

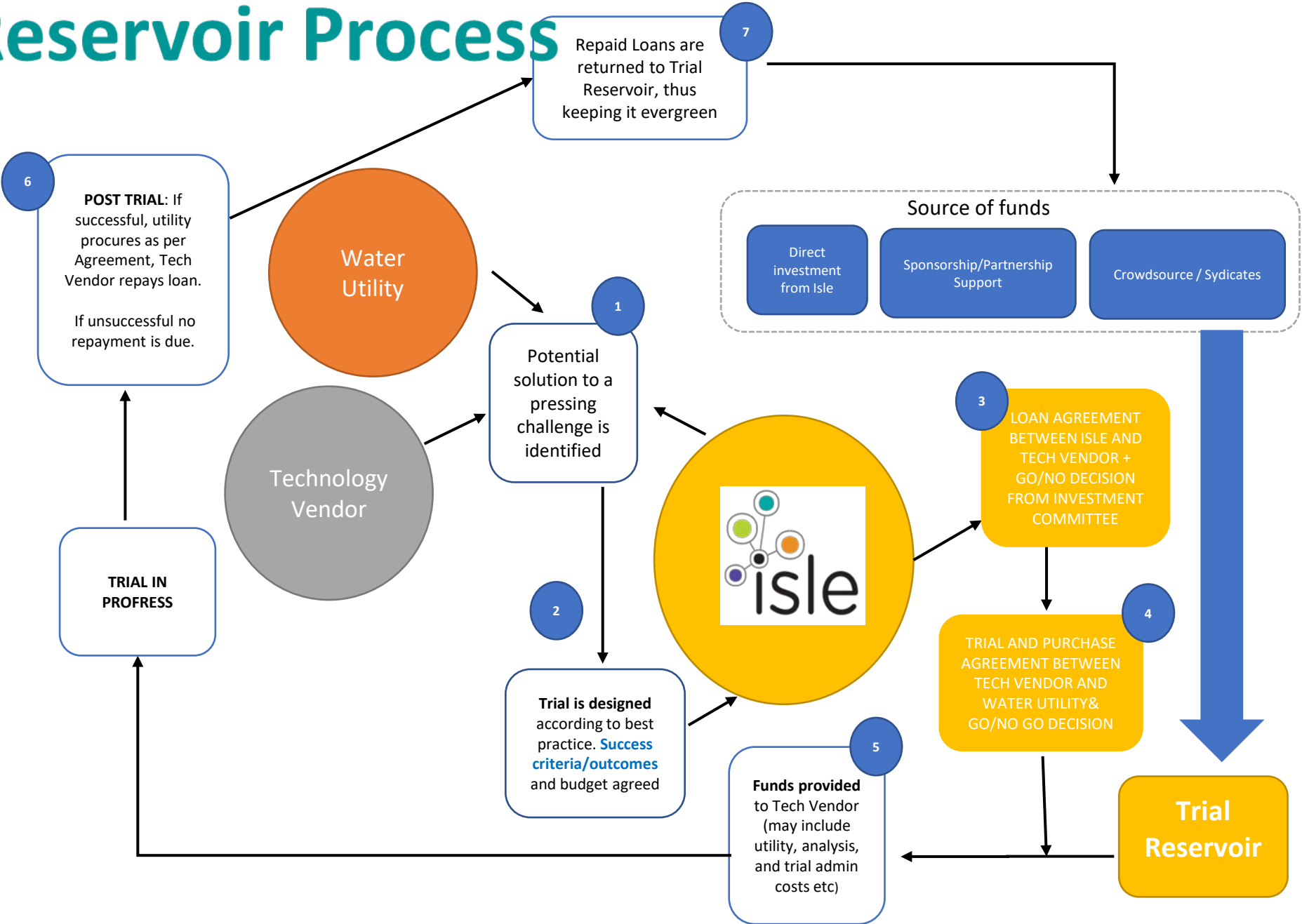


**THE TRIAL RESERVOIR:  
Driving a Revolution in Technology Adoption to aid  
Resilient Water Service Provision**

Dr Piers Clark  
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**IMAGINE A WORLD WHERE  
WATER UTILITIES UNITE TO FAST-  
TRACK THE UPTAKE OF  
TECHNOLOGY FOR THE BENEFIT  
OF THE ENVIRONMENT,  
CUSTOMERS AND LOCAL  
COMMUNITIES**

# Trial Reservoir Process



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1. Identify a suitable Tech Vendor.
2. Undertake initial due diligence
3. Engagement letter signed between Isle and Tech Vendor.
4. Engage a host Water Utility to work alongside.
5. Design trial
6. Procurement process worked through with host Water Utility.
7. Go/No Go decision from TR Investment Committee, Loan Agreement signed between Isle and Tech Vendor. Funds transferred
8. Trial starts and results monitored, reported regularly and trial amended where necessary
9. Trial concluded. If successful the loan is paid back and the water utility fulfils contract.
10. If unsuccessful no repayment is due.
11. The funds are returned to the Trial Reservoir to fund additional trials.
12. Results disseminated

# The Trial Reservoir is:

1. **NOT** an investment fund
2. Evergreen (ie the repaid loans are recycled into further trials)
3. Open to (TRL 8 / 9) tech companies, working with water utilities (public and private) and/or industrial clients
4. International
5. Supported by an international community of sponsors and partners

# The Trial Reservoir exists to:

1. Provide technology companies with access to trial funding
2. Enable water utilities to adopt technology with minimal financial risk
3. Ensure best practice is adopted during trial programmes
4. Expedite the adoption of robust practical solutions which enhance customer experience and drive carbon reduction
5. Help address the internal cultural barriers within utilities (which can produce a 'trial, trial, trial' mentality)
6. Share learning and celebrate success across the global water community

# Timeline/ Next Steps

## **October / November / December 2021**

- Test contractual and legal structure (banking licences etc)
- Soft launch with utilities and tech companies/Demo 'trial' trials
- Secure partnership/sponsorship support

**1<sup>st</sup> Jan 2022: Formal commencement of Trial Reservoir**

*IF YOU WANT TO KNOW MORE /GET INVOLVED CONTACT  
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Thank you