

xylem

ACCELERATOR SYMPOSIUM 2023



XYLEM INNOVATION LABS



xylem
Let's Solve Water

AGENDA

WEDNESDAY, MARCH 29

| | |
|-------------------|---|
| 8:00-9:00 AM | Registration Coffee & Pastries |
| 9:00-10:30 AM | Welcome & Accelerator Cohort Kickoff |
| 10:30-11:30 AM | Seminar 1 Unlocking New Opportunities: Partnering and Selling with Xylem for Sustainable Water Solutions |
| 11:30 AM-12:30 PM | Seminar 2 Building a Better Future: Innovating Sustainability through Startup Environmental, Science and Governance (ESG) Reporting |
| 12:30-1:30 PM | Lunch |
| 1:30-2:30 PM | Seminar 3 All the Way to the Exit: Lessons learned from an acquired founder |
| 2:30-3:30 PM | Break Headshots |
| 3:30-5:00 PM | Watermark Event: Anacostia River Keepers Cleanup |
| 5:00-7:00 PM | Innovation Reception at the Reservoir Center |

THURSDAY, MARCH 30

| | |
|------------------|---|
| 8:00-9:00 AM | Registration Coffee & Pastries |
| 9:00-9:45 AM | Welcome & Ice Breaker: Back of the Napkin Sketch |
| 9:45-10:30 AM | Fast & Furious: Pitch Perfect Edition |
| 10:30-11:30 AM | Panel 1 Making Waves: Exploring the Dominant Forces Driving the Water Sector |
| 11:30AM-12:00 PM | Keynote Partnering for Success: Collaborating from development to acquisition |
| 12:00-1:00 PM | Lunch |
| 1:00-2:30 PM | Accelerating Innovation: 30-Minute Flash Sessions with Accelerator Companies |
| 2:30-3:00 PM | Coffee Break & Networking |
| 3:00-4:00 PM | Panel 2 Surviving the "Techpocalypse": How to avoid falling into the piloting valley of death |
| 4:00-4:15 PM | The Daily Wrap: Reflections from our Young Professionals |
| 6:00-9:00 PM | Innovation Dinner at District Winery |

FRIDAY, MARCH 31

| | |
|--------------------|---|
| 8:00-9:00 AM | 1:1 Breakfast Meetings |
| 9:00-9:05 AM | Introduction |
| 9:05-10:00 AM | Panel 3 Beyond Borders: How Geography Shapes Technology Adoption |
| 10:00-11:00 AM | Panel 4 Jeopardy Question: What are Mergers & Acquisitions in the Water Sector? |
| 11:00 AM -12:00 PM | Seminar 4 Marketing & Branding: Uncensored Advice from a "Celebrity" |
| 12:00-12:15 PM | The Daily Wrap: Final Reflections |
| 12:15-1:30 PM | Lunch |

xylemBINGO

- Mark an "X" on each block when you complete the action.
- The "Free Space" counts as an already marked block.
- When you have an "X" on 5 blocks horizontally, vertically or diagonally, text "Xylem BINGO" and a photo of your completed BINGO board to +1-979-485-6237 (or find Gabby Pinto if you are unable to text).

The first three participants to get BINGO! will receive a prize which will be announced at 4:00 PM on Thursday.

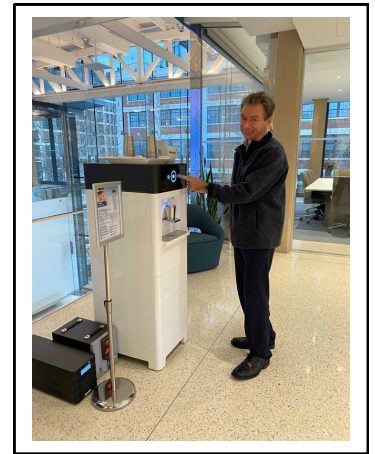
| | | | | |
|--|--|--|--------------------------------------|--|
| Find & Watch the EOMap Video | MEET ONE NEW PERSON FROM XYLEM | MEET 8POWER | Schedule a 1:1 Meeting | MEET DAKOTA ENERGY SYSTEMS |
| PARTICIPATE IN THE WATERMARK EVENT | MEET EMRGY | DRINK FROM THE WATERGEN WATER COOLER  | Meet Gross-Wen Technologies | Social Media: Post a Quote about something you learned |
| Meet Indra Water | Met a new person at lunch | FREE SPACE  | Use your Xylem Mug | MEET AQUAMONITRIX |
| Use your program to list 3 people you want to follow up with | USE THE HASHTAG #XYLEMSYMPIOSIUM ON LINKEDIN, TWITTER, OR XYLEMNOW | MEET MOLEAER | Meet Cobalt Water | TALK TO SOMEONE FROM XIL |
| FOLLOW THE XIL LINKEDIN PAGE | Meet Sentry | Schedule a 1:1 Meeting | TAKE A SELFIE WITH A FELLOW ATTENDEE | MEET DAUPLER |

