

WATERVENT



13th Edition - 6th US Edition

Philadelphia
May 3rd, 2018

BakerHostetler Philadelphia
2929 Arch Street
Cira Centre, 12th Floor
Philadelphia, PA 19104-2891

BakerHostetler

**BOENNING &
SCATTERGOOD**

 **WATEC Israel 2017**
September 12-14, 2017 Water Technology and Environment Control
Exhibition & Conference

**MEIDLINGER
PARTNERS**

 **KRONES**



 **MAZARS**




WIPO | GREEN
The Sustainable
Technology Marketplace


WeiserMazars



ACCOUNTING | TAX | ADVISORY

WeiserMazars is a proud sponsor of **WaterVent Philadelphia 2016.**

WeiserMazars creates conditions that are exactly right. We deliver the technical skill, hands-on service and global resources that enable your company to succeed in any business environment. Our expertise helps you spot opportunities before your competitors do, giving you a strategic advantage.

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WeiserMazars
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WeiserMazars LLP is an independent member firm of Mazars Group.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company:

Meidlinger Partners, LLC

Participant:

Karen Meidlinger

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Meidlinger Partners, LLC

Karen Meidlinger

MEIDLINGER
PARTNERS

Meidlinger Partners invests in, grows and develops water technology, product and service companies that have scalable solutions to address the world's water problems. Many of these problems are associated with cleaning water and wastewater in an energy efficient manner in and treating water and wastewater in order to meet governmental standards. We invest in companies with water technologies, products and services that serve the needs of government and privately owned water and wastewater utilities as well as industrial clients (such as companies that produce metals, wood, paper, chemicals, gasoline, oils, and power).

Reason: We are interested in meeting watertech innovators.

View: Sustainability now appears to have moved from a fringe to a mainstream concern.

Jeffrey H. Rosedale Ph.D.

Partner

Philadelphia

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Services

- Biotechnology, Chemical, and Pharmaceutical
- Emerging Company
- Electrical, Mechanical, and Computer Science Prosecution

Industries

- Life Sciences
- Software

Prior Positions

- Woodcock Washburn LLP
 - Nanotechnology Practice Group: Chair
 - Cleantechology Practice Group: Chair
- Rohm and Haas Company (1993 to 2002)
 - Patent Counsel
 - Patent Agent
 - Research Patent Liaison
 - Corporate Exploratory Research Scientist in Advanced Materials
- University of Minnesota: Research and Teaching Assistant (1989 to 1993)
- AT&T Bell Laboratories: Member of the Technical Staff (1986 to 1989)

Admissions

- U.S. District Court, Eastern District of Pennsylvania
- U.S. Patent and Trademark Office, Registration No. 46,018
- Pennsylvania

Education

- J.D., Temple University Beasley School of Law, 2001
- Certificate in Business Management, University of Pennsylvania, Wharton School of Business, 1996
- Ph.D., Chemical Engineering,

Jeff Rosedale works with clients on the cutting edge of science and technology. He is a registered U.S. patent lawyer, a Ph.D. holder in chemical engineering, an inventor, a frequent lecturer on intellectual property (IP), a frequently cited author for more than 15 peer-reviewed technical publications, and a business professional. Jeff helps clients, including many startup and early-stage companies, in fields such as biotechnology, pharmaceuticals, medical devices, nanotechnology, advanced materials, 3D printing, electronics, artificial intelligence and computer science to develop and protect their IP. Venture capital and private equity firms call upon Jeff for critical evaluations of the IP portfolios of their target investments. His extensive technical background enables him to work well with clients who seek his creativity in developing IP strategies, patent portfolios and licensing strategies. Jeff's clients also look to him for drafting IP-critical agreements such as licenses, joint-development agreements and joint-venture agreements. Through his many outreach activities with students, scientists, engineers and business professionals at the local and national levels, Jeff maintains a strong network throughout the innovation infrastructure of the United States.

Experience

- Counseled an emerging biotechnology company in the area of orphan drug biologics on all IP matters. Established the IP strategy, developed the IP portfolio, handled all IP-related agreements (NDA, JRA, licensing) with joint development partners, developed freedom-to-operate (FTO) strategies and opinions, and represented the company during multiple licensing and acquisition opportunities, culminating in the sale of the company in excess of \$100 million.
- Was hired by a prominent Silicon Valley venture capital firm to handle the IP development and patenting strategies for an early-stage company that was developing a variety of nanocomposite materials. Developed licensing strategies for the resulting IP portfolio arising from a university research program. Worked with the university technology transfer office to establish an invention disclosure review and patent drafting process.
- Worked extensively with university researchers to develop a pioneering patent in the field of bionanotechnology for genomic-length DNA management and analysis that was cited in MIT Technology Review as "one of the top ten technologies to impact your life." Developed the IP strategy and patent portfolio for the early-stage company/licensee of this bionanotechnology. Represented the company and handled the IP due-diligence activities of the company through three rounds of financing

- University of Minnesota, 1993
 - M.E., Chemical Engineering, Stevens Institute of Technology, 1988
 - B.S.E., Chemical Engineering, Princeton University, 1986, *cum laude*
- (Angel, Series A, Series B).
- Served as the IP strategist and patent portfolio developer for a number of emerging clean technology companies developing a variety of electronic components and control systems for generating, monitoring, managing and controlling renewable electric power in wind, solar, fuel cell, battery storage and electric vehicle applications.
 - Served as the IP strategist for a company developing bleeding edge high-speed electro-optic modulators for use in fiber-optic networks. Analyzed an extensive patent portfolio and established that the company owned a number of pioneering patents covering its market. Developed licensing strategies. Counseled senior management and the board of directors during the sale of the company to a leading multinational internet equipment company. Increased the company's valuation by nearly \$70 million through a formalized IP analysis and licensing strategy.
 - Served as IP counsel to a company developing lightweight composite components for use in the transportation industry.
 - Advised several state-based venture capital funds regarding the IP portfolios of various emerging stage companies in nanomaterials and medical devices.
 - Represented a Silicon Valley venture capital firm during its investment in a "green" wastewater treatment company. Analyzed the target company's IP portfolio and related IP ownership issues.
 - Served as IP counsel for an emerging-stage women's healthcare company. Developed an IP strategy and patent portfolio with the company's founder, a prominent obstetrician/gynecologist. Counseled the company through several licensing and joint development opportunities.
 - Served as the temporary in-house patent counsel for the ophthalmic device division of a multinational healthcare company.

