is a Senior Director of Strategy and Business Development at Xylem. He leads the development of inorganic growth strategies and cultivation of M&A and partnership opportunities.

Prior to joining Xylem, Mr. Shah led M&A and Integrations for North American Dental Group and was SVP of Strategy for PNC Financial Services. He was also a Director in FTI Consulting’s Corporate Finance practice and has held roles in manufacturing prior to business school.

Mr. Shah received his MBA from Carnegie Mellon University and holds MS and BS degrees in engineering from the University of Southern California and The Pennsylvania State University respectively.

TUESDAY, MARCH 19

11:15 AM - 12:00 PM

Seminar [Branding and Storytelling in the Water Industry](#)

How do you tell your story? Xylem's very own celebrity communicator will share tips and tricks about storytelling on a corporate level. Fair warning, you may be called upon to share.

[Houston Spencer](#) leads Communications and Public Affairs at Xylem. Before splashing about in water, his peripatetic professional adventures took him into the high-tech, mining, consulting and philanthropy sectors - specializing in marketing and stakeholder strategy. Along the way, Houston has taught business communication on six continents, and once ghost-wrote a New York Times business best-seller.

Houston's dulcet baritone may sound all-American, but he's half Australian (G'day!) and has lived more years outside the US than in it: China, Mongolia, Australia, France, the U.K., and Canada. He is married to a flame-haired angel and lives outside Washington DC. Ask about his dogs only if you really, really, really want to hear about them.



12:00 - 1:00 PM

Lunch

1:00 - 1:55 PM

Cohort Workshop 1

LAIER | [Conference Room #2](#)
Eganix | [Conference Room #3](#)
SewerAI | [Conference Room #4](#)
7Analytics | [Multipurpose Room](#)

2:00 - 2:55 PM

Cohort Workshop 2

FinX | [Conference Room #2](#)
H2O Vortex | [Conference Room #3](#)
StormHarvester | [Conference Room #4](#)
Halogen Systems | [Multipurpose Room](#)

3:00 - 3:55 PM

Cohort Workshop 3

Nitricity | [Conference Room #2](#)
Joule Case | [Conference Room #3](#)
SwiftComply | [Conference Room #4](#)
bNovate Technologies | [Multipurpose Room](#)

4:00 - 4:15 PM

The Daily Wrap

6:00 - 8:00 PM

XIL and Cohort Dinner at Solace Outpost

71 Potomac Avenue SE, Washington D.C.

[Join XIL for dinner at Solace!](#)

WEDNESDAY, MARCH 20

Reservoir Center Multipurpose Room, second floor

8:00 - 9:00 AM

Registration | Coffee & Breakfast

9:00 - 9:15 AM

Welcome & Opening

Led by Sivan Zamir and Snehal Desai, Xylem

9:15 - 10:00 AM

Ready, Set, Go: Pitch Blitz

It's a startup event, so what better way to introduce ourselves than through a rapid-fire pitch session? Hear from each of our 2024 Xylem Partnerships Accelerator companies, Xylem Business Units, Open Innovation Partners, and Channel Partners as they introduce themselves ... in under 60 seconds!

10:00 - 10:15 AM

Ice Breaker: Back of the Napkin Sketch

Led by Xylem Innovation Labs

10:15 - 11:00 AM

Panel Flowing Forward: Biggest Challenges for Our Customers Today

Let's get flowing! With so much going on in the world from climate change to geopolitics, how do we stay focused on supporting customers? Let's hear from our expert filled panel on what they see as the biggest customer challenges today and the most exciting innovative solutions making their way to market.



Snehal Desai is Chief Growth and Innovation Officer at Xylem, leading the company's enterprise approach to improving customer experience and outcomes while driving profitable growth. He is focused on innovation and digital transformation that create sustainable benefits for customers and communities. He also leads the evolution of the Innovation, Technology, Product and Digital functions for the combined company of Xylem and Evoqua.

Snehal joined Xylem in 2023, having served as Executive Vice President, Chief Growth and Sustainability Officer at Evoqua Water Technologies since 2018. He has more than 35 years of water, commercial and innovation leadership experience, including as: Global Vice President/General Manager for Dow Water & Process Solutions, where he worked for more than 20 years across two periods with positions of increasing responsibility in sales, marketing, business development and technical service and development; Head of commercial and business development for Segetis; and Vice President and Chief Marketing Officer of NatureWorks LLC.

Snehal serves on the Board of Directors for the Water Reuse Association and the Executive Committee of the Board of Trustees for Chatham University.



Steve Kloos is a PhD chemist and Partner at Burnt Island Ventures with a deep background in water, energy, hydrogen, chemicals & fuels, and climate. He started his career in membrane R&D at Osmonics and was acquired into GE Water, serving in a variety of global R&D and growth leadership roles in the US, Shanghai, and Singapore.

Steve joined True North Venture Partners in late 2011, leading new investment sourcing as a Partner, and served in two stints leading True North portfolio companies before joining Burnt Island in late 2023.

Steve is the founding board chair of Current Water, a water non-profit based in Chicago, and is a longtime advisor to ImagineH2O and other accelerators.



Mike McGann leads Xylem Americas with responsibility for all Xylem businesses in the region. Globally, he leads Xylem's Measurement & Control Solutions (M&CS) segment, which delivers critical infrastructure technologies under brands such as Sensus and YSI. Solutions empower customers to effectively deliver, monitor and control water, electricity and natural gas in addition to analytical instrumentation used to measure and analyze water and coastal environments. Mike's teams are also instrumental in delivering digital transformation to utilities, including software and services, cloud-based analytics, remote monitoring and data management, leak detection and asset management.

Mike joined Xylem in 2009, leading Sensus Americas, global engineering and Assessment Services during his tenure and most recently, the North America Utilities Commercial Team. He has more than 30 years of experience in operations, executive leadership, quality, business development and customer relations. Mike is also a Lean Six Sigma Master Black Belt skilled in applying continuous improvement methodology and process control.

Mike is a proud United States Marine Corps Veteran and serves as co-leader of the Xylem Veterans Network. He is also passionate about service focused on sustainability and underserved communities and volunteers both locally with his church and with nonprofits globally. He earned a Bachelor of Science in Psychology from Old Dominion University.



Ifetayo Venner is the US Wastewater Treatment Practice Leader and Infrastructure Sustainability Leader with Arcadis. As a Professional Engineer and Envision Sustainability Professional, she has been responsible for the management, planning, modeling, design, and startup of municipal wastewater treatment and reuse facilities throughout the United States. She has also engaged with teams in the water and transportation sectors to enhance infrastructure sustainability throughout the project lifecycle, and to assess infrastructure project and program sustainability. She is the Immediate Past President of the Water Environment Federation (WEF) and an Officer on the Board of Trustees. She is also a past member of the Institute for Sustainable Infrastructure (ISI)'s Envision Review Board and the Industry Advisory Board for the Harvard University Zofnass Program for Sustainable Infrastructure, now part of ISI.

She has a bachelor's degree in civil engineering from McGill University, a master's degree in environmental engineering and science from Stanford University, and an MBA (with a concentration in management and sustainable business) from the University of South Florida.

WEDNESDAY, MARCH 20



Moderator

[Sivan Zamir](#) builds products, teams and companies, by the mantra “To go fast, go alone; to go far, go together.” A self-described creator of order from chaos, Sivan’s professional strength is bringing innovation and technology to conservative industrial markets. She currently leads Xylem Innovation Labs, Xylem’s global innovation and venture team whose mission is driving growth by accelerating development and commercialization of innovations solving critical customer challenges.

Before joining Xylem, Sivan spent 10+ years in Israel as a founding member of IoT and digital twin startup companies. Prior, she managed major commercial and infrastructure construction projects across California. Sivan holds a Bachelors and Masters in Civil Engineering from University of California Berkeley and Stanford University respectively. Outside of work, she can be found cheering in the stands while her husband coaches collegiate volleyball or hiking with her puppy Bamba Lulu.

