



# Digital Water Solutions Inc.

We are looking to simplify the detection and localization of leaks to help our clients reduce lost water, reduce overall operational costs, and reduce GHG emissions.



## Company Overview

We incorporated in 2018 and have 25+ water utilities in North America that have implemented our solution within their water distribution networks. Our founders and management team have extensive experience in the water sector with over 100 years of combined experience in operations, consulting, and hydraulics. We are ramping up and are in the process of seeking investors interested in helping reduce water loss, GHG emissions, and electricity usage.

## Problem

Water utilities are losing water, 14-18% of all treated water never gets to the customer, costing them over \$4B USD annually in wasted electricity. Water main breaks have negative consequences in terms of repair costs, customer satisfaction, and overall waste. We provide a permanent monitoring solution that alerts water utilities when events arise so that they can proactively work to address leaks, low pressures, and water hammer before it becomes a larger issue, thus saving time and money.

## Highlights

We have had a significant year - having **won the Smart Water Summit Vendor to Watch award in August 2022**. This was voted on by water utility executives from across the United States - meaning they see the value in what we are doing, and many have since had conversations with our team about implementation. **We were also named one of Canada's 50 Best CleanTech Investments for 2022**. Our team has full-time staff members, we raised over \$300,000 in just four weeks this fall and have a pipeline of water utilities that we are working with to map out an initial deployment as we head into 2023, which will result in over \$1M in sales in the coming year. We landed some firsts towards the end of this year - including an implementation with the US Navy in California, a First Nations community, and an implementation for a utility that has an issue with leaks but has yet to find a solution that can find them - they have turned to us for help.

## Go-To-Market Strategy

We are able to go to market with a 'proof-of-concept' approach, where a water utility starts with 5 units and we work with them over a 6-month period where we meet monthly to review the results, answer questions and work to get them comfortable. This goes exceedingly well as no technical skills are required to use our solution - we provide alerts whenever something is happening which arrive by SMS or e-mail to the water utility personnel, who can then review the user interface for more information and begin taking action. Once they

## Financial Info

### Raising

\$1.5M

### Valuation

\$4.5M

## Business Stage

Seed

## Business Type

SaaS, IoT, CleanTech

## Meet the Team



Tim Sutherns  
CEO

have the first units installed, we have a track record of them continuing to invest and purchase additional units each year, growing both our revenue and our ARR. Our plan coming out of this round of funding is to grow a representative network in the US and bring onboard a full-time US lead for our representative team that can also do direct sales to the larger water utilities.

### **What Makes Us Special**

Our solution is unique in the way in which it detects leaks - we listen to the water column to identify leaks within the water distribution network. This unique approach allows us to detect leaks in PVC (plastic) pipe, whereas others listen to pipe vibration which does not allow them to detect leaks in PVC. Our AI also is able to identify leaks at much greater distances than others in this space, can detect pre-existing leaks, as well as monitor pressure, water temperature, and capture transient events. We are fully autonomous, meaning we do not require any data from our clients to be able to find and localize leaks within a water network. We are truly plug-and-play.