Recognition

- Pennsylvania Super Lawyers "Rising Star" (2008, 2011)
 - "Top Young Patent Lawyer in Pennsylvania" (2008)
- *Managing Intellectual Property* "IP Star" in Pennsylvania (2013)
- Ben Franklin Technology Partners of Southeastern Pennsylvania: Recognition for Distinction of Service to the Nanotechnology Commercialization Review Committee (2008)
- Wharton Business Plan Competition
 - Mentored Grand Prize Winners (2006 and 2008)
 - Mentored Second Place "People's Choice Award" Winner (2008)

Memberships

- New Jersey Technology Council: Board of Directors (2008 to present)
- NanoBusiness Alliance: Board Member (2010 to present)
- Intellectual Property Owners Association (IPO): Emerging Technologies Committee Member (2013 to present)
- Benjamin Franklin Inn of Court in the Eastern District of Pennsylvania: Past President

- American Intellectual Property Law Association (AIPLA)
- Philadelphia Intellectual Property Law Association (PIPLA)

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Comcast

Participant:

Suresh Madhavan

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Comcast

Suresh Madhavan

Suresh leads ecosystem development for Comcast's machineQ initiative, with a focus on business development and partnerships with early stage businesses. machineQ is a new Comcast service that leverages the latest in sensor, network, and software technologies to gather, transmit, and create actionable intelligence from the physical world. Suresh joined Comcast's Strategic Development team from Verizon Ventures where he led investments in the IOT and AI domains. He has extensive experience with strategic development in telecommunications industry and partnership development with early stage, start up businesses. Suresh started his career in investment banking focus with a focus on technology ventures. Suresh holds a Bachelor's Degree in Business and Law from University of Technology, Sydney and an MBA from Northwestern University.



Will Sarni
Founder and Principal
Water Foundry, LLC
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Will has been providing consulting services to private and public-sector enterprises for his entire career, with a focus on developing and implementing corporate-wide sustainability and water strategies. He has worked with companies across a range of industry sectors in evaluating the technical viability and market potential of innovative water technologies, market entry strategies and supporting M&A programs.

An internationally recognized thought leader on water strategies, Sarni is a columnist on sustainability and water strategies for GreenBiz and OOSKA News and has authored numerous articles and presented on: the value of water, water technology innovation, agriculture and the Internet of Things, and the energy-water-food nexus.

He is the author of: “*Corporate Water Strategies*” (Earthscan 2011, and in Chinese by Shanghai Jiao Tong University Press 2013); “*Water Tech – A Guide to Investment, Innovation and Business Opportunities in the Water Sector*” (Sarni, W. and Pechet, T., Routledge 2013); and “*Beyond the Energy – Water – Food Nexus: New Strategies for 21st Century Growth*” (Dō Sustainability 2015). He is currently working on the forthcoming books, “*Water Stewardship and Business Value: Tapping the Full Value of Water Stewardship*” (Sarni, W., Orr, S. and Grant, D., Earthscan 2017) and “*Public Policy Innovation at the Energy, Water, Food Nexus: 21st Century Solutions to 19th Century Public Policy and 20th Century Infrastructure*” (Sarni, W. and Koch, G., Greenleaf Publishing 2017).

Sarni is a Board Member of The Water Footprint Network and 10.10.10.org and Founder of WetDATA.org. He was a 2016 X-PRIZE Bold Visioneer for the Safe Drinking Water Team and is on the: Scientific Program Committee for Stockholm World Water Week; Executive Council of NOAA’s National Integrated Drought Information System (NIDIS); Editorial Board of the *Journal of Water Security*; Water Working Group for the Business and Industry Advisory Committee (BIAC) to the OECD; and a Technical Advisor for the Climate Bonds Initiative: Nature-Based Solutions for Climate and Water Resilience.

WaterVent Profiles

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BakerHostetler Philadelphia, 2929 Arch Street
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Company: Water Foundry

Participant: William Sarni

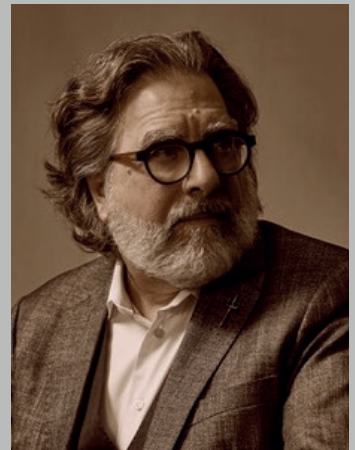
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Water Foundry

William Sarni



Water Foundry (www.waterfoundry.com) is a trusted advisor to global public and private sector enterprises, non-governmental organizations and technology providers in solving water related challenges. The firm provides services in water strategy development, the evaluation of innovative technologies and data analytics. We consist of a team of global water strategy practitioners with backgrounds in consulting, the private sector, technology hubs/accelerators and technology solution providers. We provide dedicated and experienced staff tailored to meet the specific needs of our clients.

The firm has extensive experience in working with clients in Asia, Europe, North America and Latin America. Our experience includes developing initial water strategy programs to moving clients to more advanced strategies aligned with business growth and validating program performance. The team is also experienced in working with; early stage and commercial scale water technology companies, prize competitions, water technology hubs/accelerators and entrepreneurial platforms. We have access to a global network of water technology, hubs/accelerators and technology providers.

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BakerHostetler Philadelphia, 2929 Arch Street
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Company: Cultivian Sandbox

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Cultivian Sandbox

Andy Ziolkowski



The food and agriculture sector is undergoing unprecedented change, driven by demographics, globalization, sustainability pressures, new energy sources and concerns about food safety and security.

To feed the world we need to increase food production, reduce inputs and increase sustainability. These challenges demand investments in new and emerging technologies.

Cultivian Sandbox Ventures was created to address this need by investing in innovative food and agriculture technology companies who are commercializing the necessary solutions and actively collaborating with strategic partners.