11:00 - 11:05 AM

Setting Expectations: Cohort Lab Series

Join the 2024 Accelerator Companies to learn about exciting new technologies and brainstorm opportunities to serve customers through partnership. This is a “pick your own adventure” session where you are welcome to head to the room whose technology is of greatest interest to you (company profiles are on pages 23-34).

11:10 AM - 12:00 PM

Cohort Labs 1

LAIER - Novel leak detection material | [Conference Room #2](#)
Eganix - Treatment solution for FOGs | [Conference Room #3](#)
SewerAI - Computer vision for sewers | [Board Room](#)
bNovate Technologies - Pathogen detection | [Multipurpose Room](#)

12:00 - 1:00 PM

Lunch

1:00 - 1:50 PM

Cohort Labs 2

FinX - Advanced propulsion | [Conference Room #2](#)
H2O Vortex - Lower heat exchanger fouling/scaling | [Conference Room #3](#)
StormHarvester - Wastewater monitoring | [Board Room](#)
Halogen Systems - In-line chlorine sensing | [Multipurpose Room](#)

2:00 - 2:50 PM

Cohort Labs 3

Nitricity - Localized fertilizer production | [Conference Room #2](#)
Joule Case - Industrial-grade renewable power bank | [Conference Room #3](#)
SwiftComply - FOG compliance software | [Board Room](#)
7Analytics - SaaS flood prediction and monitoring | [Multipurpose Room](#)

2:50 - 3:00 PM

Break

3:00 - 3:20 PM

Keynote Revolutionizing Solutions: Bridging the Gap from Consumer Electronics to Water

Join for an insightful session that proves innovation is anything but linear. Learn how Joule Case used practical application experience to successfully pivot from consumer electronics to helping deliver water solutions globally.



Alex Livingston, Joule Case Co-founder and Chief Innovation Officer, is an energy storage systems patent holder, a passionate clean energy entrepreneur and influential industry speaker. As water technology becomes more electrified and use cases for clean energy increase in frequency and scope, Alex will deliver insights into the Joule Case innovation journey, beginning with how incremental improvements eventually led to forging a disruptive path towards mass electrification. His recent speeches have spanned the grid-independent electrification of gas stations, deploying renewable energy in emergency response and preparedness settings, and exploring opportunistic charging for long-haul and public transportation sectors.

3:20 - 4:05 PM

Panel What is "Customer Centric Innovation?" Cracking the Code to Product-Market Fit in the Water Sector

In this thrilling Jeopardy game show-style panel, we dive deep into the challenges and strategies of achieving product-market fit in the water industry. Join us to learn more and don't forget your buzzer! You might be able to jump in for a Daily Double.



Jo Burgess is an environmental scientist with more than 20 years of experience in water, environment, and wastewater. At Isle, she is responsible for the Trial Reservoirs initiatives that accelerate the uptake and application of technologies to take the water industry and adjacent sectors towards net zero carbon and sustainability.

Prior to Isle, Jo held roles in the research and development of water technologies. Her work has been recognized through nine international awards. She is a Fellow of the International Water Association, and founding president of the IWA / WISA South African Young Water Professionals, an organization that now numbers its members in the thousands.

Jo is an honorary professor in the Centre for Bioprocess Engineering Research in the Department of Chemical Engineering at the University of Cape Town. She holds her PhD in Environmental Biotechnology; her MRes in Water Pollution Control Technology; and her BSc (Hons) in Environmental Biology; SFWISA, FIWA, MRSSAf.

WEDNESDAY, MARCH 20



Jiten Manglani leads investment sourcing, execution and portfolio management for Aqualateral. Previously, he led Impact Investing at Pershing Square Foundation, where he served as the Director of Social Investment and Portfolio Manager of an impact investment portfolio consisting of early-stage social ventures and impact funds. Prior to Pershing Square, Jiten spent eight years at Morgan Stanley Infrastructure Partners (MSIP), a global private equity fund investing in and managing infrastructure assets in the transportation and utilities sectors. He also served on the Board of Directors for multiple MSIP portfolio companies.

Prior to joining Aqualateral, Jiten worked as a consultant at Sidewalk Labs, and as an adviser to impact investment funds and early-stage businesses on their financial, investment, impact measurement, and fundraising strategies. Jiten holds an MBA from Columbia Business School and a BS from Boston University.



Isabel Rochow is the VP of North America Building Services, and Industrial Commercial Team. She joined Xylem in 2021 as the Marketing and Customer Service leader for the Americas. Isabel works with her colleagues at Xylem to develop customer-focused initiatives to help more communities become water-secure.

Prior to Xylem, Isabel spent 10 years in the electrical sector in leadership roles in product marketing, sales, engineering and customer service at Eaton Corporation, a global industrial technology company. Prior to Eaton, Isabel spent several years in the HVAC and Refrigeration industry at Hussmann Corporation and American Power Conversion in sales and product management roles. Isabel holds a B.S. in Mechanical Engineering from Universidad La Salle in Mexico City. She lives in Charlotte with her husband Kurt and her son Emilio.



Matthew Rosenthal is the CEO and Co-founder at SewerAI (2024 Xylem Partnerships Accelerator). He has been developing software and leading software companies in the wastewater space for 15 years. During that time he always focused on helping customers do their work more efficiently and accurately. Prior to this role, he worked at several startups in Silicon Valley where he built high-speed networking ships, touchscreen computers, and a scale for Fitbit. He graduated from Carnegie Mellon with an MS and BS in Electrical and Computer Engineering.



Max Storto joined Xylem in 2021 to lead Technology Scouting and Evaluation Processes with the Xylem Innovation Labs. In his current role, he is responsible for mapping the competitive landscape for startup activity in the water sector. Max also oversees Xylem's open innovation ecosystem and investments with venture capital firms. Before joining Xylem, Max worked in venture capital, ESG investing, and energy-efficiency financing.

Max has a bachelor's in Environmental Science and Public Policy from Harvard University as well as an MBA and Master of Environmental Management from Yale University. When not on Zoom calls, you might find Max wandering around the woods with his dog, hopefully not too far off course.

Moderator

THURSDAY, MARCH 21

Reservoir Center Multipurpose Room, second floor

8:00 - 9:00 AM

Registration | Coffee & Breakfast

9:00 - 9:15 AM

Welcome

Led by Xylem Innovation Labs

9:15 - 10:00 AM

Panel Empowered Together: How Partnerships Can Magnify the Impact of Innovation

Is innovation really a team sport, as they say? Can we make 1+1=3? Let's deep dive into the role of partnerships in innovating to solve customer challenges with this phenomenal panel of water industry experts.



Cristina Ahmadpour serves as Managing Director of Isle's North American business. She leads a team that supports the most progressive water utilities in their interest to identify, evaluate, and engage best-available solutions that drive value to their services and business operations. Facilitating an assessment of needs and identifying solutions that respond to top priorities, and how to build a culture of innovation, is an integral part of how she works with water utility leaders today.

Cristina is a graduate of WEF's Water Leadership Institute and has been recognized by the Water and Wastewater Digest in 2016 and 2018 as a top water professional under the age of 40. In 2023, Cristina was one of 25 business school graduates honored by AACSB International as part of the 2023 Class of Influential Leaders.



Rodney Aulick leads Xylem's Water Solutions and Services segment, which supports customers through critical water applications and services, including treatment, industrial and municipal process water, utility water and wastewater, dewatering and assessment services.

Rodney joined Xylem in 2023, having served as Executive Vice President, Integrated Solutions and Services Segment President at Evoqua Water Technologies since 2018. At Evoqua, he previously served as Executive Vice President, Industrial Segment President and President of the company's former Products & Technologies Division. Rodney has more than 25 years of experience in the water treatment industry.

Rodney is passionate about the future of water, ensuring we bring the best solutions and expertise to our customers and communities worldwide. During his 25+ years in the water industry, he has a wide variety of responsibilities ranging from sales, service, product management, and operations leadership to segment president, aspiring throughout these years to strengthen our focus on customers, working safely, and delivering for each other.



