

# REQUEST FOR PROPOSAL

**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!**

- Water quality pressure management in distribution systems
- Method for cleaning of water mains (trunk and reticulation) with limited impact on water quality
- Sediment formation reduction in drinking water networks
- Reducing the impact of surge/water hammer on the water network
- Early notification of contaminants entering reservoirs/tanks
- Prediction of trihalomethanes (THMs) concentration in drinking water supplies
- Improving field crew training in real-time (including virtual and/or augmented reality techs)
- Increasing water use efficiency in cooling towers
- Alternatives to conventional evaporative cooling
- Alternatives for and/or reduction of chemical use in cooling towers and domestic supply lines (often destructive to chillers and pumps)
- Treatment processes for improving water quality in swimming pools, saunas, and other water features
- Improving reliability and operation of drip irrigation systems
- Non-invasive monitoring systems to detect water leaks in electrical rooms
- Reduction of in-site disinfection byproduct formation for groundwater recharge applications (TTHMs)

If your company has a technology solution to one of these priorities, we would like to learn more!

**Deadline for submission:**  
Dec 31, 2018

**Email Proposals to:**  
[proposals@waterstart.com](mailto:proposals@waterstart.com)

**Evaluations completed by:**  
Jan 31, 2019

## **Summary and Background:**

WaterStart is a innovation accelerator for utilities and large consumers dedicated to the implementation of technology that result in more, safer, cheaper water. 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

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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

1. Narrative responses to this RFP must not exceed three pages in length. Supplemental materials, if necessary, must not exceed an additional five pages in length. To be fully considered, proposals must answer these questions:
2. What is the background of your business? What services do you provide?
3. What specific priority from the above list does your technology address?
4. How does your technology address the specific priority? How does your technology work?
5. What customers are you currently working with?
6. Who makes up your management team?
7. What is your competitive edge? What sets you apart from other companies providing similar solutions?
8. What type of project are you proposing? How would you be using the funds awarded?
9. What is the specific dollar amount needed to support the proposed project?
10. What is the economic return on investment if you are awarded a grant? (Must include actual projections. See Evaluation Criteria for definition.)
11. How did you learn of this opportunity?

## 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. Economic development (economic return on investment) - examples include: the number of jobs created, licensing agreements, local manufacturing sources, local "office" established

*Questions regarding this RFP can be emailed to [admin@waterstart.com](mailto:admin@waterstart.com).*