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Philadelphia | May 3rd 2018

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Company:

Via Marina

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Via Marina Felix Bogliolo



Transportation of water in large quantities and over long distances by underwater pipeline; fresh water taken at the mouth of a river or from outfall of large coastal cities wastewater treatment plants; main beneficiary agriculture; directed towards socioeconomic development and fighting emigration by increasing irrigation; ensuring food security

Impact Business Opportunity for the MENA Region



SKY H₂O

Making Water from Air

World-class, Industrial-grade

Atmospheric Water Generation (AWG)



Alexander von Welczeck

President & CEO

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Company: The Dow Chemical Company

Participant: Marlin Kinzey

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The Dow Chemical Company

Marlin Kinzey



Dow combines the power of science and technology to passionately innovate what is essential to human progress. The Company is driving innovations that extract value from material, polymer, chemical and biological science to help address many of the world's most challenging problems, such as the need for fresh food, safer and more sustainable transportation, clean water, energy efficiency, more durable infrastructure, and increasing agricultural productivity.

Dow's integrated, market-driven portfolio delivers a broad range of technology-based products and solutions in high-growth sectors such as packaging, infrastructure, transportation, consumer care, electronics, and agriculture.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company: Fluence Corporation

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Fluence Corporation

Henry Charrabe



Fluence Corporation's vision is to become the leading global provider of fast-to-deploy, decentralized and packaged water, wastewater, and reuse treatment solutions. With a team of 300 highly trained water professionals and experience operating in 70 countries around the world, Fluence provides local, sustainable treatment solutions while empowering businesses and communities to make the most of their water resources.

Fluence offers an integrated range of services across the complete water cycle, from early-stage evaluation, through design and delivery, to ongoing support and optimization of water-related assets. With core operations already in place in North America, South America, the Middle East and Europe, one of Fluence's main goals is expansion into the vast Chinese market for rural wastewater treatment.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Suez Water Technologies & Solutions

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Suez Water Technologies & Solutions Emrah Ercan



SUEZ offers the most comprehensive set of chemical and equipment solutions and services available. By 2050, global trends predict the global population to grow by 3B and global water demand to increase by 55%. Technology innovation and expertise are crucial to helping the world overcome these challenges. SUEZ's Water Technologies & Solutions has the expertise to solve our customers' toughest water and process challenges wherever they occur.

We provide our customers with technology, expertise, and predictive analytics to enhance their water, wastewater, and process productivity in areas such as:

- Industrial wastewater
- Process chemicals
- Municipal solutions
- Zero liquid discharge
- Desalination technology
- Monitoring & control

Our global footprint and scale allow us to provide the right solutions for every challenge. We have more than 50,000 customers and 10,000 employees around the world.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Grundfos USA

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Grundfos USA

Rob Montenegro



Grundfos provides a complete range of optimized solutions for the US Municipal & Water Utility areas. From raw water intake to water distribution, flood control and wastewater treatment, Grundfos has a robust product and service offering for almost any application within the water cycle.

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Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:	The Water Center at the University of Pennsylvania
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The Water Center at the University of Pennsylvania

Howard Neukrug



THE WATER CENTER
AT PENN

Engaging the University community with regional decision makers, national thought leaders and global water practitioners for the purpose of developing integrated and innovative urban water strategies that address public health, infrastructure, and the socioeconomic, environmental and technology challenges of long-term water sustainability and resilience.

Reason: my jpegs for picture and logo are larger than the uploads can handle. Will have to send separately.

View: Moving ideas from innovation to implementation is key if the global water industry is successfully manage the world's water challenges. As the former CEO/ Commissioner of Philadelphia Water, the Director and Founder of the new Water Center at Penn, and as the senior advisor of the Global Water Leaders Group, bringing new technologies to market is the only way we can make our water utilities and their host cities sustainable and resilient for the 21st century.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Isle Utilities

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Isle Utilities

Cristina Ahmadpour



Isle is a specialist technical consultancy focused on the water sector with a global team of 70+ professionals located in the United States, Australia, Singapore, Abu Dhabi, Netherlands, Germany, Italy, and the United Kingdom. Isle helps water utilities/municipalities identify, screen and adopt emerging and novel technologies. Isle has reviewed over 4,500 technical solutions and supports over 200 utilities around the world in their technology adoption and innovation program efforts.

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Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company: U.S. Environmental Protection Agency

Participant: Jeffrey Lape

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U.S. Environmental Protection Agency

Jeffrey Lape

U.S. Environmental Protection Agency's mission is to protect public health and the environment.

Reason: EPA believes that new water technologies and innovation can accelerate our collective efforts to protect water resources and improve our Nation's water infrastructure. The WaterVent Forum is an opportunity to view water technologies and innovations on the horizon.

View: New water technologies and approaches are demonstrating an entirely new view of how we assess and manage water. Opportunities to harvest energy, nutrients and other products from wastewater are just examples of this new paradigm.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Current

Participant:

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Current Steve Frenkel

Current

General Contacts: Innovators, investors, end-users

Sourcing: Groundwater, Surface water

Distribution: Demand-driven distribution, Distributed networks

Use Consumption: Grey water reuse/ recycling, Produced water, Industrial processing & cooling, Green buildings

Treatment: Advanced membranes, Disinfection/ Contaminant Removal, Distributed/ decentralized

Energy & Resource Recovery: Sludge management, Carbon impact, Sewage/drainage systems

Smart Water: Real-time monitoring & management, Smart metering

Infrastructure Rehabilitation: Leak detection

WaterVent Profiles

Philadelphia | May 3rd 2018

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Company: Micronic Technologies

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Micronic Technologies

Karen D. Sorber



Micronic Technologies, a woman-owned small business, was established in 2008 to develop, patent, and commercialize an advanced state-of-the-art water purification system. Start-up capital, six issued patents (4 U.S. and 2 Mexican), facility development, two lab prototypes, a field pilot, third-party independent testing, millions in state and federal grants, and a leased 14,000 sq. ft. building describe its dynamic history. With commercialization grant funding in place, academic partnerships with The University of Virginia's (UVA) College at Wise and Virginia Tech, an A&E engineering firm to channel sales with established clients, and an industrial technology validation contract, the Company is rapidly moving toward commercializing its technology in the desalination brine concentration market.

The system, MicroEVAP™, removes virtually all contaminants from almost any source water, including total dissolved solids (salts), pharmaceuticals, nanowaste, nitrates, suspended solids, and bacteria. No filters, membranes, or chemicals are used in this novel and potentially highly disruptive technology and cost projections are less than half of established solutions. While the opportunities for MicroEVAP's application are replete, the best early-stage use for MicroEVAP™ is to reduce desalination brine leading to zero liquid discharge. MicroEVAP highly concentrates waste streams (>95%) from desalination residual brine to reduce disposal costs; avoid wastewater facility surcharges; and reduce environmental impact stemming from deep well injection, hauling, and surface water and municipal wastewater discharges.

