

# This presentation premiered at WaterSmart Innovations

[watersmartinnovations.com](http://watersmartinnovations.com)



# Save Water Make Money

Metropolitan Water District  
Innovation and Technology Program

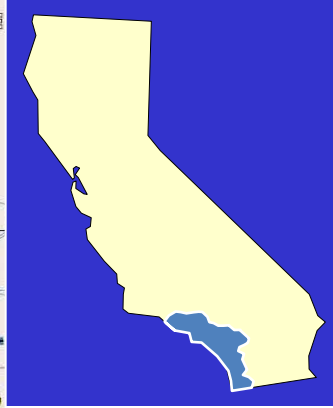
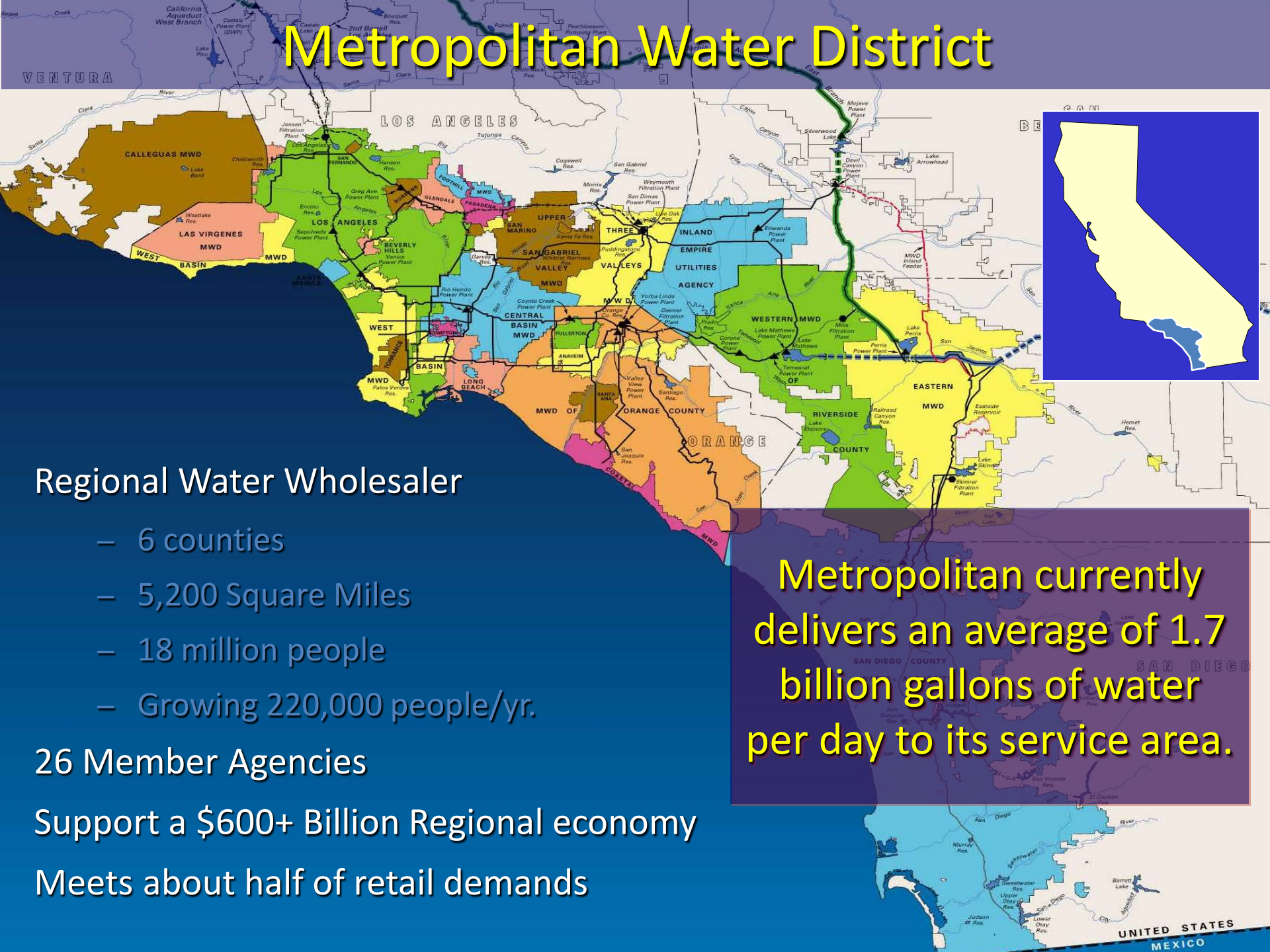


Water Smart Innovation Conference  
October 2, 2013

# An Overview of Metropolitan Water District



# Metropolitan Water District



## Regional Water Wholesaler

- 6 counties
- 5,200 Square Miles
- 18 million people
- Growing 220,000 people/yr.