Dr. Robert Bornhofen is Director of Innovation for DC Water, tasked with formulating and executing a comprehensive strategy across the entire organization. This includes scouting and promoting new technologies, and employing an innovation framework model to solve key problems with high-potential ideas that can lead to new and improved capabilities.

Experienced in leading change initiatives, Robert embraces the creative spirit that goes into innovation, where smart people come together to address key challenges, where great ideas get transformed into extraordinary outcomes. His past experience includes such well-known companies as IBM, Citibank, and Delta Air Lines.

In his spare time, Robert teaches Innovation Strategy at Cornell University and the University of Maryland.



Steve Newsome is Vice President at Tencarva Machinery Company. He began work for Tencarva Machinery as an Application Engineer Trainee in June of 1992 in the Chesapeake, Virginia office, and transferred to Richmond, Virginia in January of 1993 to continue training and became a Sales Engineer in the fall of 1993.

He was promoted to Branch Manager in the Fall of 2000 and later became a Regional Manager in the spring of 2010. He was promoted to Vice President of Sales in 2013 after 20 years of calling on and assisting customers with pumps, compressors, and application issues.

He is a Graduate of North Carolina State University with a B.S. in Industrial and Systems Engineering.



Tom Ferguson is the Managing Partner of Burnt Island Ventures, an early stage venture fund focused exclusively on the water sector. They closed their first \$30m fund in February 2021, and have invested in 18 companies, supporting founders building solutions across the water value chain. Previously, Tom was VP Programming at Imagine H2O. He holds an MA (Hons) from the University of Edinburgh and an MBA from Harvard Business School.

Moderator

10:00 - 10:30 AM

Innovation Mad Libs

My customer is _____ . Their pain point is _____ .
customer name or type describe the problem/challenge!

The solution _____ has developed to address this challenge is
your company/team

_____ that delivers value to the customer by _____ .
how are you solving the pain point? why is the customer's life better now?

THURSDAY, MARCH 21

10:30 - 11:00 AM

Coffee Chat

Partnerships are built by people. Please use this coffee chat to meet people outside of your company that you didn't know before today!

11:00 AM - 12:00 PM

Leading the Way: Partnership Case Studies

What does a burgeoning partnership look like when going to market with Xylem? Hear about the successes and learnings of three collaborations that are bringing new impactful innovations to customers.



Adrian Honey completed his studies in electronic engineering and business administration, followed by two decades of experience in the IT and Communications industry, holding key positions in product management and global marketing management in global corporations. Joining LORENTZ in 2011 marked a significant change in his career, moving from corporate life to expanding the global partner network, spearheading marketing and sales initiatives, and establishing support programs for streamlined business scalability.

In addition to his responsibility for marketing at LORENTZ, Adrian is passionate about the development of sustainable water infrastructure and models to scale. He actively pursues innovative business models, lends support to the humanitarian sector, and advocates for specialized applications utilizing appropriate and innovative technology. Solar pumping and related technologies, characterized by rapid growth, captures Adrian's enthusiasm, as he consistently shares insights into the evident customer, partner, and broader societal benefits of these advancements.



Gassan Mutwali is Vice President of Strategy & Business Development, Emerging Markets at Xylem. He leads Xylem's strategic planning, M&A, and partnerships, in addition to channel management and digital solutions business across Emerging Markets.

Gassan joined Xylem in 2015 and has more than 20 years of professional experience across private and public sectors. Gassan has held various leadership roles in strategy, sales, marketing, and general management in Xylem. He previously served as Managing Director in the Nordic region leading Xylem's commercial teams and as Director, Strategy & Business Development for Middle East & Africa. In the latter role, Gassan supported the launch of Xylem's first manufacturing facility in the Middle East and expanding the company's presence in Africa. Gassan has also served as an inaugural member of Xylem's global marketing and DE&I councils and is also a member of Xylem Innovation Labs (XIL) advisory council.

Prior to joining Xylem, Gassan worked as a Trade Commissioner on behalf of the Swedish government and as a consulting manager for a global advisory firm. Gassan holds a Master of Business Administration from Kalmar University, Baltic Business School in Sweden.



Thomas Heege, CEO and founder of EOMAP headquartered in Germany, is an expert in satellite-based data solutions for water-related industries and environmental agencies worldwide. Prior to founding EOMAP in 2006, he worked as a project manager at the German Aerospace Centre DLR for over ten years, and at water-related research institutes of the Technical University of Munich and the University of Constance. He graduated as a Physicist in 1993 and received a PhD in space sciences at the University of Berlin in 2000.



Laura St. Pierre is Xylem Analytics' Global Director for the Environmental Solutions Segment. Assisted by her talented team of Product Managers, Applications Experts, and Marketers around the world, she is responsible for driving growth by building and executing the segment's product line and market expansion strategies. She has worked for Xylem and with analytical instrumentation for over 20 years focused on Environmental, Utilities, and Industrial Markets in a broad range of technical and commercial roles. Laura was part of the Xylem 2016 Strategy Fellow cohort. She has a B.S. in Environmental Science from Ohio University and has obtained further education in Business Strategy and Environmental Water Quality Analysis. Laura has been recognized by the Water Environment Foundation for her service and engagement in the annual Operations Challenge for over 15 years.



Bob Telfer, Strategic Account Manager with Transcend, has over 25 years of expertise in SaaS software and emerging technologies, spanning diverse industries, and has founded multiple successful software ventures. Demonstrating a knack for building strong, long-term client relationships, Bob specializes in steering companies through tech adoption, adeptly mediating between executive leadership, technical teams, and customer-facing departments.

Beyond his professional pursuits, Bob finds solace in Canada's untamed wilderness, where he explores its countless rivers and lakes, and is always up for new outdoor adventures!



Georgina Schaefer is the Director of Product Management for Wastewater at Xylem, a global leader in water solutions. Georgina has over a decade of experience in the water industry working with specialty chemicals, equipment, and services. She has held several leadership roles in engineering, manufacturing, and product management working across both the industrial and municipal markets. Georgina is passionate about driving innovation and advancing sustainability in water solutions. She has published in peer-reviewed journals, received several awards, and collaborated with various stakeholders in the water sector. Georgina will share her insights on how to leverage digital tools to optimize our treatment solutions and business processes.

THURSDAY, MARCH 21



Moderator

Kyle Schoenheit has Commercial Product transition responsibility for the Xylem Innovation Labs. Kyle's focus areas have included Advanced Manufacturing technologies, Alternative Water production (e.g. AWG) and influencing innovation into commercial solutions for varying vertical markets. Kyle's skills include managing the product life cycle from strategic planning to tactical activities, creating the S&OP Standard Work Process to sync sales demand with supply chain capacity, and speaking at multiple regional trade shows focusing on market development for green technology - variable speed products and the path from innovation to commercialization. Kyle has received several patents focused on water quality awareness and computation fluid measurement and control.

Kyle has been with Xylem since 1993. His qualifications include 30+ years within the industrial, commercial and residential pump industry with varying responsibilities within engineering and product + commercial strategy. He holds a Bachelor of Science degree in Mechanical Engineering from the Rochester Institute of Technology and is a certified VBSS Master Black Belt.

12:00 - 12:45 PM

Lunch

12:45 - 1:15PM

Keynote A Customer's Journey: From Solving Pressing Needs to Scaling through Partnership

What do you get when a utility operator identifies a pain point that they can't find a solution for in the market? Learn about the founding story of Idrica and how partnering with Xylem is creating new opportunities worldwide.



Pablo Calabuig is VP for the Americas at Idrica, a software and analytics company that was born out of one of the most innovative water utilities in Europe (Global Omnium). He graduated in Civil and Environmental Engineer at the Polytechnic University of Valencia and UC Berkeley, and started his career in the water utility of the City of Valencia (Spain), one of the most innovative utilities in Europe.

After working in the digital transformation of the utility for 3 years, he did his MBA at IESE Business School and joined the consulting firm McKinsey & Company, where he helped global companies in their digital strategies across Europe, Latin America and North America. In 2019 he returned to his family business to lead the expansion of Idrica, the digital & software platform of Global Omnium, in the Americas. Today, and with Xylem's partnership, they are helping top global cities like Toronto, Houston, Hong Kong, Mexico City, Monterrey, Barranquilla, Long Beach and others in their digital transformation strategies.