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Philadelphia | May 3rd 2018

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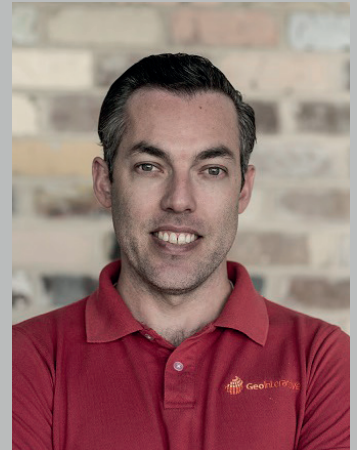
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GeoInteractive

Robert Lee



GeoInteractive

We are helping wastewater utilities mitigate their risk by identifying problems in large sewers through the use of our online web maps and cost effective inspection robots.

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Company:

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Daniel Cho, Joe Henderson

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Onvector

Daniel Cho, Joe Henderson



Development and sale of patented, leading-edge technologies used to reduce costs in the treatment of highly contaminated wastewater

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Company:

FREDsense Technologies Corp.

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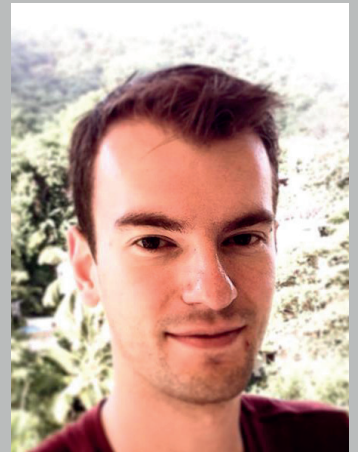
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FREDsense Technologies Corp.

David Lloyd



FREDsense is revolutionizing water chemistry analysis. Instead of spending days waiting for analytical labs to provide information on difficult to detect chemical compounds, FREDsense is commercializing a platform technology capable of performing trace analysis for various chemicals within an hour at high precision. Our incredibly simple to use field kit can detect arsenic and soon will be able to perform analysis of manganese and iron. With traction across several American utilities, gold mining operations and a Canadian federal government of Canada contract for sensor development, FREDsense is positioned to change how we think about performing chemical analysis in the field.

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Company:

Fracta, Inc.

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Fracta, Inc.

Doug Hatler



FRACTA

Fracta is a multicultural and multi-disciplinary technology company based in Redwood City, CA. We are pioneers with a passion for using AI-Machine Learning to answer big important questions about aging infrastructure. The answers will help in asset management. The first question we are answering is for potable water utilities. It is, "Which water mains are most likely to break?"

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Folia Water

Jonathan Levine, Theresa Dankovich



The world's first water filter for pennies, not dollars, to be sold as a household staple to BOP consumers.

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RenovoBlu, LLC

Christine Martini

RenovoBlu, LLC is a consultancy firm that focuses on providing strategic business development to companies in the water treatment, technology and services business looking to secure early stage capital, increase sector visibility and structure financial investments

Sustainable resource technologies need to be supported through the early stages of development both financially and through pilot programs to acquire third party validation and increase the odds of adoption and implementation.

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RK Consulting

B.K. Wilson

RK Consulting provides support for new technology startup organizations with outsourced CFO services. These services focus on strategy development and support during the funding process. In addition we provide financial reporting and tax services.

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Company: The Water Research Foundation

Participant: Dr. Aaron Fisher

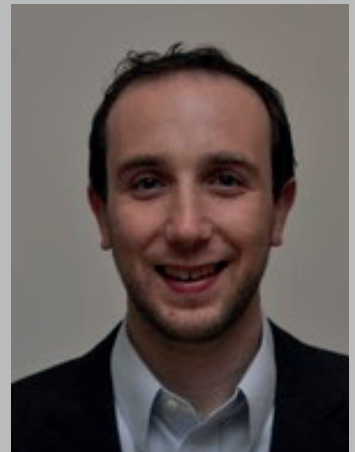
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Phone: 5714512840

E-Mail: afisher@werf.org

Website: www.werf.org/lift



The Water Research Foundation

Dr. Aaron Fisher



The Water Research Foundation (WRF) is a nonprofit (501c3) organization, with a combined research portfolio representing over \$700 million, conducts research into all types of water--wastewater, stormwater, drinking water, and seawater i.

The Foundation also plays an important role in the translation and dissemination of applied research, technology demonstration, and education, through creation of research-based educational tools and technology exchange opportunities. WE&RF materials can be used to inform policymakers and the public on the science, economic value, and environmental benefits of wastewater and recovering its resources, as well as the feasibility of new technologies.

WRF is driven by one overarching theme: Providing exceptional water research to advance science and technology. Our research, both relevant and impartial, and of the highest quality, forms a critical foundation for the adoption of sound policies and regulations to protect our natural resources and public health.

Reason: The Leaders Innovation Forum for Technology (LIFT) is a multi-pronged initiative undertaken by WRF and WEF to help bring new water technology to the field quickly and efficiently.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: MissionPoint Partners

Participant: Jeff Possick

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MissionPoint Partners

Jeff Possick

MISSIONPOINT
PARTNERS

MissionPoint Partners is an impact investment manager and advisor focused on solving large-scale environmental problems through the deployment of high impact capital.

We empower a select group of families, foundations and institutions to achieve social change at scale while preserving rigorous financial oversight.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Arena Growth/Equilibrium Capital/

Maryland Capital Management

Participant: Bill Brennan

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Arena Growth/ Equilibrium Capital/ Maryland Capital Management Bill Brennan



Equilibrium Capital

M·C·M
Maryland Capital Management

Managing Partner at Arena Growth-Sustainable Companies

Sr Adviser/Investment Committee-Equilibrium Water & Waste Fund-Project Finance

Chairman, Sustainability practice at Maryland Capital Management Watershed public equity strategy

Reason: Passionate about how capitalism & technology can transform our world and make the best use of our greatest assets-Water, Energy, & Agriculture. Multi-faceted investor spanning public equities, private equity & project finance -ESG & Sustainability focus.