TECHNOLOGY SHOWCASE AT RESERVOIR CENTER

Atmospheric Water Generation

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

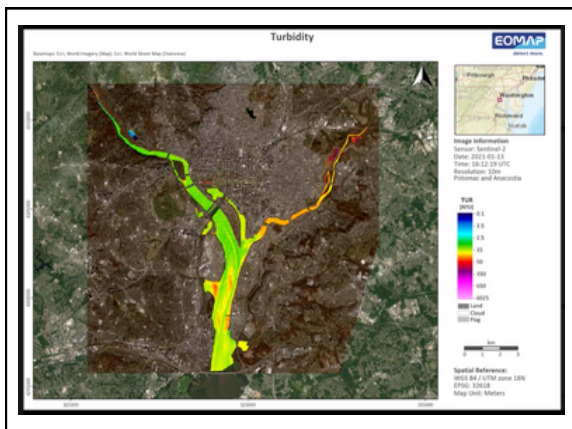
Watergen and other atmospheric water generation technologies create water from air. The system absorbs humidity, channeling the water in a treatment train to make it potable. Atmospheric water generators are an innovative water supply solution to global water scarcity challenges and have many suitable 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.



Satellite Remote Sensing

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

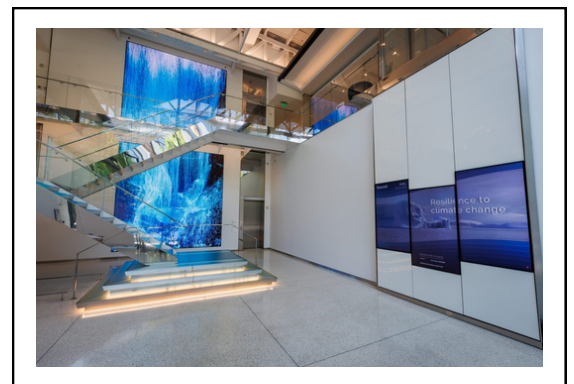
EOMAP's remote sensing technology uses public and private satellite data to map water systems across a wide geographic region. Remote sensing solutions offer clients a low-cost way to identify water quality challenges in real time across their entire watershed, including turbidity, sedimentation and 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.



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:



WEDNESDAY, MARCH 29

Reservoir Center Board Room, second floor

8:00 - 9:00 AM

Registration | Coffee & Pastries

9:00 - 10:00 AM

Welcome & Ice Breaker

Led by Oli Puckering, Xylem Innovation Labs

10:00 - 10:30 AM

Cohort Kickoff

Sivan Zamir, Oli Puckering, & Max Storto, Xylem Innovation Labs

Our masters of ceremonies will highlight Symposium events and who you'll meet over the next 3 days.

10:30 - 11:30 AM

Seminar 1 Unlocking New Opportunities: Partnering and Selling with Xylem for Sustainable Water Solutions

Hear about Xylem's collaborative approach to partnerships and sales channel management. Leave with practical takeaways to apply to your own partnership strategy.



[Adam McNeill](#) leads Xylem's commercial and execution efforts for Treatment in North America. Based in Xylem's office at the Global Water Center in Milwaukee, WI, he is responsible for municipal and industrial wastewater and drinking water solutions. Adam's team consists of over 100 professionals representing Xylem's core Treatment brands of Leopold, Sanitaire & Wedeco. He has over 10 years of experience in water and previously worked in the areas of residential and commercial filtration. Adam is a member of the Water Environmental Federations ESG Accelerator committee, and is active with water-focused nonprofits including The Water Council, Milwaukee Riverkeeper, and Xylem Watermark.



[Manuel Parra](#) is the Vice President of Strategic Partnerships at Xylem. In his role he works with other industry leaders to solve water and wastewater problems together. Before joining Xylem, Manuel was the Business Development Director for Water and Wastewater at AVEVA, and the General Manager for Smart Water Software at Schneider Electric. Manuel is also a co-founder and board member of Smart Water Network Forum (SWAN), the most important international data technology organization for water and sanitation.

11:30 AM -12:30 PM **Seminar 2 Building a Better Future: Innovating Sustainability Through Startup Environmental, Science, 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 the Vice President, 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. Austin joined Xylem in 2013 and has had several roles including customer service, engineering, sales, and investor relations functions.

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 currently 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 also 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.

12:30 - 1:30 PM **Lunch**

WEDNESDAY, MARCH 29

1:30 - 2:30 PM

Seminar 3 All the Way to the Exit: Lessons Learned from an Acquired Founder

Discover the acquisition journey of a successful founder with Xylem. Gain insights on challenges, opportunities, and achievements faced, and leave with actionable takeaways to fuel your own entrepreneurial path.



Christine Boyle is the Vice President of Digital Product Development at Xylem. She works with technologists and innovators to bring the next generation of water technologies to market. She received a doctorate in water resource planning in 2011 and “spun” a water analytics company, Valor Water, out of her thesis work at University of North Carolina at Chapel Hill. Boyle is also Chair of the Cal-Nevada American Water Works Association and a trustee of the American Water Works Association Management and Leadership Division.

2:30 - 3:30 PM

Break - Get your headshot taken!

A photographer will be set up to take headshots that are yours for future use! (optional)

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

Innovation Reception at the Reservoir Center

Meet and mingle with fellow Symposium attendees while enjoying delicious food and drinks at the Reservoir Center.