1:15 - 2:00 PM

Panel Controversial Statements: We Are the Bottleneck in Delivering Innovation

Uncover provocative insights and challenge conventional wisdom as industry leaders and ChatGPT debate on different aspects of innovation in the water space.



Tom Kuczyski is WSSC Water's CIO, overseeing the Information Technology (IT) department, a team of staff, consultants and implementation support specialists charged with transforming the delivery and management of IT capabilities. He has extensive IT and cyber resilience experience in the utility industry, including water, electric and natural gas.

Among his former IT leadership roles, Tom was Senior Vice President for Strategic and Information Services with Philadelphia Gas Works and the Director of Technology Strategy and Architecture for PG&E National Energy Group. Most recently, he was DC Water's Vice President of Information Technology and Blue Drop, LLC President. He is active in the CIO Water/Wastewater Forum and was a member of the White House Task Force on Cyber Security for Water. He was also a member of the Technology Think Tank for AWWA's Water 2050 initiative. Tom graduated from La Salle College and earned his Executive Master of Business Administration degree from the University of Maryland.



Mick O'Dwyer, as founding CEO of SwiftComply, started his career as a wastewater engineer at Dublin City Council, Ireland. Here, Mick witnessed firsthand the challenges of traditional regulatory compliance programs. This experience sowed the seeds for SwiftComply, an innovative solution aimed at revolutionizing water and wastewater compliance management on a global scale.

Mick's journey from local authority engineer to global CEO is a story of resilience and growth. Under his leadership, SwiftComply has raised over \$13m in venture capital and has successfully expanded into 400 cities across North America.



Vinayak Subramanyam leads Xylem's Industrial vertical marketing and business development activities, which include the Aquaculture, Power and Biogas Centers of Excellence (CoEs). As part of this role, he is responsible for driving profitable growth through strategic initiatives in the Industrial end market with a specific focus on the above segments.

He joined Xylem in 2017 and is based out of Xylem Europe's HQ in Schaffhausen, Switzerland. He is passionate about industrial water and enabling various industries to operate more sustainably by optimizing their water and energy use.

Prior to joining Xylem, Vinayak held multiple roles in pricing, key account management and strategy at Pentair and Tyco in Houston, Texas. Vin graduated from Texas A&M University with Master's degrees in mechanical engineering and marketing.

THURSDAY, MARCH 21



Sara Urbanczyk has been working in water/wastewater treatment for over 20 years. She went to graduate school for Environmental Engineering at the NYU Tandon School of Engineering and started her career working at AECOM focused on side stream treatment, nutrient removal processes, and innovative emerging technologies as part of the Chief Engineers Group. She then moved to a position in engineered sales at Geiger Pump and Equipment in the mid-Atlantic working with an extensive group of manufacturers covering all facets of water and wastewater treatment. Currently she is the lead account person for the NYCDEP (the nation's largest water utility) and assists with the upstate New York expansion at GA Fleet. Her free time is spent in the Catskill mountains, skiing, hiking, and cooking.



Bri Nakamura, a second-generation water engineer with over a decade of experience in the water industry, is currently the Open Innovation Manager for the Xylem Innovation Labs (XIL) team. In this role, she works with the Technology Scouting and Evaluation team, and oversees many of Xylem's open innovation ecosystem partnerships, assists with the scouting and evaluation of the Xylem Accelerator cohort, and XIL's internal and external communications. Prior to Xylem, Bri served as the Practice Leader of Innovation for the Water Environment Federation and in 2022, she was recognized as the 2022 Outstanding Young Professional. She has a BS in Civil Engineering from Syracuse University and is a licensed Professional Engineer in Washington, D.C.

Moderator

2:00 - 2:30 PM

The Final Wrap

Raffle prizes, learnings shared by Young Professionals, and calls to action!

3:30 - 5:00 PM

Watermark Event: Anacostia River Keepers Cleanup

Watermark is Xylem's corporate social responsibility program to connect with local communities and improve water sustainability. Join us as we partner with the Anacostia River Keepers for an afternoon of boat tours and a river trash clean up.

5:00 - 7:00 PM

World Water Day Reception at Reservoir Center

Meet and mingle with fellow Symposium attendees while enjoying delicious food and drinks at the Reservoir Center cohosted by Xylem's Sustainability and Government Affairs teams in celebration of World Water Day 2024.

2024 COHORT

7Analytics

Bergen, Norway

The customer challenge we are solving is...

Risk is a fundamental key in gaining visibility over complex infrastructure systems. When combining asset information and sensor data with weather intelligence and advanced, AI-based modelling you can achieve risk-based oversight over critical locations where flood may occur in the coming hours and days.

The solution that we have developed is...

Our solution, FloodCube Realtime, turns weather information into actionable risk intelligence. FloodCube Realtime is based on highly detailed satellite data combined with machine learning models for land use, roads, sub-basins, drainage capacity, and more. It combines:

- Weather forecasts: Forecast data from numerous weather models to predict the best possible rainfall totals;
- Probability analysis: Identification of local areas at risks of flash floods and long-lasting rain accumulation;
- Consequence assessment: Highly detailed ponding levels and water path identification; and
- Warning: Alerts 12-72 hours ahead of flood event enabling mitigation action to protect users, employees, assets, and community.

The customer value and impact we are providing is...

A risky future climate will cause tremendous flood damage and disruption of lives and business if not tackled with accurate flood risk information and adequate adaptation. Real time monitoring and precise prediction are key to address increased risk of urban floods, protect the built environment, and ultimately save lives.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

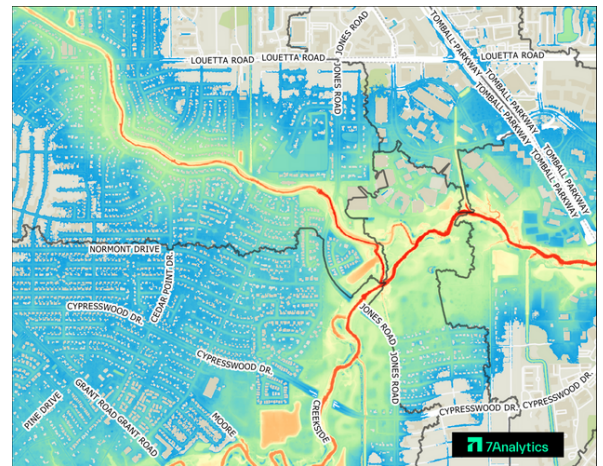
Qualify at a detailed level our pilot and pave the strategic way for applications more broadly.

Why are you excited to partner with Xylem?

Find areas to unlock additional value from Xylem's impressive suite of equipment and services.



Visit their website



Mattias Enggaard
Business Development Lead

2024 COHORT

bNovate

Ecublens, Switzerland



The customer challenge we are solving is...

To monitor water sources, treatment processes, and distribution networks for potential microbial contamination risks to ensure public health and safety. Current methods are slow and cannot provide online or automatic monitoring with event-based or temporal information for critical control points.

The solution that we have developed is...

BactoSense is an online, automated, rapid microbial monitoring device used to provide near-real-time, high-resolution microbial data for drinking water system operators. Our analyzer incorporates microfluidics and flow cytometry technologies, engineered for accuracy and ease of use.

The customer value and impact we are providing is...

Only bNovate has developed a fully automated instrument for continuous water monitoring to minimize the risks and costs associated with microbial contamination of water. With the measurement interval of 30 minutes to six hours selected, the BactoSense can operate autonomously for several months, enhancing quality control and optimizing operational resources.

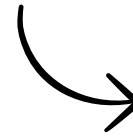
Why are you excited to be at the 2024 Xylem Accelerator Symposium?

We are looking forward to meeting everyone in person to exchange ideas and build on the virtual relationships we've started through the program.

Why are you excited to partner with Xylem?

We are excited to learn about Xylem and explore partnership opportunities to redefine water quality management.

