



Water Discovery Challenge

Entry Clinic
16 March 2023

Ofwat

**CHALLENGE
WORKS**
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ARUP



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Q&A

Ask your questions via Sli.do/discovery163



What we'll cover today

1

The Water
Discovery Challenge

2

Spotlight: The fund award and
mentoring package

3

Spotlight: Eligibility and
assessment criteria

4

Spotlight: The entry process

5

Live Q&A

The Water Discovery Challenge

Aims, themes and the Innovator
Journey



We created a new Challenge because:

- We need a water system that **works for everyone**
- We are looking for **fresh solutions** to **urgent challenges**
- We want to draw on the **knowledge and ingenuity** from other sectors

Why Discovery?

Accelerate
the discovery,
development and
adoption of
promising innovations
by the water sector in
England and Wales.

Directly support
organisations with
innovative propositions
and facilitate their
engagement with
water companies in
England and Wales

The Innovation Themes



1. Responding and adapting to climate change
including achieving the sector ambitions of net zero carbon, zero waste and zero leakage



2. Protecting and enhancing the environment and natural systems

to protect current and future customers from the impacts of extreme weather and pollution



3. Delivering long-term operational resilience
and understanding infrastructure risks to customers and the environment, finding solutions to mitigate these in sustainable and efficient ways



4. Testing new ways of conducting core activities to deliver the services customers and society need,
expect and value both now and in the future



The Innovator Journey

18-month Challenge

Entry Period

25 January 2023 to 5 April 2023

Entries will be open for ten weeks, with a range of webinars available to support you to learn about the water sector and enter.

Finalist Selection

April to June 2023

Finalists Stage
July to November 2023

Up to 20 Finalists will be announced by the end of June 2023. Finalists are awarded with funding of up to £50,000 and a 5-month package of support, including mentoring from water companies.

Finalists should expect to receive payment of funds in July 2023.

Winner Selection

December 2023 to January 2024

Winners Stage
February 2024 to August 2024

Up to 10 Winners will be announced in end of February 2024. Winners are awarded funding of up to £450,000 and a 7-month package of support, including mentoring from water companies.

Winners should expect to receive their first payment of funds in February 2024.



Spotlight

The fund award and mentoring package
(What you can win)



Finalist Stage: Funding award

Up to 20 teams of the most promising innovators will be awarded £50,000 to develop their innovation, with a range of expert support and access to mentoring from water companies.

Finalist Award
up to
£50,000

100% of the project cost can be covered by the award.

The funds can only be used to support reasonable costs related to developing the innovation, as described in Entry Form question 3.1.

The Finalist stage funds must be spent between July 2023 and the beginning of the Winner's Award stage in January 2024.

**Winner
Award**
up to
£450,000
(Up to 10 teams,
no time restraints)

Finalist Stage: Mentorship programme

Finalists will receive support to strengthen and accelerate the development of their innovation.

A key part of this will be the water sector-led mentoring programme, with allocation of a mentor from a regional water or wastewater company in England and Wales.

Mentors will work directly with Finalists, providing:

- bespoke support and guidance
- feedback on Finalists' innovations and demand within the sector
- insights into the water sector
- signposting to other stakeholders or useful resources.

In the Finalist stage, **mentors will be allocated randomly.**

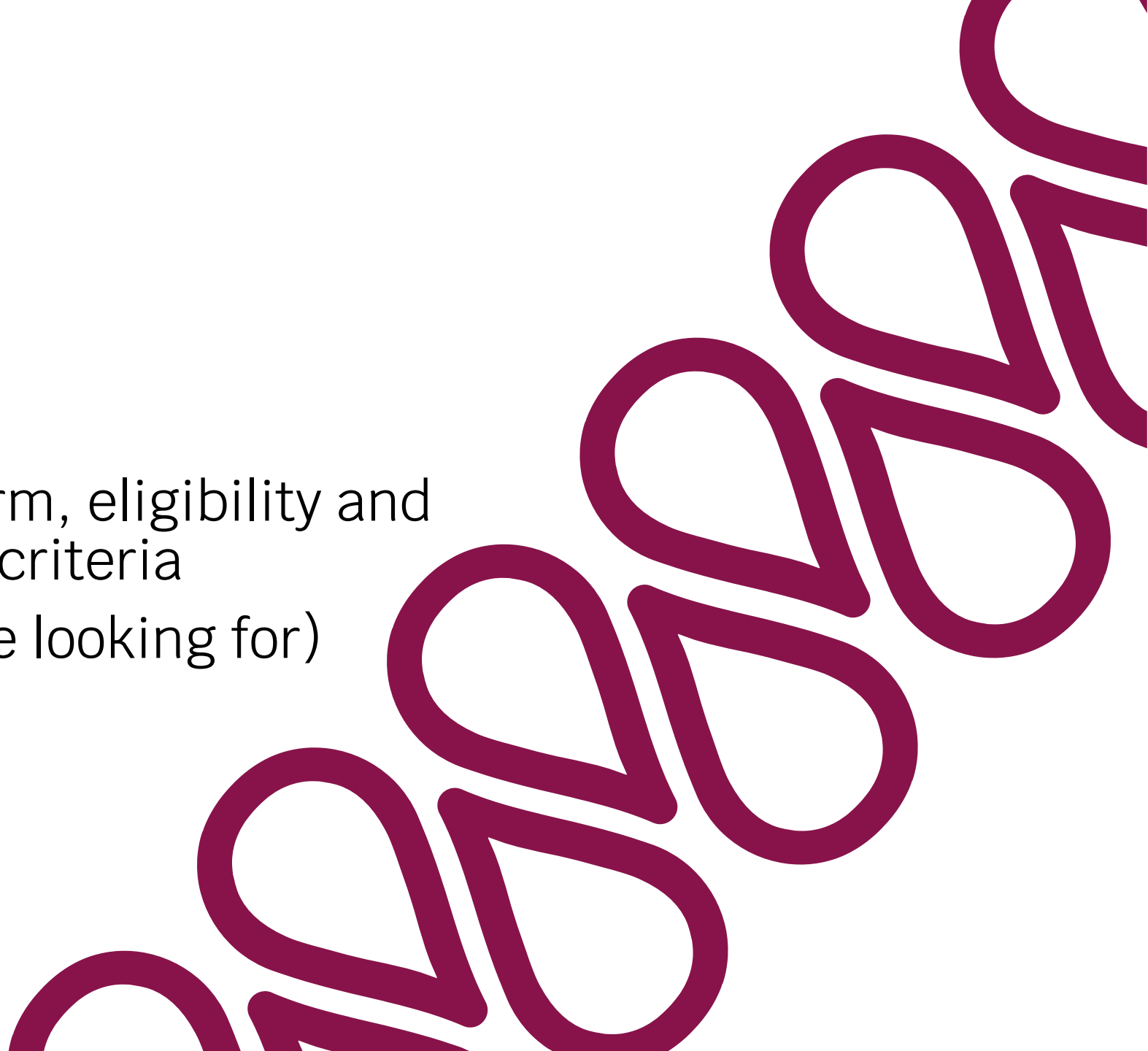
At the end of the Challenge, successful entrants will have worked directly with the water companies for ~12 months, **accelerating the development of their innovation and increasing the potential for adoption.**