View: Technologies are emerging that sustainable and produce a measurable economic return. Service model with long term consistent cash flows vs. product sale where the ability to scale is limited is the chasm we have to cross.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Meidlinger Partners
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Meidlinger Partners

Tami Fratis

MEIDLINGER
PARTNERS

Meidlinger Partners invests in, grows and develops water technology, product and service companies that have scalable solutions to address the world's water problems. Many of these problems are associated with cleaning water and wastewater in an energy efficient manner in and treating water and wastewater in order to meet governmental standards.

We invest in companies with water technologies, products and services that serve the needs of government and privately owned water and wastewater utilities as well as industrial clients (such as companies that produce metals, wood, paper, chemicals, gasoline, oils, and power).

Reason: We are raising a second fund and we are looking for interesting water technology companies.

View: We make investments in companies with water technologies, products and services that serve the needs of government and privately-owned water and wastewater utilities as well as industrial clients (such as companies that produce metals, wood, paper, chemicals, gasoline, oils, and power).

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company:

Liberty Hydro, Inc.

Participant:

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Liberty Hydro, Inc.

Marc J. Kropilak



A platform technology using foam-based chemistry to remove dissolved metals, selenium and cyanide from industrial and mining wastewater.



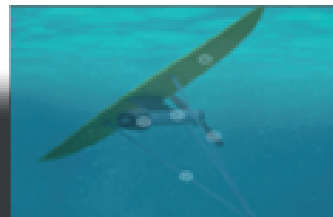
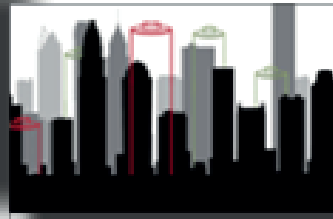
Ocean Exchange

Solutions Inspiring Action

Savannah, GA USA

<http://www.oceanexchange.org>

@theoceanexch



Mission

The Ocean Exchange is an international platform to accelerate the adoption across industries of solutions that positively impact the environment, economies, and health, while respecting cultures around the world.

Awards

- *Orcelle® Award* \$100,000 for sustainable shipping/logistics.
- *Neptune Award* \$100,000 for sustainable oceans/coastlines.
- *BIG Pitch Award* \$10,000 for collegiate innovators in sustainability.

Ocean Exchange By the Numbers

Solutions Registered ~400+ / Awards \$1.3 mm / Delegates 600+ / Universities Participating 25 / Countries Represented 25 / Industries Participating 20+ / Interns 96 / Collegiate Award Established (with Georgia Southern Univ) 2015

Solutions Registered Covering:

- Resource Efficiency
- Water Quality/ Coastal Env.
- Ocean Characterization
- Waste Mgmt/ Recycling
- Alternative Energy Materials
- Supply Chain Agriculture/Food/Forestry
- Safety & Health
- Sustainable Development

Success Stories

Wave Glider by Liquid Robotics

- Edison Gold Winner
- Acquired by Boeing late 2016

Buildings as Batteries by QCoefficient

- Contract with Major Center in Atlanta

WITT Energy

- Record setting equity-based crowd-funding in cleantech space

Deep Green by Minesto

- Listed on Swedish NASDAQ

Ecosubsea

- Installed commercially in two ports, including Southampton, UK.

ECOncrete

- Buckminster Fuller Award
- Contract for post-Sandy remediation

Sponsors



Gulfstream

Littlejohn Family Foundation

- Georgia Ports Authority
- Southern Company
- Georgia Southern University
- Oceaneering
- Stagefront Presentation Systems
- Savannah International Trade and Convention Center
- Savor

Board

Raymond Fitzgerald - Wallenius Wilhelmsen Logistics

Allen Amason - Georgia Southern Univ

Miguel Oliveira - Bunge

Mark Bauman - Smithsonian Enterprises

Ira P. Berman - Gulfstream

Steve Green - Entrepreneur

Jud Hill - Blue Star Capital, LLC

Conrad Lautenbacher - Vice Admiral Ret., NOAA

Angus Littlejohn, Jr. - Entrepreneur

Craig McLean - NOAA

Robert Morris - Georgia Ports Authority

George Powers - Entrepreneur

Cathy J. Sakas - Co-Founder, Ocean Exchange

Irene Reynolds Schier - Geographer

Scott R. Van Buskirk - Vice Admiral Ret., Oceaneering International, Inc.

Trip Tollison - Savannah Economic Development Authority

Team

Millicent Pitts
CEO

Mehmet Caglayan
Film Intern Program Mentor

Cathy Sakas
Co-Founder

Alys Spillman
Digital Media



WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: RainBank Inc.

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Website: www.rainbankus.com

RainBank Inc.

Kevin Dutt



RainBank is revolutionizing stormwater management with intelligent, blue roof technology.

A large, light blue wavy graphic that spans the width of the page at the bottom, resembling a stylized wave or a roof profile.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Lotik

Participant:

Ely Greenberg

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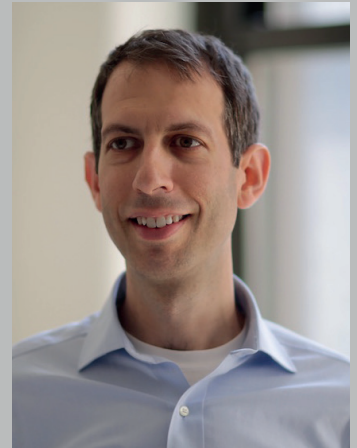
6468204354

E-Mail:

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Web:

lotik.com



Lotik

Ely Greenberg



Lotik's smart system of wireless sensors provides „point-of-use“ water monitoring to track usage and detect leaks in multifamily and commercial buildings.

Sensors can be installed in minutes. No tools required. Customers benefit from easy to understand data about when water is used, where it is used, and advanced notification of water leaks.

