



WIN Water networking events

Delivery report for the sWASH & grow project. Coordinated by RISE and co-financed by VINNOVA, UDI program (step 3), Sep 2020 – Aug 2022.

Leading author(s) and project partner(s):

Name	Project partner
Johan Kronholm	WIN Water

Co-authors and project partners:

Name	Project partner
Olof Blomqvist	WIN Water

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Abstract/Executive summary

(about 1600 characters (incl. spaces) to fit into this page. More space can be added if you don't need all the rows above for authors, co-authors and deliverables)

The goal of sWASH & grow is to improve the conditions for innovators (sellers) to be able to meet relief organizations' (buyers) demands. An important part of reaching that goal is to create opportunities to connect and network. Facilitating that is the major role of WIN Water in the project.

During the WIN Water event “Digital Water”, a workshop was held entitled “Digitalization and business in challenged regions”. The ca 15 participants discussed Needs, Business Case, Implementation and Opportunities in relation to WASH using an online whiteboard.

The WIN Water event “Business in challenged regions: Clean water and safe sanitation for all” was part of the sWASH & Grow project. During the meeting, participants were divided into small groups in order to facilitate personal connections. The event was concluded with a call to action, with participants from RISE, UNOPS and Semilla Sanitation.

The sWASH & Grow networking activities at the two WIN Water events were successful and attracted ca 90 people from several countries.

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1. Introduction and background

This report is a delivery within the project “sWASH & grow – scaling off-grid WASH innovations”. The project is coordinated by RISE with 40% co-finance from [VINNOVA](#) (the Swedish Innovation Agency).

The objective of sWASH & grow is “*to develop tools that improve the opportunities for innovators and aid organizations to bring more circular, inclusive and sustainable innovations to those in need*”.

The project involves 28 project partners from Sweden, Bolivia, Lebanon and South Africa representing private-, public-, academic- and NGO-sectors. The goal is to improve the conditions for innovators (sellers) to be able to meet relief organizations’ (buyers) demands. Through the project, innovative solutions will be tested in real environments, upscaled and exported.

Implementation focuses on:

- Identifying success factors for off-grid solutions
- Contextualizing methods for testing, demo and validation that respond to buyers’ requirements and meet the needs of the most vulnerable.
- Quality-assured tools for developing and scaling up innovations based on requirements, needs and price
- Communicating results to stakeholders in the innovation system.

sWASH & grow brings together major global buyers, the innovation system's support functions, and the innovation companies, together in a partnership aligned with Agenda 2030 and SDG 17. More specifically, the project contributes to SDG 6 and 9 on clean water and sanitation and will have an impact on SDGs 2, 3, 7, 12 and 13 on zero hunger, health, energy, production, and climate.

WIN Water is a marketplace and network for business and innovation in the water sector. WIN connects companies of all sizes, organizations, universities and municipalities in order to facilitate business and joint projects. As of April 2021, WIN Water has 90 member organizations from seven countries, of which 50 are startups and small innovation companies. In sWASH & Grow, WIN is mostly contributing to Work Package 5, “Scale-up and export by Grow Sweden Platform”.

2. Purpose and background of this delivery

(specify the purpose/objective(s) and background of the delivery in relation to the project background)

WIN Water organizes four major events (partner meetings) per year where innovation companies, partners and guests come together to connect, get to know each other and create business. Each event has a certain theme. Workshops are often arranged as part of these meetings, where stakeholders come together to discuss a topic of their mutual interest. WIN events turned into online meetings during 2020. Even though it is preferable to meet in person, the new digital meetings have made it easier to include international participants.

Several WIN Water member companies provide solutions that can be applied to the WASH sector, in areas such as water treatment, local sewage treatment and nutrient recovery. Some of those companies also have experience of business in challenged regions.

3. Description of this delivery

(what activities were carried out as part of the delivery)

sWASH & Grow workshop at WIN Water event in November 2020

The WIN Water event on November 12, 2020, had the topic “**Digital Water**”. This is highly relevant for WASH, since issues like remote supervision and control as well as online payment are important in WASH technology. The event was hosted by Sony.

During the event, a workshop was held for the sWASH & Grow project entitled “Digitalization and business in challenged regions”.

Event description:

“Join us when we dive deeper into digital water innovations and business. The utilities are screaming to implement, the industries are working to understand the possibilities and the individuals are asking: Digital Water?”

IoT, AI, and other emerging technologies have the potential to transform water utilities by improving day to day water management and addressing longer term challenges of water security and resilience to natural disasters and climate change. Managing big data will also play an increasingly important role in planning and designing water microgrids for decentralised water and sanitation systems.

New knowledge on sensors, nanotechnology and microbiological knowledge can redefine possibilities in the industries like medical, food and beverage. At the WIN Water meeting, new applications related to digital water will be exposed, as well as several challenges from our partners.”