THURSDAY, MARCH 30

Reservoir Center Multipurpose Room, second floor

8:00 - 9:00 AM

Registration | Coffee & Pastries

9:00 - 9:30 AM

Welcome & Opening

Led by Sivan Zamir, Mark England, and Dave Flinton, Xylem

9:30 - 9:45 AM

Ice Breaker: Back of the Napkin Sketch

Led by Xylem Innovation Labs

9:45 - 10:30 AM

Fast & Furious: Pitch Perfect Edition

It's a startup event, so what better way to introduce attendees than through a rapid-fire pitch session! Hear from each of our 2023 Xylem Commercial Accelerator companies, Xylem Business Units, and Open Innovation Partners as they introduce themselves ... in 60 seconds or less!

10:30 - 11:30 AM

Panel 1 Making Waves: Exploring the Dominant Forces Driving the Water Sector

Get ready to dive headfirst into the world of water innovation with our expert panel in a fun-filled hot seat session! Hear from some of today's water leaders about what they're seeing in the water sector. Got a burning question? Ask our experts during this conversational session.



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 of Programming at Imagine H2O. He holds an MA (Hons) from the University of Edinburgh and an MBA from Harvard Business School.



George Hawkins launched the non-profit Moonshot Missions after stepping down as CEO of DC Water. George helps agencies deliver better service and lower cost, with a focus on under-resourced communities. George transformed DC Water into an innovative enterprise while tripling its investment in water. DC Water's innovations ranged from Green Infrastructure to clean energy, and they issued the first century and environmental impact bonds, and spearheaded programs for low-income customers and on workforce development.

George is an advisor to Xylem, Inc. and serves on the Board of the North American Electric Reliability Corporation. George has served as a Senior Lecturer at Princeton University. Mr. Hawkins also served as Director of the DC Department of the Environment and served non-profit organizations and USEPA and the firm Ropes & Gray.



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. 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. He received his Bachelor of Science in Psychology from Old Dominion University.

THURSDAY, MARCH 30



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.



Dave Flinton is Chief Innovation, Technology, and Product Management Officer at Xylem, leading the company's technology and innovation strategy and global product portfolio. In this role, Dave and his team develop and commercialize advanced technologies and innovations that create sustainable benefits for customers and communities. He and his team also lead Xylem's external innovation efforts, bringing together a broad and global network of innovation partners to incubate and accelerate the development of emerging and breakthrough solutions.

Dave has been with Xylem since its founding and has more than 25 years of business leadership, product management, and innovation experience. He received his MBA from the University of Rochester and his Bachelor of Science in Mechanical Engineering from the Worcester Polytechnic Institute.

11:30AM - 12:00 PM Keynote Partnering for Success: Collaborating from Development to Acquisition



[Peter Fiske](#) is the Executive Director of the National Alliance for Water Innovation (NAWI), headquartered at Lawrence Berkeley National Lab (LBNL). NAWI runs the Department of Energy's Desalination Hub, a 5-year, \$110M research program to radically cut the cost and energy consumption for water treatment in a variety of applications including ocean desalination, inland brackish water treatment, industrial water reuse and produced water treatment.

Prior to joining LBNL, Fiske was the CEO of PAX Water Technologies. PAX Water pioneered the use of biomimicry to develop innovative and energy efficient technologies for the water industry, and led the industry in advanced manufacturing processes and approaches. PAX Water won a number of national water industry awards, and its iconic Lily Impeller technology was featured in a major design exhibit at the New York Museum of Modern Art in 2008.

12:00 - 1:00 PM

Lunch

1:00 - 2:30 PM

Accelerating Innovation: 30-Minute Flash Sessions

[Join Xylem Innovation Labs' Innovation Managers and Accelerator Companies to discuss and define their upcoming pilot projects as a part of the Xylem Accelerator Program. Check your program for your breakout room assignments.](#)

1:00 - 1:30 PM Multipurpose Room: 8Power
Board Room: Indra
Conference Room #3: Aquamonitrix/Cobalt

1:30 - 2:00 PM Multipurpose Room: Dakota Energy
Board Room: Gross-Wen Technologies
Conference Room #3: Sentry

2:00 - 2:30 PM Multipurpose Room: Emrgy
Board Room: Moleaer
Conference Room #3: Daupler

2:30 - 3:00 PM

Coffee Break & Networking

THURSDAY, MARCH 30

3:00 - 4:00 PM

Panel 2 Surviving the "Techpocalypse": How to Avoid Falling into the Piloting Valley of Death

The water innovation ecosystem is bursting at the seams with promising technologies, but why aren't we seeing more of them adopted? This panel will take a deep dive into the bottleneck that is the piloting valley of death. We'll encourage active participation from the audience as our experts tackle "controversial statements."



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.



Nick Dyner is the Chief Executive Officer of Moleaer, the leading global nanobubble technology company with a mission to unlock the power of water to do more with less. Nick has nearly 20-years of water treatment experience managing cross-functional and international teams in more than 15 countries. Nick's experience includes building global commercial organizations, operations management, sales and marketing expertise, and business development.

Prior to Moleaer, Nick served as the Senior Vice President of LG Chem Water Solutions where he led the Company's global sales and marketing efforts following LG's acquisition of NanoH2O, one of the largest in the water industry. Prior to LG, Nick developed and led NanoH2O's sales and brand strategy, launched their first product, and personally did business in over 90 countries. Before joining NanoH2O, he served as a global product manager at GE Water & Process Technologies.