26 Member Agencies

Support a \$600+ Billion Regional economy

Meets about half of retail demands

Metropolitan currently delivers an average of 1.7 billion gallons of water per day to its service area.

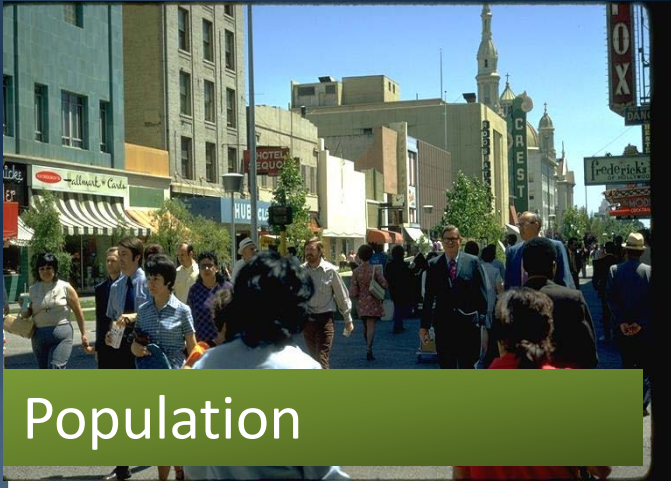


# Southern California's Water Portfolio

- 25% Colorado River supplies
- 30% State Water Project supplies from Bay/Delta
- 45% local supplies
  - Los Angeles Aqueduct
  - Groundwater recovery
  - Recycling
  - Desalination
  - Conservation



# Managing Future Challenges



# Business Outreach Program



# Program Goals

## Small Business Enterprise

- Local reinvestment by supporting more broad contracting opportunities with Small and Regional Business Enterprises
- Expand MWD's bidders pool to get the best price and quality
- Provide resource for MWD mission and operations: Reliability, infrastructure, water quality



# Program Features

- Incentives for Regional and Small Businesses
- Project Unbundling
- Database Reflective of the Region
  - Approximately 8,000 small businesses
- Vendor Education to increase competitiveness
- Facilitate alliances for the development of new technologies

# What is a small business?

SBA guidelines based upon industry

- Annual Gross Sales Receipts averaged over three years:
  - Computer Systems Services - \$25 m
  - Engineering Services - \$14 m
  - Construction - \$33.5 m
- Number of Employees
  - Wholesale/Retail - 500 employees

# Benefits of a Small Business Program

- Increased competition
- Access to new concepts and technologies
- Economic development
  - Job creator
  - Recycling dollars back to rate payers
- Cost savings

*Metropolitan's Program has provided for a reinvestment of greater than \$1 billion in more than 3,000 Southern California small businesses.*

“Investment needs for buried drinking water infrastructure total more than \$1 trillion nationwide over the next 25 years”

American Water Works Association  
April 2012



INNOVATION &  
TECHNOLOGY  
PROGRAM

# Public Agency Role in Innovation

- Provide grants to small companies and researchers to stimulate technological innovation
  - Small Business Innovation Research (SBIR)
    - Military and Agricultural Drones
  - Innovative Conservation Program (ICP)
    - Water Efficiency Devices and Technologies
- Enable small and large businesses to co-innovate together
- Provide a communication platform to connect people and ideas with capital & resources

# What Drives development of Water Technology?

- Increasing Regulation
- Failing Infrastructure
- Focus on Recycling and Reuse
- Increased Interdependence Between Water and Energy
- Impact of Global Climate Change

**Maxwell, S., “2012 Water Market Review “-A Concise Review of Challenges and Opportunities in the World Water Market, 2012**

# Innovation & Technology Program Objectives

- Facilitate the discovery of technologies to support regional mission of water supply reliability, water quality, and infrastructure reliability
- Support the pursuit of innovation that will advance water use efficiency and conservation
- Link investments to energy and water: Private equity, angel investment, growth capital, crowdfunding



# Program Services



# Program Components

- Innovative Conservation Program (ICP)
- Technology Clearinghouse
  - Third Party independent review
  - Business Plan Accelerators
  - MWD Engineering Staff
- Technology Approval Group (TAG) Forum
- H2O TechConnect Smart Network

# Program Components

## Technology Approval Group (TAG) Forum

- Participants
  - San Diego County Water Authority
  - Irvine Ranch Water District
  - East Bay MUD
  - Denver Water
  - Central Arizona Project
  - LADWP
- Technologies in Pilot Programs
  - Biofouling zebra and quagga mussels
  - UV Technology
  - Earthquake resistant pipes
  - Leak Burst Detection and Reduction

# Program Components

## Smart Network



REGISTER  
NOW!