Visit their website



François Requin
CFO



Bryan Kimbell
Sales & Marketing Manager,
North America

2024 COHORT



Eganix

Auburn Hills, United States

The customer challenge we are solving is...

Municipal sewers are plagued with odors, blockages, corrosion and other costly service disruptions caused by fats, oils and grease (FOG) and high strength sewage (BOD/COD/TSS). Both can also cause hydraulic and process headaches at the plant. The source of these problems is most often industrial/commercial customer non-compliance with municipal permits and ordinances.

Visit their website



The solution that we have developed is...

Eganix starts with rigorous investigations of smoking-gun commercial/industrial facilities and downstream collection systems, even up to the plant. Once understood, Eganix attacks the problem building holistic ongoing solutions comprising mechanical, biological and digital, addressing facility effluent channels, sewers, pump stations and other dosing and aeration opportunities in the collection system.

The customer value and impact we are providing is...

Eganix delivers a triple bottom line outcome: facilities achieve compliance and minimize downtime at reduced cost and embarrassment, municipal sewers are relieved of odors, corrosion and blockages while reducing operator contact with raw sewage, and the formerly ever-present conflict between the two parties dissipates as bi-directional transparency and trust emerge.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

We're already seeing immense synergies across Xylem and with our cohort partners, so we can't wait to gather with the expanded community!

Why are you excited to partner with Xylem?

The XIL team, our Innovation Champions at Xylem, and our cohort partners comprise an innovation ecosystem for us to ideate and build a scalable, transformative future for Eganix while solving one of Water's biggest challenges.



Leslie Youngblood
Founder & CEO



Sean Egan
Founder & CEO

2024 COHORT

FinX

Paris, France



The customer challenge we are solving is...

Existing pump technologies have evolved over time to fit specific areas of use - and in doing so have become more complex, expensive, and inefficient. In optimizing for characteristics such as self-priming, low shear requirements, or debris handling capability tradeoffs have been made that negatively affect customers in terms of cost, maintenance, performance, and size.

The solution that we have developed is...

Developed in France for marine propulsion, FinX technology has the potential to simplify and improve the pumping experience for a wide range of applications through use of an undulating membrane to drive the fluid, making the pump self-priming, low shear, and capable of handling debris without tangling. The design requires a reduced number of components and does not have any rotating components - a simpler, more robust foundation of design!

The customer value and impact we are providing is...

Propellers damage fluids, shear them off. FinX technology offers numerous advantages:

- It is self-priming (up to 8 m of suction);
- It enables low shear rates (40x less shear/cavitation);
- It enables energy savings (up to 30% savings);
- It is simple to clean in place;
- It has a continuous flow (unlike many pumps); and
- It is simplified manufacturing and maintenance.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

FinX technology is scalable and allows the definition of a roadmap to engage successive market segments, especially industrial pumps. Being part of a group, sharing knowledge and gaining a better understanding of the challenges FinX faces, is a fantastic opportunity!

Why are you excited to partner with Xylem?

This is a fantastic international opportunity for FinX to have been chosen by a world leader in the development of innovative water solutions!

Visit their website



Harold Guillemain
Founder & CEO

2024 COHORT

Halogen Systems

Bergen, Norway

The customer challenge we are solving is...

Chlorine measurements are critical to drinking and industrial clean water applications. Current market offerings struggle in low-level applications, require frequent servicing, calibration, or the handling of harmful chemicals. They are flow-dependent, cannot be subjected pressure spikes and require a waste stream of 70,000 gallons per year per sensor.

The solution that we have developed is...

Operates for 6 to 12 months without calibration, reagents, membranes or service. Can be immersed in a tank or direct in pipe, even in an active distribution line; is NSF61 Certified for drinking water contact, is unaffected by pressure or flow changes; measures 5 parameters including very low levels.

The customer value and impact we are providing is...

Better control of disinfection and lower costs and manpower. Real-time data for key parameters in the distribution system is now practical and cost effective. Upset conditions can be detected and problem locations closely monitored. This enables proactive actions to enhance safety, detect biofouling, and minimize taste and odor issues.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

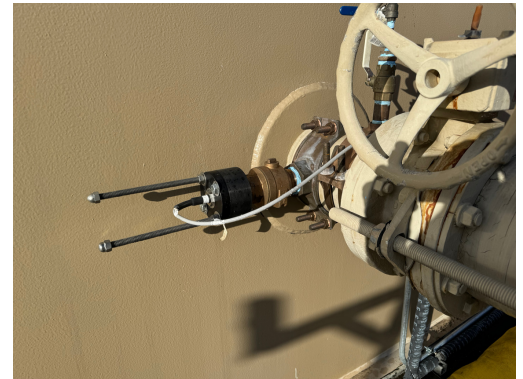
We appreciate the help in messaging and exposure to many Xylem business units and market sectors.

Why are you excited to partner with Xylem?

Xylem association enhances our credibility in several market sectors, helps us address the "too good to be true" objection and elevates our status to a level equal or superior to our competitors.



Visit their website



Michael Silveri
President & Founder



2024 COHORT

H2oVortex

Luxembourg City, Luxembourg

The customer challenge we are solving is...

H2oVortex's Industrial Vortex Generator provides a sustainable solution addressing environmental and financial challenges for industries looking to manage cooling tower sustainability and CO2 mitigation while managing expenditures. By minimising water and energy consumption, eliminating chemical usage, and reducing operating costs, it offers a nature-based approach to meet sustainability goals effectively.

The solution that we have developed is...

Our Industrial Vortex Generator is a fully scalable plug & play easy to install water treatment application which reduces within cooling tower operations water consumption by up to 50% - reduces energy consumption by up to 8 % while totally eliminating all chemical usage rendering the operation more sustainable and cost efficient.

The customer value and impact we are providing is...

Substantially enhance sustainability KPIs of a cooling tower operation - meet existing and new sustainability reporting requirements (CSRD) - drastically reduce existing CO2 footprint while reducing operational expenditures.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

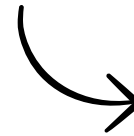
The Accelerator will provide us with a great opportunity to showcase our technology to key stakeholders within Xylem and at the same time it will allow H2ovortex's management to gain fantastic exposure into Xylem's best business practices.

Why are you excited to partner with Xylem?

H2oVortex is excited to collaborate with Xylem, integrating our disruptive Vortex Process Technology into Xylem's product portfolio, further enhancing their leadership in sustainable water solutions.



Visit their website



Håkan Grönlund
CEO



Alain Mestat
CMCO

2024 COHORT

Joule Case

Seattle, United States

The customer challenge we are solving is...

Joule Case empowers water management projects with groundbreaking power solutions. By addressing the need for clean, reliable, and portable power, Joule Case helps solve global water challenges by enabling operations in remote or critical areas without relying on traditional, polluting power sources.

The solution that we have developed is...

Joule Case offers a broad product portfolio focused on modularity and scalability that enables deployments ranging from 5 kWh to 5 MWh+. The patented Mobile Energy Storage System combined with decades of practical, in-field experience, provides specific application-focused innovation for utilizing reliable renewable energy.

The customer value and impact we are providing is...

Joule Case delivers transformative value by providing clean, scalable, portable power solutions, fostering environmental sustainability, operational reliability, and flexibility. This innovation enhances efficiency, reduces carbon footprint, and supports critical energy needs in challenging environments, contributing to a more sustainable future.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

We are excited to co-create a better, more sustainable future alongside other forward-thinking startups.

Why are you excited to partner with Xylem?

Through our own mission of providing access to clean energy, we are honored to help support Xylem to provide a lasting impact on communities—together, this impact will be exponential.



Alex Livingston

Co-founder and Chief Innovation Officer



Visit their website



2024 COHORT

LAIER

London, United Kingdom

The customer challenge we are solving is...

LAIER addresses the challenge of costly leak-induced damage and downtime in buildings and industrial equipment, aiming to reduce the over \$18 billion in annual US insurance claims and significant environmental impacts. They target markets with high demand, offering cost savings and positive environmental outcomes by preventing leaks.