[Mark England](#) is the VP, Innovation, Sensing and Engineering Excellence at Xylem. Mark holds a Master's degree and Ph. D in physics from Cambridge University and was a founding member of Sentec, a self-funded start-up company bridging the gap between disruptive new technologies and commercialization at scale. Sentec set up six angel/VC-funded spinouts and licensed out a number of sensing technologies that it developed, including the technology behind Sensus' iPERL static residential water meter. Sentec was acquired by Sensus in 2015, which was itself acquired by Xylem in 2016. Mark was appointed as a VP at Xylem in 2019.



[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, the innovation partnerships team of global water company Xylem, working to accelerate market adoption of new technologies. Before joining Xylem, Sivan spent over a decade in Israel and the US as a founder of IoT and digital twin startup companies. Prior, she was a construction manager for largescale commercial and infrastructure projects across California.

Sivan lives in Los Angeles where outside of work she can be found cheering in the stands while her husband coaches collegiate volleyball, gardening, or desperately trying to prevent her puppy Bamba Lulu from participating in Zoom calls.

4:00 - 4:15 PM

The Daily Wrap

Insights from Aria Harris, Flora Klise, Amanda Lounsbury, and Reshmina William

[Young professionals from Xylem's Engineering and Leadership Development Program and the US Department of Energy will provide their key takeaways and insights from a day of learning and exploration.](#)

6:00 - 8:00 PM

Innovation Dinner

385 Water Street SE, Washington D.C.

Join us for a reception and dinner at District Winery for an evening of networking with your fellow water-preneurs.

FRIDAY, MARCH 31

Reservoir Center Multipurpose Room, second floor

8:00 - 9:00 AM

1:1 Breakfast Meetings

9:00 - 9:05 AM

Introduction

Led by Max Storto, Xylem Innovation Labs

9:05 - 10:00 AM

Panel 3 Beyond Borders: How Geography Shapes Technology Adoption

Get ready to meet the boots on the ground from different regions around the world to gain valuable perspectives on how to succeed in the global marketplace. From testing water quality in diverse environments to navigating cultural differences, our expert panelists will share their real-world experiences and insights.



Alexis de Kerchove is the Senior Director, Client Sustainability, Europe at Xylem. Alexis joined Xylem in 2011, where he had multiple global and regional management roles in Process Engineering, Business Strategy and Vertical Marketing. With a pure-play background in the water sector, he is an expert in water and wastewater management, with special interests in the digital transformation of the water sector, decarbonization of water and wastewater operations, and sustainable management of water resources.

Prior to joining Xylem, Alexis worked for five years as Lead Process Engineer for Suez in Barcelona, Spain. He obtained his Master's in business administration from ESADE in 2011, and a Ph.D. in Chemical Engineering from Yale, New Haven, in 2007. Alexis is a passionate purpose-driven water-professional who moves forward the climate-transformation of the water sector through building collaboration among industry stakeholders, influencing decision makers, and accelerating technology adoptions.



Karen Frost is responsible for economic development activities and the suite of global innovation programs for The Water Council. She leads the organization's international efforts and works closely with our European representative to serve our members, partners, and companies in Europe and beyond. She is an experienced connector and strong relationship builder and collaborator with the startup community, water tech ecosystem, project partners and funders.



Nimesh Modak is the Managing Director of Imagine H2O Asia, Imagine H2O's Singapore-based accelerator which he helped launch in 2019 in partnership with PUB and Enterprise Singapore. Nimesh leads Imagine H2O Asia's market-entry advisory activities, including the organization's pilot funding initiatives with the World Bank, ADB and other partners in the region. Since 2015, Nimesh has served as a startup advisor for Imagine H2O portfolio companies and led the organization's global program development. Prior to Imagine H2O, Nimesh worked with Danone's Sustainable Development team, WaterHealth Ghana and economic consulting firm, Nathan Associates. He currently serves on the advisory board of Burnt Island Ventures. Nimesh holds a MBA from the Wharton School at the University of Pennsylvania and a MPA from Harvard Kennedy School of Government.



Gassan Mutwali is a Senior Director, Emerging Markets at Xylem. He leads strategy and business development for Emerging Markets and Essence of Life Solutions.

Gassan joined Xylem in 2015 and has more than 20 years professional experience across private and public sectors. Gassan previously served as Managing Director in the Nordic region leading Xylem's commercial business and as Director, Strategy & Business Development for Middle East & Africa. In the latter role, Gassan helped launch Xylem's first manufacturing facility in the Middle East and expanding the company's presence in Africa. Gassan has also served as inaugural member of Xylem's global marketing and DE&I councils.

Gassan holds a Master of Business Administration from Kalmar University, Baltic Business School in Sweden. Gassan currently lives in Dubai, UAE.

FRIDAY, MARCH 31



[Chris Angell](#) is the Senior Director of Strategy & Business Development at Xylem, the leading global water technology company. Chris has worked in the water, energy and clean technology space for more than a decade, focusing on how companies and organizations can work together to address sustainability and infrastructure challenges. At Xylem, Chris is responsible for business strategy, mergers and acquisitions, and strategic partnerships for the Americas region and for Xylem's Measurement, Control Solutions, and Applied Water Systems (AWS) segments globally.