Spotlight

The entry form, eligibility and assessment criteria

(What we are looking for)





What we are looking for



Innovations of any kind: process, people, technology or digital that are ready for concept proofing, testing, early feasibility studies, development and verification in the water sector.

Specifically, Innovation Maturity Level 2-3, equivalent to TRL 3-6.



Innovation that will benefit customers, society and the environment across England and Wales in alignment with the four innovation themes.



Initiatives from all sectors and all types of organisations, domestic or international.



Eligibility Criteria



Unassessed questions



Assessed questions: General Information



Assessed questions: Assessment Criteria-specific questions



To be able to enter, your organisation must comply to the following requirements:

- ✓ Be a UK incorporated entity
- ✓ Hold a UK business bank account upon entry
- ✓ Comply with the terms and conditions
- ✓ Not be a regional water or wastewater company in England and Wales

I'm a university.
Can I enter?

Maybe – check your legal status.

I'm already working with a water company on another project. Can I enter?

Yes, if you comply with the eligibility requirements.

I'm a water retailer or small water company (NAV) in England and Wales.
Can I enter?

Yes.

Still not sure if you are eligible?

1. Check with your Legal team.

2. Get in touch at
**waterinnovation@
challengeworks.org**



1

Positive impact for water customers, society, and the environment

2

Innovation enablers and innovative solutions

3

Capacity, capability, and commitment to deliver

4

Ability to succeed, to be sustainable and/or gain wide adoption across the water sector



1

Positive impact for water customers, society, and the environment
(40%, 40 points available)

Assessors will be looking to understand the following:

- Does the innovation address **a relevant need** for the water sector in England and Wales?
- Does the innovation have the **potential to deliver positive benefit for customers, society and/or the environment?**
- Does the innovation have the potential to **deliver impact against one (or more) of the four Ofwat strategic innovation themes?**



2

Innovation enablers and innovative solutions
(20%, 20 points available)

Assessors will be looking to understand the following:

- Is the innovation **new for the water sector in England and Wales?**
- Is the innovation **better than current alternatives?**



3

Capacity, capability, and commitment to deliver
(20%, 20 points available)

Assessors will be looking to understand the following:

- The delivery team's **experience, skills and capabilities**.
- The **timeline and delivery plan** envisioned by the team
- **How the team will spend the funds** awarded should they be successful.



4

Ability to succeed, to be sustainable and/or gain wide adoption across the water sector (20%, 20 points available)

Assessors will be looking to understand the following:

- Is the innovation likely to be **feasible and viable with the water sector**?
- Is the innovation **technically possible** and does it have the **potential to be financially sustainable**?
- Does the innovation have the **potential to be widely adopted across the water sector in England and Wales**?



Spotlight

The entry process

(How to enter and the support available)



- ✓ Entries must be submitted using the online entry form in **Submittable**
- ✓ The entry form can be saved as a draft before submitting
- ✓ All entries must be submitted by **5 April 2023 at 12 noon (BST)**





Discovery webinar series

From an introduction to the water sector and opportunities for innovation, to water and sewage treatment and distribution, reusing resources, delivering for customers and climate change challenge.



Online and downloadable materials

Innovator Handbook, Entry Form Questions, FAQs...

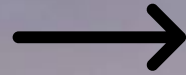


Entry clinic

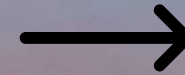
Support on your entry, the entry process and innovator journey

What happens after you submit your entry?

Eligibility Screening



Assessment



Sector Review
and
Due Diligence

1. Does the entry show the potential to deliver positive impact across the water sector in England and Wales?
2. Is the entry innovative within the water sector in England and Wales?
3. Does the entry show potential to be viable within the water sector in England and Wales?

Further
info might
be needed
from you!



Feedback



Finalists' Announcement and Award
June 2023



Ofwat Decision

Q&A

Ask your questions via Sli.do/discovery163





Caecilie
Hougaard Pedersen



Marc Hannis



Caroline Wadsworth



Arlene Goode



Rose Jolly