### 5 REASONS TO JOIN:

1. **CONNECT** people and ideas with resources and capital
2. **FIND** solutions to world water challenges and global problems through collaboration
3. **SHARE** your knowledge and expertise and learn about news and events
4. **PARTNER** to form public-private groups to share research and resources
5. **DISCOVER** a global community of people interested in developing emerging technologies to create a better world

[h2otechconnect.intronetworks.com](http://h2otechconnect.intronetworks.com)

Hosted by The Metropolitan Water District of Southern California

Communication platform to connect people and ideas with capital & resources



# Program Components

## Smart Network

The screenshot displays the H2O TechConnect Smart Network interface. At the top, it shows 'Showing 233 out of 190 Total Users. Searching For: All Users' and a 'Copy Link to Search' option. The main area is a circular network map divided into four quadrants: 'Experience' (top-left, blue), 'I need help with' (top-right, green), 'Technology Focus' (bottom-left, orange), and 'I can help with' (bottom-right, purple). The map is populated with numerous colored pins representing users. A profile card for 'Wiggs Mendoza', Program Manager at MWD, is highlighted in the center. The left sidebar contains navigation options: 'Dashboard', 'View Connections', 'Message Center / Contacts', 'Groups', 'Calendar', 'Forums', 'Resources', and 'Manage'. Below this is an 'Investor' section with a photo and text: 'As a member of H2O TechConnect, I can provide seed capital, invest in visionaries, & provide priority access to information on innovations and projects needing investment.' The right sidebar includes a 'Zoom' control and a 'Legend' for user categories: Groups, Innovator, Investor, Public Agency, Service Provider, Consulate, Non-Profit, University, Incubator, Economic Develop..., and Entrepreneurs. The top right corner has links for 'Edit Profile', 'Edit Settings', and 'Sign Out'.

See the Smart Network in a single glance

# Program Components

## Smart Network

The screenshot displays the H2O TechConnect Smart Network interface. On the left is a navigation sidebar with the following sections:

- H<sub>2</sub>O TECHCONNECT** logo and search bar: "Enter Person's Name, Keyword or Title" with a search icon, "Reset Search", and "Advanced Search" buttons.
- Dashboard** section with links for "View Connections" and "Message Center / Contacts".
- Groups** section with a "Search Groups" bar and a table:

Group Category	#
My Groups	15
My Invitations	0
All Groups	44
Achievement Rewards for C	1
Agriculture Innovation	1
American Water Works Assc	0

Below the table are buttons for "Creat...", "Edit...", "Delet...", and "Create".

- Calendar**
- Forums**
- Resources**
- Manage**

At the bottom of the sidebar is a banner for "Incubator".

The main content area is titled "My Groups" and includes an "Order By" dropdown menu set to "Name". It lists several groups:

- Bay Delta Discussion Community Group**: Join this group if you want to learn about Sacramento ... Public Group Size: 5. Links: View Connections, Resources, Forums, Calendar.
- BlueTech Valley Resource Group**: BlueTechValley offers incubator services, lab and testi... Public Group Size: 8. Links: View Connections, Resources, Forums, Calendar.
- Bureau of Reclamation Technology Tr...**: The Tech Transfer Program helps ensure that Reclama... Public Group Size: 8. Links: View Connections, Resources, Forums, Calendar.
- Desert Research Institute Resource G...**: DRI conducts cutting-edge applied research in air, lan... Public Group Size: 7. Links: View Connections, Resources, Forums, Calendar.
- Entrepreneurship Community Group**: Join this group to meet mentors, consultants and othe... Public Group Size: 23. Links: View Connections, Resources, Forums, Calendar.
- Green Coalition Community Group**: Bringing a vision of sustainability to our community Public Group Size: 5. Links: View Connections, Resources, Forums, Calendar.
- H2O Tech Connect Grant Workshop**: Grant Workshop for Innovators on July 26th at Metrop... Public Group Size: 58. Links: View Connections, Resources, Forums, Calendar.

At the bottom of the main area, there is a search icon and the text "Isle Inc."

Create connections to others that are working in multi areas related to water and water technological innovations

# H<sub>2</sub>O TECHCONNECT

ACCELERATING CONNECTIONS IN TECHNOLOGY

*As an Innovator,  
I can offer my talents  
and creativity*

*As an Investor,  
I can provide  
seed capital*

*As a University,  
I can provide  
laboratory  
and research*

*As a Public Agency,  
I can facilitate  
pilot programs*

*As a Service Provider,  
I can help with Tech  
Transfer Programs*

[H2OTechConnect.IntroNetworks.com](http://H2OTechConnect.IntroNetworks.com)  
Hosted by The Metropolitan Water District of Southern California

# DIVE IN!

# Questions

Business Outreach Hotline

(213) 217-7444