Before joining Xylem, Chris worked on bringing innovative software solutions to the utility industry at Oracle and at Opower, a fast-growing technology company helping utilities and their end customers accelerate decarbonization. Chris lives in Washington DC with his wife, two young daughters and a 10 year old Labradoodle.

10:00 - 11:00 AM

Panel 4 Jeopardy Question: What are Mergers & Acquisitions in the Water Sector?

[Learn about M&A in the water sector from Xylem's corporate strategy and development teams layered with insights from a successful venture capitalist.](#)



[Albert Cho \(Al\)](#) is Senior Vice President and Chief Strategy and External Affairs Officer at Xylem. In this role, he leads global strategy and business development, government and industry relations and communications and public affairs. Working in partnership with customers, colleagues, communities and shareholders, Al and his team develop strategies to achieve Xylem's vision to create both social and economic value. Al joined Xylem in 2013 and previously served as General Manager of Xylem's advanced analytics business and head of Xylem's strategy and mergers and acquisitions teams.

Al is currently on the U.S. Environmental Protection Agency's Environmental Financial Advisory Board, advising the agency on ways to lower costs while increasing investments in environmental and public health protection, and has also served on the U.S. Department of Commerce's Environmental Technologies Trade Advisory Committee. Al received his MBA and his Master of Science in Development Economics from the University of Oxford.



Hyman Buchwald is the Vice President, Corporate Development. 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 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.

Mr. Buchwald led the deployment of over \$5B 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. 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.



Emily Fritze is a Partner at The Westly Group, a venture fund in Menlo Park where she leads investments in energy, mobility, industrial tech, buildings, and cybersecurity companies. Prior to joining The Westly Group, Emily Fritze was Director at Powerhouse Ventures, a clean energy and mobility venture fund in Oakland, where she helped conceive and raise Powerhouse's seed fund and managed Powerhouse's innovation firm. Prior to Powerhouse, Emily served as the Senior Director in the Obama White House where she managed energy and climate initiatives.

Emily has also served as Special Advisor at the Advanced Research Projects Agency for Energy (ARPA-E) and in policy roles to U.S. Secretary of Energy, Ernest Moniz, at the U.S. Department of Energy and in the U.S. House of Representatives for Congresswoman Gabrielle Giffords.

FRIDAY, MARCH 31



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.

11:00 AM - 12:00 PM Seminar 4 Marketing & Branding: Uncensored Advice from a "Celebrity"

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 & Public Affairs at Xylem, and has been with the company about three and a half years. His previous paychecks have come from the high-tech, mining, consulting and philanthropy sectors, in which he has held a range of marketing, branding, communications and public affairs roles. Along the way, Houston has taught communications 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. Ask about his dogs only if you really, really, really want to hear about them. They all live in southern Maryland, as of about five minutes ago.

12:00 - 12:15 PM The Daily Wrap: Final Reflections Led by Xylem Innovation Labs

12:15 - 1:30 PM Lunch

2023 COHORT

8Power Ltd.

Cambridge, United Kingdom
8power.com



Company Solution

8power has the next generation of condition-based monitoring (CBM) for water industry assets to prevent failure. The solution uses ultra-low power wireless sensors and advanced AI algorithms to remotely monitor pumps, motors, wastewater treatment assets etc and alerts when problems are detected. Automated insights and diagnosis give asset owners time to track issues, assess risks and decide the optimum time to organise maintenance, a repair or replacement BEFORE failure.

8power has solved many of shortcomings of current CBM systems by having true 10-year life wireless sensors that deliver full, high-resolution data every hour, robust communications for hard-to-reach locations and easy to read dashboards with guided problem diagnostics. This approach lowers the cost of deployment, improves plant reliability and expands the audience for CBM.

By preventing asset failure, operators, managers and plant owners can reduce costs and understand their operational risks to help stay compliant with regulatory and environmental commitments.

Why did you join the Xylem Accelerator Program?

We have built our business bottom-up, so we are keen to see the top-down perspective from Xylem and learn what we can do to deliver more robust and efficient water services.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We are excited about the opportunity to engage like minded professionals who really understand the multi-faceted challenges of delivering water at scale.



Glen Clark
CEO



Paul Egan
VP, Sales

2023 COHORT

Aquamonitrix Ltd.

Tullow, County Carlow, Ireland

aquamonitrix.com



Company Solution

We manufacture and supply analysers for the detection of Nitrate and Nitrite in water, along with ancillary equipment to support the product. Our analyser has a number of novel features, and offers the nitrate and nitrite measurements in distinct detection using our patented technology. This offers the water professional a dataset previously unavailable, and will facilitate the push to more focused real time control in reducing greenhouse gases (GHGs) and energy consumption in aeration basins in the wastewater industry as well as other high impact use cases in the clean, environmental water sectors and Aquaculture Industry.



Why did you join the Xylem Accelerator Program?

The strategic innovation focus of Xylem is clearly aligned with our product, and Xylem has the technical expertise, global market reach, and the respected brand recognition to accelerate our product into a space where we can effect real change in water processing as the industry strives towards sustainability.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We are excited about the opportunity to learn how a globally-recognized brand like Xylem operates and get first hand coaching from a world class team innovating on the important topics, such as sustainability. It is not an opportunity many get, but one which Aquamonitrix is thrilled to be part of as we continue our journey to make Aquamonitrix a global brand.