View: Clean water is the world's most important resource. As water stress increases in urban centers, conservation efforts have also increased. However, no mechanism exists in urban centers to conserve water. This is because water usage is monitored on the building level, but not the unit level. IoT, blockchain, and low cost sensors provide the means to rethink water business models to increase conservation and control water costs.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company:

Pipeguard Robotics

Participant:

Tyler Mantel

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Phone:

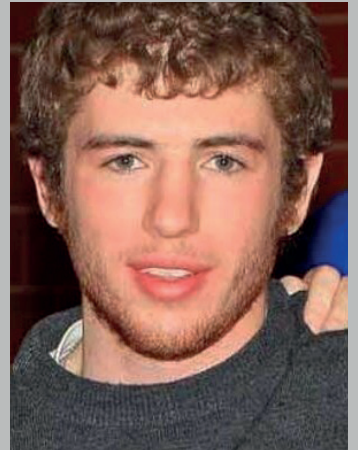
3173310103

E-Mail:

tyler.mantel@gmail.com

Web:

www.pipeguardrobotics.com



Pipeguard Robotics

Tyler Mantel



Pipe Mapping, Early Leak Detection with Robots.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company: PowerTech Water

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Web: www.powertechwater.com



PowerTech Water

Cameron Lippert



We manufacture and sell INCION modules and systems for TDS removal in the light industrial markets. Our initial target applications are salt-free softening, water treatment for boiler and cooling tower feed water, RO pre-treatment, tunable desalination, and metals remediation. Unlike typical water treatment solutions, we do not use chemicals, membranes, or any consumables.

Our systems use a fraction of the energy compared to membrane-based systems (~ 0.5 kwh/ m^3), and are capable of achieving high water recovery (up to 95%), resulting in a more environmentally friendly solution.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

Pipeline H2O

Participant:

Rahul Bawa, Antony Seppi

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Web:

www.pipelineh2o.org



Pipeline H2O

Rahul Bawa, Antony Seppi



PIPELINE

Pipeline H2O is one of the countries premier water-tech accelerators. We identify and commercialize the world's leading water-based startup technologies. We leverage the country's premier public-private water innovation region to provide customers, mentors, and support. Pipeline's unique go-to-market platform allows startups to pilot locally and deploy globally. Pipeline's focus is to get customers for the startups which are accepted into the program.

Reason: To form relationships with water investors, industry experts and identify startups which could be part of the Pipeline H2O program.

View: Water is life and we must dramatically our focus on water technologies.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Center for Accelerating Innovation

Participant: Egils Milbergs, Ryan Vogel

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Web: www.accinnov.com

Center for Accelerating Innovation

Egils Milbergs, Ryan Vogel



pureblue

The Center for Accelerating Innovation is an advisor to business, governments, universities and non-profits on state of the art economic development strategies and performance management systems. Provides expertise in the design, implementation and optimization of innovation ecosystems to drive economic growth, job creation and sustainability.

Reason: Egils Milbergs is a WaterVent presenter on Washington state activities in developing water industry clusters and collaborative innovation projects. Pure Blue is a recently announced clean water initiative that is creating a water entrepreneurship accelerator, a water innovation seed fund and an alliance of water related organizations regionally and nationally.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

URBAN-X

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micah.kotch@urban-x.com

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urban-x.com

URBAN-X

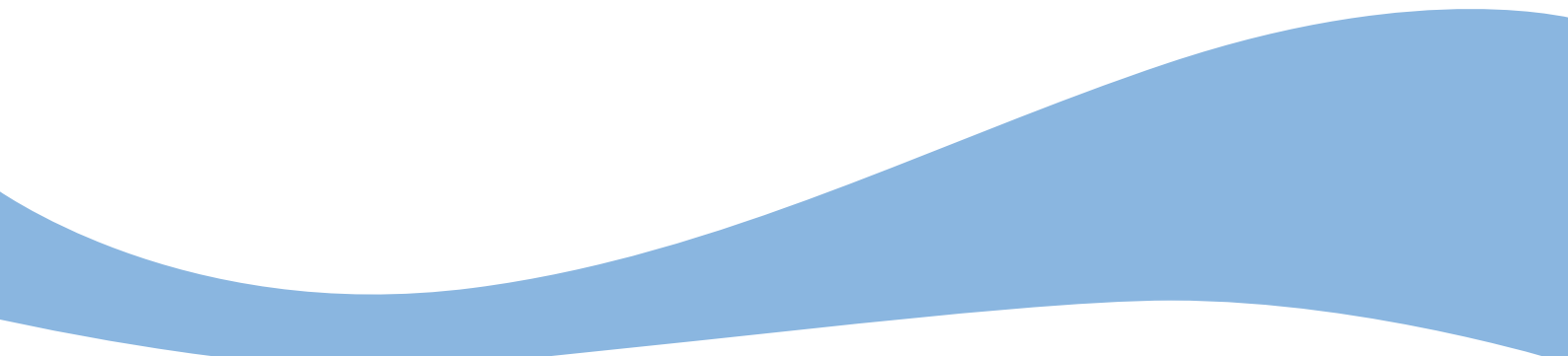
Micah Kotch

URBAN-X

URBAN-X is built by MINI and Urban Us. MINI experts guide founders in design, manufacturing, engineering, marketing, community building and branding. Urban Us connects startups with the leading community of founders, investors, companies and city officials. Together, we've invested in many of the leading startups working on city solutions. Every six months we invest up to \$100,000 per company in up to 10 companies. We help these startups with the unique challenges of working with cities in sectors like transportation, real estate, land water.

Reason: Looking for startups to invest in.

View: I'd like to see more differentiated options solving real scaleable problems.



WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Greater Zurich Area

Participant: Jeffrey Lape

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City/Country: 41042 Florence | Kentucky, USA

Web: www.greaterzuricharea.com

Greater Zurich Area

Jeffrey Lape



Greater Zurich Area
Expanding business horizons

Greater Zurich Area is a public, private partnership that serves as the Regional Economic Development Agency for the Cantons of Zurich, Schaffhausen, Glarus, Schwyz, Uri, Grisons, Solothurn, Zug, the City of Zurich and the region of Winterthur Switzerland.

We are engaged in this forum to demonstrate the region's commitment to clean technologies, clean water as well as cutting edge technologies. We will demonstrate the advantages of collaboration with our research institutes and highlight some of the fiscal advantages available in the area.

Switzerland is committed to sustainable resource technology through advanced R&D programs at EAWAG, ETH and the University of Zurich.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Greater Zurich Area
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Greater Zurich Area Lukas Sieber



Greater Zurich Area Ltd (GZA) has been the official investment support agency for Switzerland's economic center since 1999.

GZA assists companies with their global evaluation and integration into Switzerland via structure consulting, peer industry and partner introductions, information on R&D incentive programs, site tours, staffing, and business plan preparation for meetings with local government and the tax authorities.

GZA is a public-private partnership authorized by the local governments of the cantons of Zurich, Zug, Solothurn, Schwyz, Schaffhausen, Uri, Glarus, and Grisons, as well as the region of Winterthur, and the city of Zurich. As a not-for-profit development agency, our services are provided free of charge.

View: The sustainable management of Natural Resources is a key factor for the further prosperous development of mankind. Conservation as well as intelligent use of the available resources will be required. Innovative approaches are needed. Switzerland and particularly Greater Zurich Area believes that it is possible to innovate and to develop new technologies while saving natural resources is possible.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Enviro Water Minerals Company

Participant: Hubble Hausman

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Enviro Water Minerals Company

Hubble Hausman



Water Desalination with Zero Waste Brine with Chemical Production -
Full Recovery Desalination

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: ANDalyze Inc.
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ANDalyze Inc. Jason Mangler



ANDalyze develops and offers innovative instruments for on-site water testing using a patented DNA-based technology that was originally developed at the University of Illinois. The US EPA ETV validated technology is a universal platform that offers simple, fast, inexpensive and reliable measurement of trace metals in water, such as lead and copper, as well as measurement of other targets in water including bacteria, viruses and chemicals such as pesticides. It is capable of accurately measuring targets in water well below regulatory levels in a variety of water types.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company:

APANA

Participant:

Matt Rose

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Website:

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APANA

Matt Rose



Smart Water Management System for Commercial, Industrial, and Institutional Buildings & Campuses

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Mespilus inc

Participant: Marc Andelman

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Phone: 5088774800

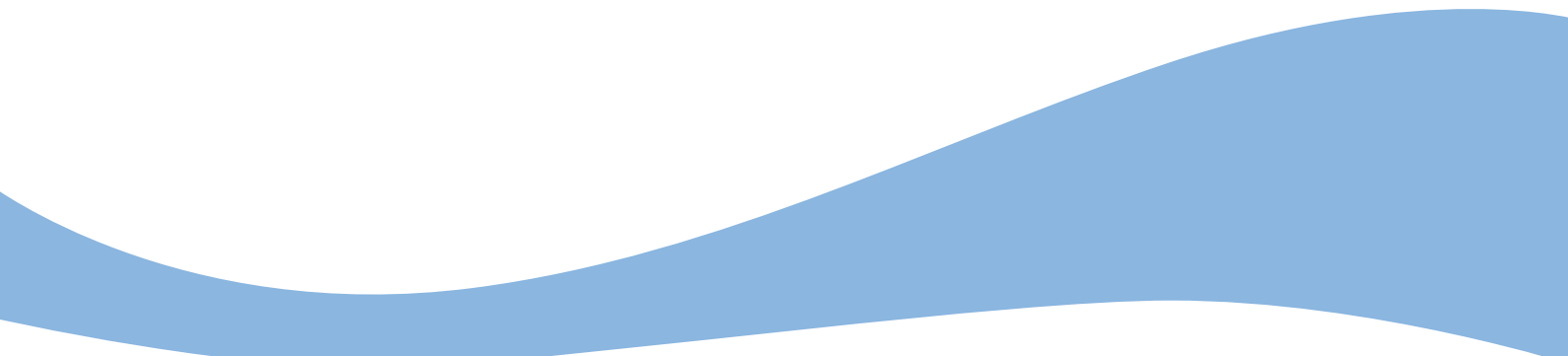
E-Mail: mespilus@charter.net

Website: www.onboat.com

Mespilus inc
Marc Andelman



R&D in capacitive deionization, and social network for charter boats



WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Organica Water

Participant: Steven Davis

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Website: organicawater.com



Organica Water

Steven Davis



Organica Water is a global provider of innovative solutions for the treatment and recycling of wastewater. Over the past two decades Organica has developed a truly unique approach, enabling customers all over the world to address urban water challenges in a cost and resource efficient manner. Organica's solutions are all founded on the fundamental belief that nature provides the most efficient means to treat wastewater, offering significant cost savings compared to other solutions, and harmonious integration into modern urban lifestyles.

View: At Organica we have three core topics to bring to the discuss. 1) Decentralized Waste Water systems that are green, no/low smell, aesthetically beautiful, and 30% less footprint. 2) Improve land value around waste water plants for alternative use such as homes, light industrial, farming. 3) The connection of Digital to the life-cycle of design, build and operate

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company:

E. J. McKay & Co.

Participant:

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Website:

www.ejmckay.com



E. J. McKay & Co.

James Li

E.J.McKay

Senior Partner

Leading investment banking firm in China active in China – Europe and China – US financial transactions

Interested in M&A, Corporate Finance, Private Equity and Venture Opportunities in water and renewable in general.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company: Eneref Institute

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Website: www.eneref.org



Eneref Institute Seth Warren Rose



Eneref is a research and advocacy organization for socially responsible sustainable development. We are a catalyst for change. We raise awareness for clear, specific solutions that put forward an efficient use of natural resources, demonstrate social responsibility and foster a peaceful, earth-friendly economy.

Reason: Eneref Institute's „Women and Water“ initiative seeks to encourage workable solutions to the issue of water and the gendered roles associated with it.

Our mission:

Encourage socially responsible, earth-friendly action.

Raise awareness for the efficient use of natural resources.

Foster conversations that lead to results.

Influence tangible implementation of sound solutions.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
Cira Centre, 12th Floor, Philadelphia, PA 19104-2891

Company:	XPV Water Partners
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Website:	www.xpvwaterpartners.com

XPV Water Partners

Debra Coy



XPV Water Partners is comprised of experienced water entrepreneurs, operators, and investment professionals dedicated to making a difference in water. XPV partners with, invests in, and actively supports entrepreneurial companies so they can grow and deliver value for all stakeholders. XPV manages over \$400 million in investment capital from some of the top institutional investors in North America, Europe, the Middle East, and Asia. The XPV family of portfolio companies is making a difference in water both by driving more efficient management of the world's most critical resource and by creating significant shareholder value that can help move the industry forward.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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SplashLink Ebie Holst



SplashLink provides water solution buyers, sellers, and industry financiers with one-stop access to water-related bids, projects, tenders, and capital opportunities from thousands of sources, updated every day on our dynamic online platform. In turn, these services enable SplashLink to equip the industry with unique market insights across the range of client profiles it serves, through the vast and growing core of data which passes through our system that reflects the actual behavior of the market. By the very nature of what we do, SplashLink is able to scan thousands of data points at any given point in time to identify who is spending money, where they are spending it, what they are spending it on, and why.

View: Fragmentation is a major challenge currently facing the water industry. The use of water is so ubiquitous, and the range of expertise so vast, there isn't an easy way of knowing where the breakthroughs have happened, who is dealing with which challenges, and where the funding exists to get started. Being able to deliver the right technology or expertise for sustainable solutions – precisely when and where they're needed – is an issue SplashLink solves by providing exposure to funding, project needs, and industry trends all within a single marketplace.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company:

PureTerra Ventures

Participant:

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PureTerra Ventures

Maarten ter Keurst



PureTerra Ventures
INVEST CONTRIBUTE GROW

PureTerra Ventures is a venture capital investment firm, focused on disruptive and sustainable water technologies with an indisputable social and environmental impact. We invest in companies with a proven technology in disruptive and sustainable water technologies, ready to market or scaling-up.

China, our fund combines strong entrepreneurial experience, a proven track record in driving sales and distribution in China and a vast network in the Chinese water technology market to create a unique value proposition for our investors and portfolio companies alike.

PureTerra Ventures has access to the largest network of distributors, utilities, government departments, blue chip companies and other key players in the Chinese water market. We leverage this network to actively contribute to the commercial success of our portfolio companies.

PureTerra Ventures is an initiative of the CHC Group, which has been active in China for over 20 years, has a vast network in the bluetech sector and has built several sector leading businesses.

WaterVent Profiles

Philadelphia | May 3rd 2018

BakerHostetler Philadelphia, 2929 Arch Street
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Company: Ultra Capital
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Ultra Capital Emily Landsburg



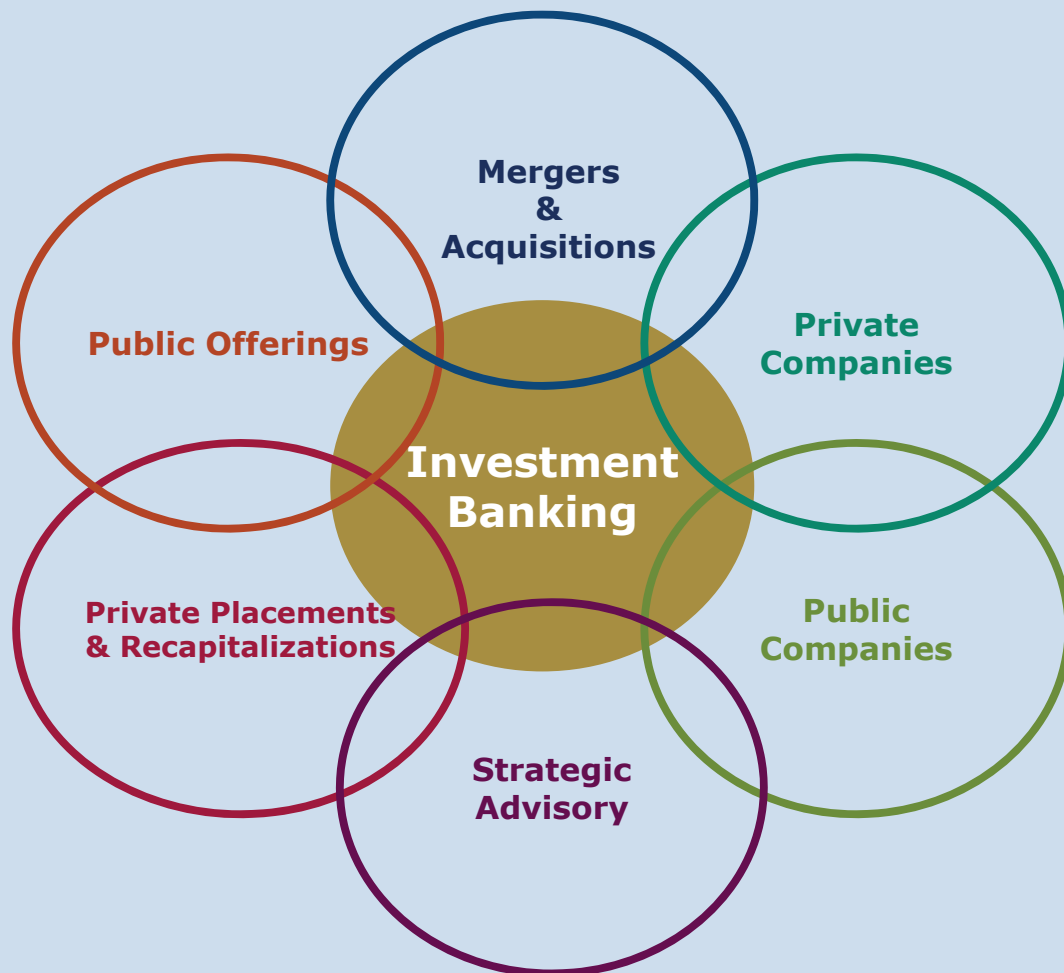
Ultra Capital is a private equity firm making equity investments in distributed infrastructure projects across the water, energy, waste, and agriculture sectors in North America.

Reason: It's great to connect with industry colleagues at a forum specifically focusing on innovation in the sector.

View: Sustainability and profitability are both linked to using resources more efficiently.

BOENNING & SCATTERGOOD

ESTABLISHED 1914



Water, Infrastructure & Environmental Focus Areas

- Transmission & Distribution
- Engineering & Construction
- Metering
- Infrastructure Diagnostics & Mapping
- Agriculture
- Pumps/ Valves
- Water Filtration
- Piping/ Storage
- Water Treatment
- HVAC/ Fire Protection
- Environmental Services
- Water Heating/ Cooling
- Water Chemicals/ Disposal
- Irrigation
- Water Rights
- Water Utilities
- Operation & Maintenance Services

Contact: James Adducci
Head of Water, Infrastructure & Environmental
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www.boeninginc.com // Member FINRA SIPC



We are proud to host and support
WaterVent Philadelphia 2016.

100 years
BakerHostetler
EXPERIENCE FOR TOMORROW
bakerlaw.com