The solution that we have developed is...

LAIER offers a subscription-based leak detection service combining Severn WLD™ hardware and LAIER Cloud™ software, providing an advanced solution. Our "smart tapes" sensors install easily around crucial equipment, detecting leaks earlier than other methods, preventing damage and downtime.

The customer value and impact we are providing is...

LAIER provides advanced leak detection for commercial buildings, industrial machinery, and roofing materials, identifying leaks well before manual checks or occupants notice—typically days to months earlier. This early detection significantly reduces repair costs, downtime, insurance claims, and asset damage, outperforming costlier, less efficient competitors with difficult installation and poor integration.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

LAIER is excited to attend the 2024 Xylem Accelerator Symposium to showcase its innovative leak detection solutions, engage with industry leaders, and explore synergies aligned with Xylem's commitment to solving water challenges globally.

Why are you excited to partner with Xylem?

LAIER is excited to partner with Xylem thanks to our shared focus on water innovation and sustainability, manifested through meaningful use cases that create value for the end customer by reducing damage and downtime due to leaks!

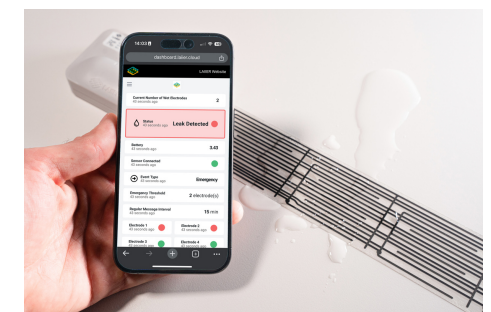
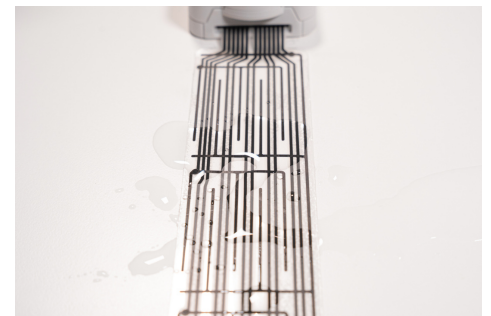
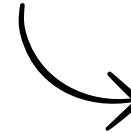


Matt Johnson
CEO, Co-Founder



LAIER®

Visit their website



2024 COHORT



NITRICITY

Nitricity

Fremont, United States

The customer challenge we are solving is...

Fixed nitrogen products account for about 7% of global GHGs. Producing nitric acid - a component of calcium nitrate, which is a fertilizer and water purification compound - makes up 6% of all N₂O emissions (a greenhouse gas 265x more potent than CO₂) in the United States and comes from ammonia, which is responsible for over 1% of all global GHGs. Nitricity first makes clean nitric acid from air, water, and renewable energy, and is capable of making calcium nitrate, nitrophosphates, and other chemicals derived from the clean nitric acid.

The solution that we have developed is...

Nitricity makes climate-smart calcium nitrate, which can be used as a fertilizer or for water purification. Unlike conventional calcium nitrate, Nitricity's product is significantly lower-emissions since it is produced with just air, water, and renewable electricity.

The customer value and impact we are providing is...

Replacing conventional calcium nitrate and other fertilizers with Nitricity's climate-smart fertilizer products can greatly reduce GHG emissions like CO₂ and even N₂O. Today, fertilizer production is based in Europe, but shipped across the world. Nitricity can build local calcium nitrate production plants to simplify this supply chain.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

Looking forward to the Symposium to meet other innovators in the water space, and understand how Nitricity and Xylem can work together to meet our climate and business goals.

Why are you excited to partner with Xylem?

Nitricity and Xylem's collaboration has the opportunity for major impact - Xylem's domain expertise and network can help Nitricity's sustainable product reach the right customers, ultimately significantly reducing GHGs.

Visit their website



Jayesh Goyal
Chief Commercial Officer



Pranavi Kethanaboyina
Market Analyst

2024 COHORT

SewerAI

Walnut Creek, United States

The customer challenge we are solving is...

Cities (and contractors) want to proactively maintain their sewer conveyance infrastructure but the standard CCTV inspection process is very slow, expensive and inaccurate. This forces cities to make repair plans based on incomplete information which does not allow them to run their systems optimally.

The solution that we have developed is...

SewerAI's products help cities and contractors inspect sewer pipes faster, more accurately and at a lower cost. Pioneer is our cloud data management software that optimizes office and field workflows. Autocode is our AI software that finds defects in sewer videos so field operators can collect 3X as much data per day.

The customer value and impact we are providing is...

Better control of disinfection and lower costs and manpower. Real-time data for key parameters in the distribution system is now practical and cost effective. Upset conditions can be detected and problem locations closely monitored. This enables proactive actions to enhance safety, detect biofouling, and minimize taste and odor issues.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

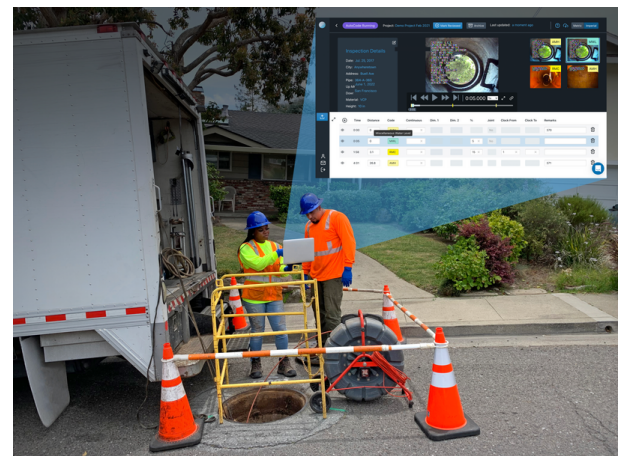
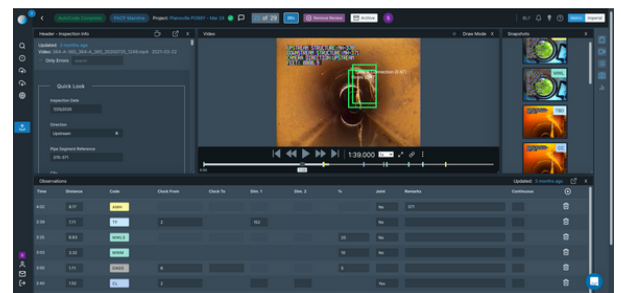
Get to know Xylem teams and where we can fit in and drive value for customers.

Why are you excited to partner with Xylem?

Impact at scale!



Visit their website



Matthew Rosenthal
CEO & Co-Founder

2024 COHORT

StormHarvester

Belfast, United Kingdom

The customer challenge we are solving is...

The customer challenge we are solving is Inflow and Infiltration (I&I). I&I is a big problem for Utilities as it causes Utilities increased pumping and treatment costs as well as storm overflow discharges. We also provide products that help to detect sewer blockages and pump underperformance/failure and predict sewer flows.

The solution that we have developed is...

The solution we have developed has the ability to detect I&I in wastewater networks using only data from level sensors. We can also detect I&I at pumping stations using just pump on/off signals. The solution uses AI to identify infiltration patterns in data and highlight them in almost real time.

The customer value and impact we are providing is...

The customer value and impact we provide is proven at network scale over several years. We work with 9 of 12 UK wastewater utilities receiving near real time data from over 70,000 sensors. We enable utilities to optimize processes, reduce pollution and flooding events as well as informing capital investment decisions.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

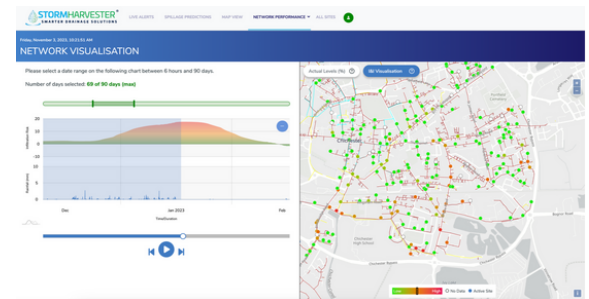
We look forward to meeting the remainder of the 2024 cohort and Xylem colleagues in person, as well as beginning to explore how we might partner together moving forward.