Mark Bowkett
CEO



Colm Lynch
COO

2023 COHORT

Cobalt Water Global

New York City, New York, USA
cobaltwater-global.com



Company Solution

The N2ORisk DSS is the first AI/ML platform to account for, reduce, and monitor wastewater N2O process emissions. It is the all-in-one N2O solution, which uses AI and machine learning to help water utilities and industries gain a realistic picture of what their N2O emissions really are before they start measuring, prioritize sites for physically measuring and reducing N2O based on which have the biggest opportunities, help identify control actions they can take to reduce these emissions, and to help them monitor and continuously minimize their emissions after they have measured and reduced them.



Why did you join the Xylem Accelerator Program?

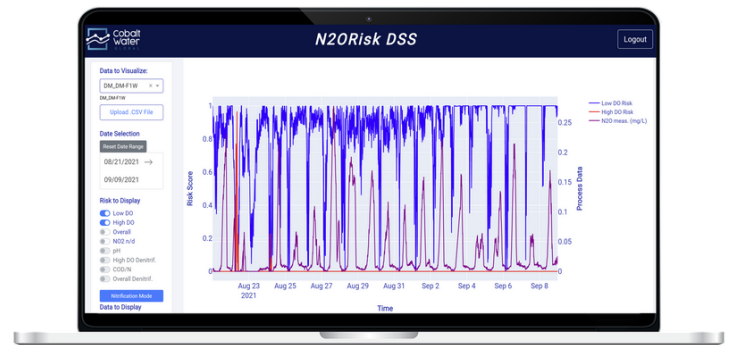
We complement each other very well. We have the N2O expertise and insights, while Xylem has the hardware, sales force, and customers.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

I am excited to be at the symposium because it will be an opportunity to connect and network with others who are interested in working with us to solve N2O for the water industry and multiply and accelerate our impact.



Jose Porro
CEO



2023 COHORT

Dakota Energy Systems

Peoria, Arizona, USA

dakotaenergysystems.com



DAKOTA
ENERGY
SYSTEMS

Company Solution

The HEPS, Micro-Hydro Electric Power System by Dakota Energy is designed to efficiently generate clean, renewable energy while managing flow and pressure differential in new or existing infrastructure.

HEPS offers 24/7/365 system monitoring while turning the wasted energy in water systems into electricity that can be utilized to power on-site infrastructure, integrate with a battery storage system or net meter back to the grid. By utilizing the HEPS throughout water utilities and buildings, it will not only reduce energy costs, but also deliver reliable, distributed energy and help reach sustainability goals. Let's Solve Energy with Water!



Why did you join the Xylem Accelerator Program?

Xylem products are the foundation of our hydroelectric power generation system and believe our technology can quickly and efficiently add alternative energy generation to Xylem's "Breakthrough Technology" under the goal of adding Carbon Reducing Technology and unlocking additional growth opportunities.



Why are you excited to be at the 2023 Xylem Accelerator Symposium?

Our team feels that face-to-face interaction and personal relationship building not only accelerates the learning process but enhances it so that both parties get the most out of the connection.



Tanya Olson
CEO



David Hertzberg
President

2023 COHORT

Daupler, Inc.

Overland Park, Kansas, USA

daupler.com



Company Solution

Daupler RMS, our response management system, uses multi-modal AI to quickly determine the severity of water and wastewater infrastructure issues based on inputs from customers, call takers, and various other sources. With Daupler RMS, utilities have an end-to-end solution that streamlines and simplifies the response process, while eliminating manual steps and gathering accurate response data.

By automating the response process, Daupler RMS empowers utilities to do more with fewer staff, eliminating errors and delays, reducing response times, and improving customer satisfaction. Our clients have reported an average reduction of 50% in response times, with up to an 80% reduction in response costs. With Daupler RMS, utilities can effectively respond to critical incidents in real-time, saving time, resources, and money, while keeping their communities safe and satisfied.



Why did you join the Xylem Accelerator Program?

We are excited about the knowledge we can gain from Xylem given their leadership in the water industry and focus on making communities more resilient, as well as the potential scale a partnership could bring should one develop.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We look forward to the opportunity to meet Xylem leaders and others in our cohort face-to-face to learn, generate new ideas, and build new relationships.



John Bertrand
CEO



Chad Feather
VP, Client Success

2023 COHORT



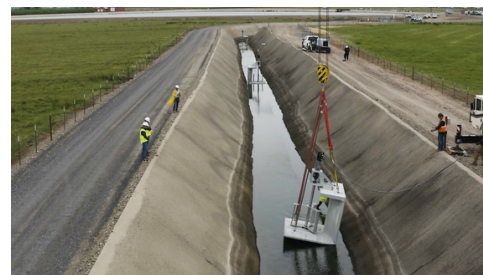
Emrgy

Atlanta, Georgia, USA

emrgy.com

Company Solution

Emrgy is a woman-led climate tech company designing and deploying scalable turbine solutions for the in-canal hydroelectric market. Emrgy's 5-20 kW, modular hydropower turbines integrate flexibly into megawatt scale arrays within existing canals to deliver low-cost renewable power generation. Focusing squarely within the water-energy nexus, Emrgy's turbine systems integrate seamlessly into surface water conveyance infrastructure that spans hundreds of thousands of miles around the globe, offsetting the cost and carbon footprint of pumping, treating, and transporting water.