Speakers represented the following organizations:

- WIN Water
- SONY
- Baxter
- VA SYD
- Venture Cup
- Stor Water (Innovation Company)
- Aqua Robur (Innovation Company)
- Vaquita Technologies (Innovation Company)
- i2i Pipelines (Innovation Company)

Workshops at the event:

- Possibilities within Bio Burden Sensors (Host: Baxter)
- Innovations for improving distribution network digitalization (Host: VA SYD)
- Digitalization and business in challenged regions (Host: sWASH & Grow project)

Workshop: Digitalization and business in challenged regions

Workshop agenda:

1. Introduction: The sWASH & Grow project
2. Presentation (WIN Water): Digitalization in challenged regions
 - a. Social media reporting
 - b. Remote sensing
 - c. Smart communications
3. Breakout group discussions
4. Summary

The ca 15 participants included representatives from startups, larger companies and NGO's, many of which are partners of sWASH & Grow. As an introduction, WIN Water gave an overview of the sWASH & Grow project and talked about implications of social media reporting from conflict zones. Sensative AB gave an overview of relevant systems and protocols for communication.

After the introduction, the participants were divided into two groups to discuss Needs, Business Case, Implementation and Opportunities in relation to WASH. For the discussion, the Miro.com online whiteboard was used.

WIN Water event dedicated to sWASH&grow in February 2021

On February 11, 2021, another WIN event was arranged with the topic “**Business in challenged regions: Clean water and safe sanitation for all**”. This event was made in collaboration with sWASH & Grow, with several speakers and participants from the project.

Event description:

“What are the challenges and opportunities for business in regions in need of clean water and sanitation? How can we do good business and aid people in need at the same time? Is the business situation the same in developing countries and disaster areas?

What solutions are available, and what is needed? Sensors and remote water management. Robust off-grid disinfection. Toilets that are clean, safe and easy to both use and maintain. Decentralized treatment of water and sewage.

At this WIN Water meeting we will explore decentralized systems and business models, and how they can be applied where they are needed. Join us and hear from experts with field experience, learn about exciting new solutions and meet potential business partners!”

Speakers represented the following organizations:

- UNICEF Supply Division
- Semilla Sanitation
- RISE
- SEI (Stockholm Environment Institute)
- Pure Bio Synergy (Innovation Company)
- Ecoloo (Innovation Company)

- IngesonWater (Innovation Company)
- XiniX (Innovation Company)
- Water Forever (Innovation Company)

4. Results/Outputs of this delivery

(what are the direct results/outputs from the delivery)

The workshop at the “Digital Water” event attracted ca 20 participants.

Workshop participant’s comments from the online whiteboard:

General

- There are many kinds of protocols like CAN, what is next generation, we don’t want to end up in a "dead zone"
- Make solutions for real applications and measure the success. Avoid test beds.
- Barcelona City has been very successful in saving water by putting sensors and a smart platform.
- There is no need for any inventions. All solutions are there. It’s a human change of thinking.
- A true integration platform is needed.

Needs

- To build a Heuristic or Holistic Strategic Approach
- One standard data form on what data is needed so that wherever place you are, anyone can understand
- Understanding regulations and procurement processes for entering humanitarian and developing-context markets
- A technology that will measure water safety and will connect directly to a platform that will analyze the readings
- Make a Sustainable Master Plan on WASH

Business Case

- Sustainable Network Infrastructure Planning - for Sanitation Systems
- Pay as you go, people in rural areas need payment solutions to get access water and electricity
- Local value chains wherever possible
- Inform the artifact (i.e., the technology) with user-needs and adjust application accordingly

Implementation

- Systematically at ground level with the collaboration of local and regional stakeholders or NGOs.
- Working together the local banks and water production and make storage for them. People from same regions get one big storage and they can buy through contact to bank
- Maintenance and services beyond the immediate implementation stage

Opportunities

- Finance connected to global agendas (Agenda 2030, Paris)

Ca 70 people participated in the “Business in challenged regions: Clean water and safe sanitation for all” event. There were interesting presentations and discussions. Also, the participants were divided into small groups on several occasions during the meeting, in order to make room for personal connections that often lead to further collaboration and business. At WIN meetings, the division into small groups is based on perceived business opportunities from the WIN team. The event was concluded with a panel debate, a call to action, with participants from RISE, UNOPS and Semilla Sanitation.

5. Conclusions and impact

(what conclusions can be drawn in relation to the objective(s), what is the impact from the delivery)

The sWASH & Grow networking activities at the two WIN Water events were successful and attracted in total ca 90 people from several countries. Important ideas were formulated during the workshop in November 2020. Many fruitful collaborations have emerged from connections made at WIN events, and we are convinced that these meetings have led to new projects, collaboration and business.