Why are you excited to partner with Xylem?

The opportunity to marry our AI wastewater analytics products with Xylem's global distribution network, to provide cutting edge operational and asset intelligence to international markets.



Visit their website



Brian Moloney
Co-founder & CEO



James Ogden
VP Business Development

2024 COHORT

SwiftComply

Pleasanton, United States

The customer challenge we are solving is...

We are addressing the critical need for improved water and wastewater compliance management. Our solution enables water authorities to navigate the complexities of maintaining water quality standards while reducing operational costs and ensuring environmental sustainability.

The solution that we have developed is...

Our solution is a state-of-the-art SaaS platform specifically designed for water authorities. It simplifies compliance management, offers real-time data analytics, and enhances operational efficiency. Already live in over 400 water authorities, it's a testament to our technology's scalability and effectiveness.

The customer value and impact we are providing is...

Our platform delivers significant value by driving cost savings, increasing operational efficiency, and significantly improving compliance rates. Customers have experienced measurable impacts, including time savings and enhanced ability to meet stringent environmental regulations.

Why are you excited to be at the 2024 Xylem Accelerator Symposium?

I am thrilled to be at the 2024 Xylem Accelerator Symposium because it offers an unparalleled opportunity to collaborate with industry leaders and innovators, sharing our groundbreaking SaaS solution that transforms water and wastewater compliance management, enhancing sustainability and efficiency for water authorities globally.

Why are you excited to partner with Xylem?

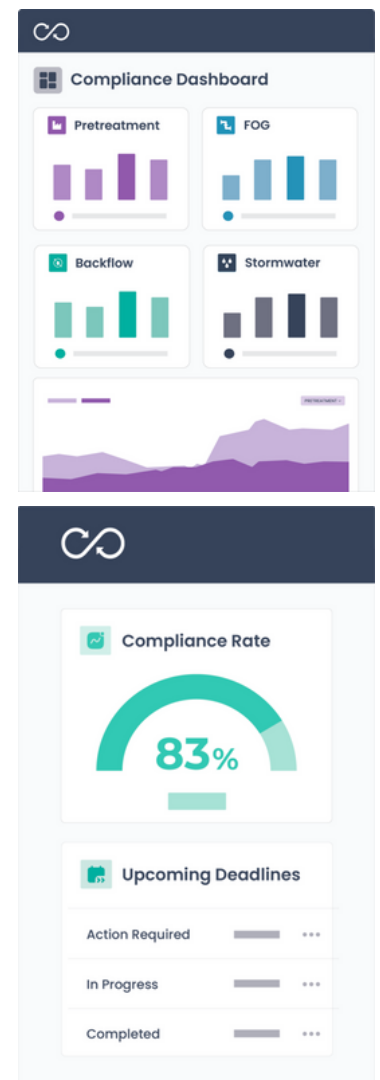
I am excited to partner with Xylem because their global leadership in water technology aligns perfectly with our mission to revolutionize water and wastewater compliance management, enabling us to amplify our impact on environmental sustainability across the water industry.



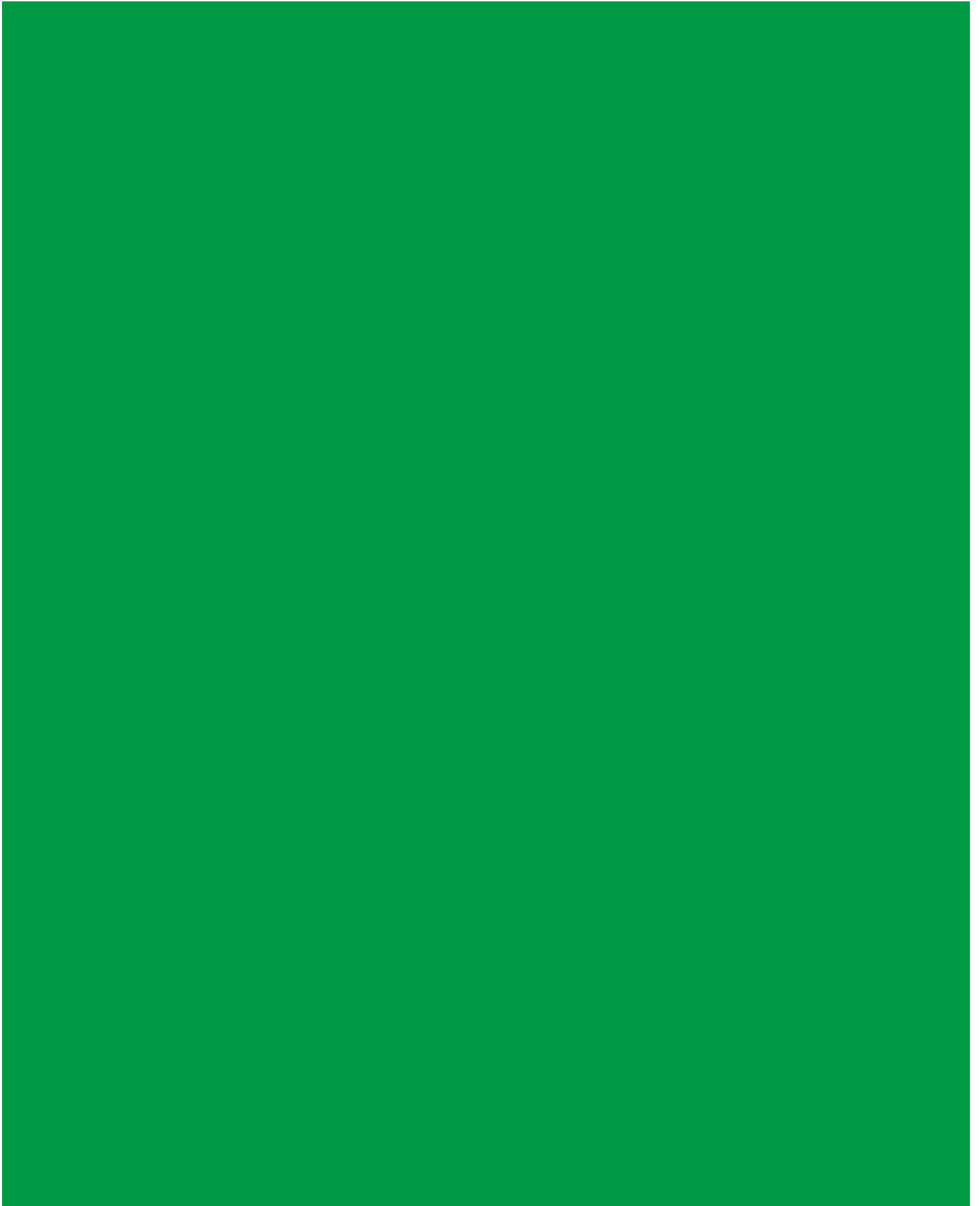
Mick O'Dwyer
Founding CEO



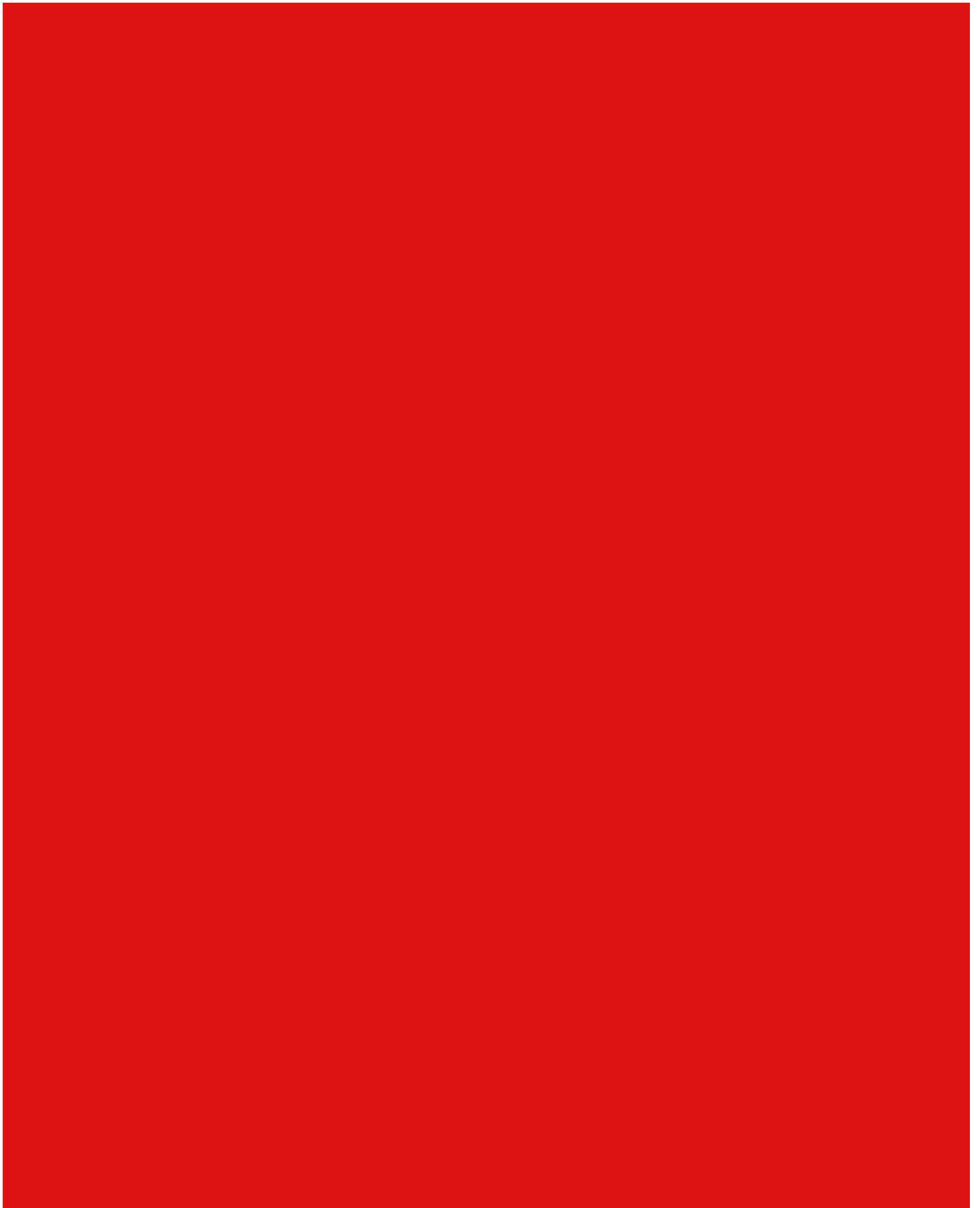
Visit their website



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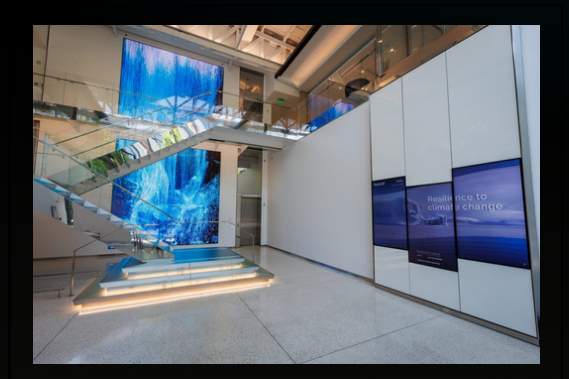


Reservoir Center

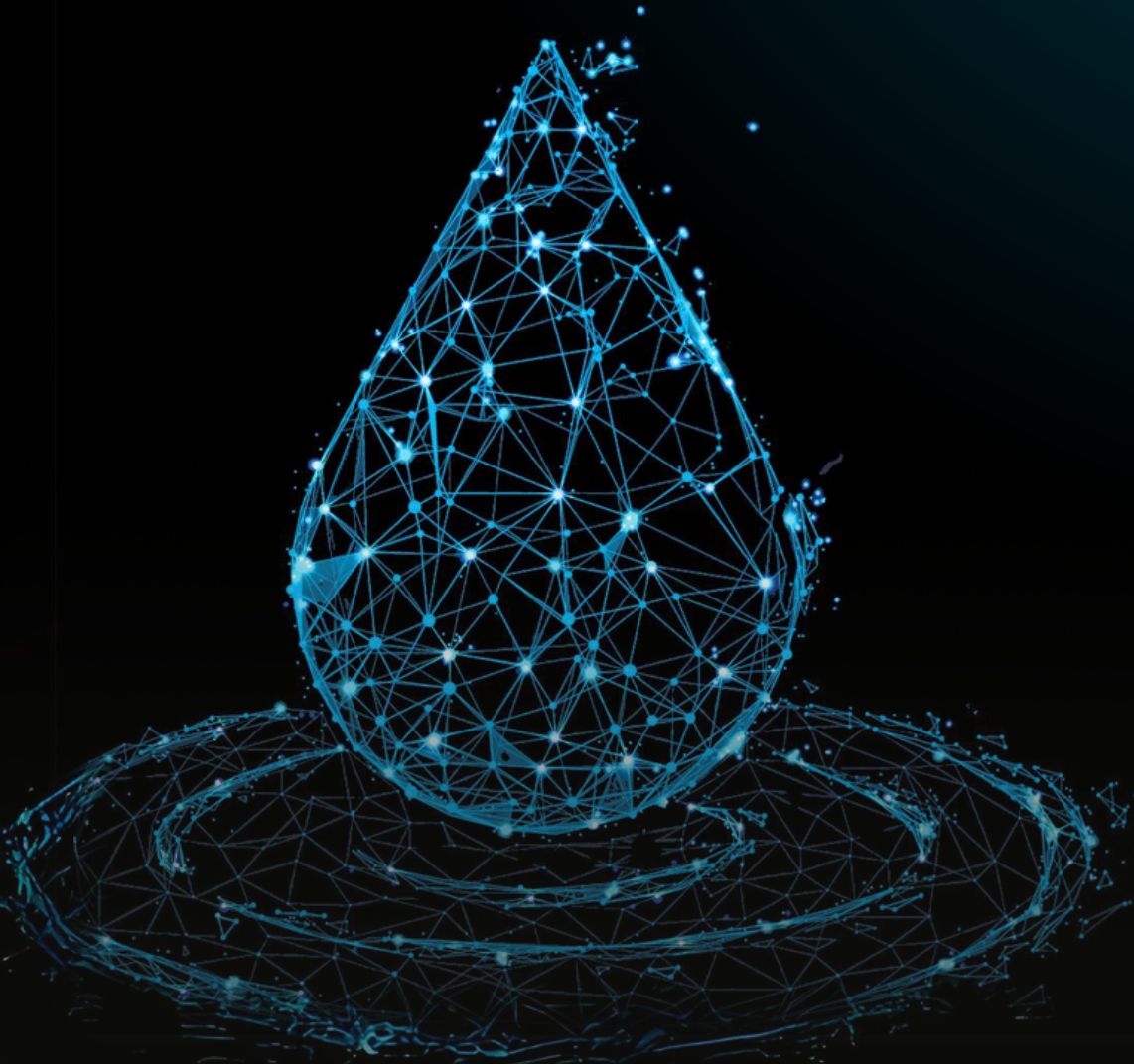
The Reservoir Center for Water Solutions opened in June 2022 as a consortium and collaboration facility that brings together leaders and thinkers from across the water sector, policy world and beyond. The aim is to develop breakthrough ideas and solutions, eliminate barriers, and advance the water sector's work to overcome critical water and sustainability challenges.

The Center is located along the banks of the Anacostia River in Washington, DC's Navy Yard, and provides event, work and meeting space.

Scan to learn more
about the Reservoir Center:



Name



If you don't plan to keep this booklet, please recycle.