Using innovative hardware and software technology, Emrgy's SUV-sized hydropower turbines are simply placed into existing water infrastructure. Based on the water depth and velocity, each turbine generates up to 250 megawatt-hours per year, or the equivalent of 250-500 solar panels apiece. Unlike other small hydropower solutions that attempt to scale centralized hydropower down, Emrgy's technology is velocity-based, requires no construction, and aggregates power in a distributed approach along a waterway as it flows downhill.

Why did you join the Xylem Accelerator Program?

Recognizing a kindred spirit in each other's devotion to water technology: always optimizing the best use of such a valuable resource.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

It's a thrill to assemble an ecosystem of leading global water technologies big and small addressing the solutions that move, treat, monitor, and energize water.



Emily Morris
Founder/CEO



Tom Cuthbert
CTO

2023 COHORT

Gross-Wen Technologies

Ames, Iowa, USA

algae.com



Company Solution

Gross-Wen Technologies is a leading provider of sustainable wastewater treatment solutions. Our patented Revolving Algal Biofilm system is designed to recover nitrogen and phosphorus from wastewater using algae, providing an efficient and cost-effective method for cities and industries seeking to meet their sustainability goals.

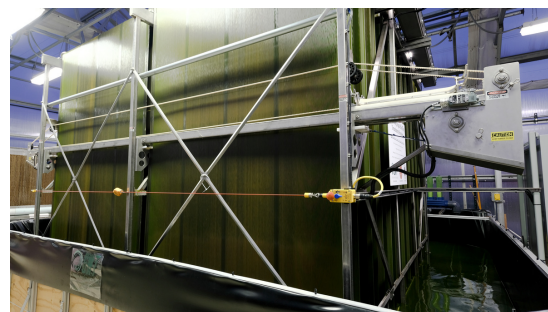
By leveraging our innovative technology, clients can implement a system that not only offers significant cost savings but also promotes environmental stewardship. Our system has been proven to provide reliable and scalable wastewater treatment solutions that enhance the overall environmental performance of any operation.

Why did you join the Xylem Accelerator Program?

We are excited to bring together our innovative technology with Xylem's successful sales channels.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We are excited to network with key decision-makers at Xylem.



Max Gangestad
CEO



Phil Gates
Director of Business
Development

2023 COHORT

Indra Water

Mumbai, India
indrawater.com

Company Solution

Indra's decentralized electrical solution is modular, treats complex pollutants in industrial, domestic, and commercial wastewater, and recovers up to 99% of the water for point-of-source reuse. Our solution saves 90% footprint, 30% cost, and generates 70% less sludge.

Why did you join the Xylem Accelerator Program?

Our decentralized primary treatment module complements Xylem's solution portfolio in the decentralized space.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We are excited to meet Xylem's team, other cohort members and symposium attendees to explore new deployment opportunities.



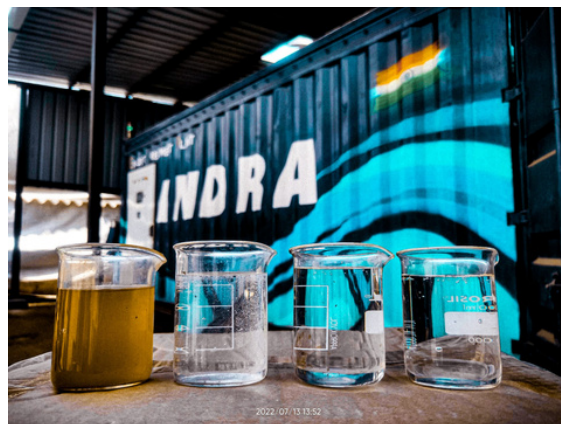
Amrit Om Nayak
Co-founder & CEO



Krunal Patel
Co-founder & COO

INDRA

EVERYTHING WATER.



2023 COHORT

Moleaer

Hawthorne, California, USA

moleaer.com

MOLEAER®

ADVANCING NANOBUBBLE TECHNOLOGY

Company Solution

Moleaer is the global leader in understanding nanobubble properties that impact the food/energy/water nexus, and how to apply nanobubbles to reduce the carbon footprint of treating water while increasing that water's quality, with in-house production to manufacture the only industrial-scaled systems available.



Why did you join the Xylem Accelerator Program?

Nanobubbles can directly impact and improve the carbon footprint and treatability of various Xylem brands that are well-established, supported, and already adopted in the water space.



Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We are excited to be able to explore with Xylem's larger team the value nanobubbles can provide Xylem and your customers.



Nick Dyner
CEO



Jason VerHoef
Senior Commercial
Manager

2023 COHORT

Sentry

Charlottetown, Prince Edward Island, Canada
sentrywatertech.com



Company Solution

SENTRY™ has developed a breakthrough wastewater monitoring platform that can measure wastewater quality reliably at influent locations in real time. This SENTRY™ platform is deployed at over 150 wastewater treatment facilities globally. SENTRY™ information helps operators reduce electrical costs at plants by up to 30% and support renewable biogas facilities by helping them to increase biogas production by over 30%. SENTRY information allows plant operators to make the best treatment decisions, resulting in reduced energy, based on a real-time understanding of the wastewater quality entering the facility.



Why did you join the Xylem Accelerator Program?

We are excited to partner with Xylem to leverage our sensor data into reducing the GHG footprint of wastewater treatment facilities globally.

Why are you excited to be at the 2023 Xylem Accelerator Symposium?

We are excited about the opportunity to understand the impact the SENTRY team can have by partnering with a global water technology leader.

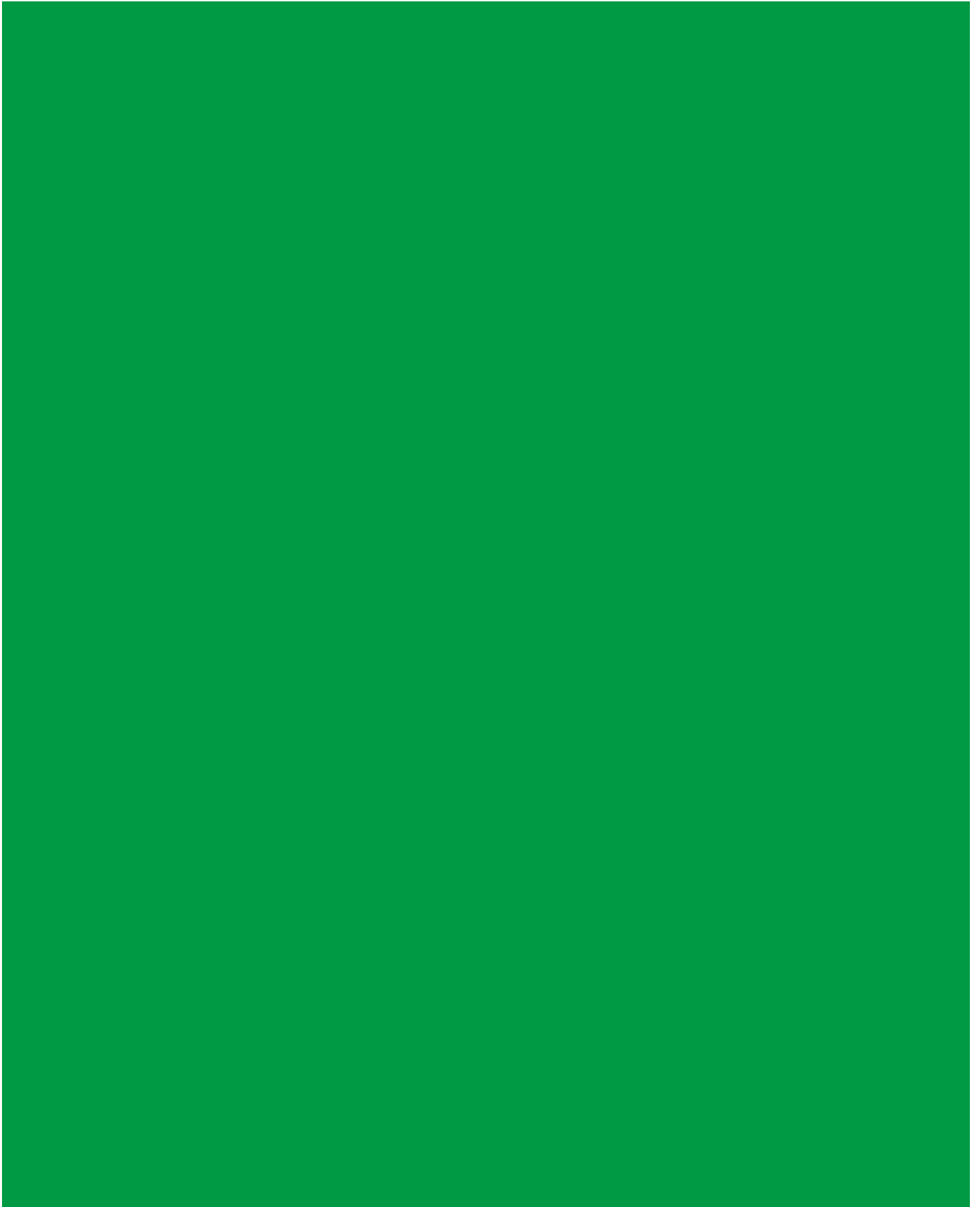


Patrick Kiely
CEO



Jack Ambler
CTO

[Tear out this page for Panel 2]



[Tear out this page for Panel 2]



Xylem Innovation Labs is Xylem's global innovation 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, and research and consulting firms, and customers.

Launched in 2022, the Xylem Commercial Accelerator program was created for later-stage startups and technology companies to explore commercial partnership with Xylem. Accelerator participants go through a "Corporate Crash Course" and conduct a commercial pilot, emerging equipped and ready to scale their solutions with Xylem.

CONTACT XYLEM INNOVATION LABS

Gabby Pinto, Program Coordinator

Gabriela.Pinto@xylem.com

Oliver Puckering, Accelerator Lead

Oliver.Puckering@xylem.com

SCAN TO LEARN MORE:



