



River 4U: flood alert for Water Utilities



MobyGIS S.r.l.

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Water in industrial applications

How much
WATER is there



And **when** will it
become available?



irinacapela © 123RF.com

Water in industrial applications

How much
WATER is there



And **when** will it
become available?



Will it create any
issue with my plant?



SMAT - Torino

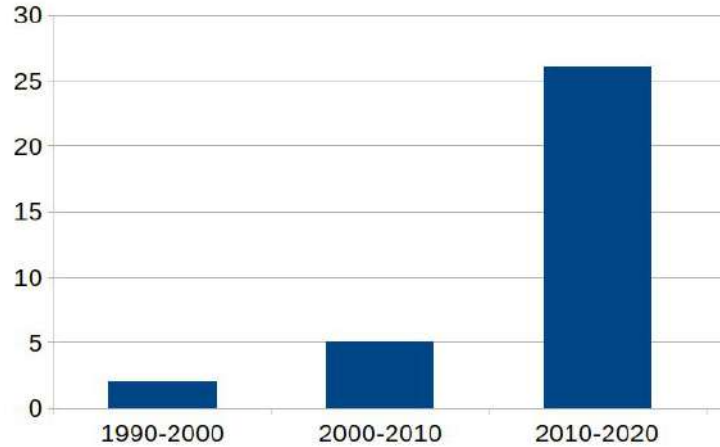


- delivering water to + 2 M inhabitants



Challenge

Extreme events (flood) in Turin



25/11/2016



29/08/2016

Challenge

Current approach



Manual intervention
(gates closing and opening)



**Backflow
flooding**



Problems



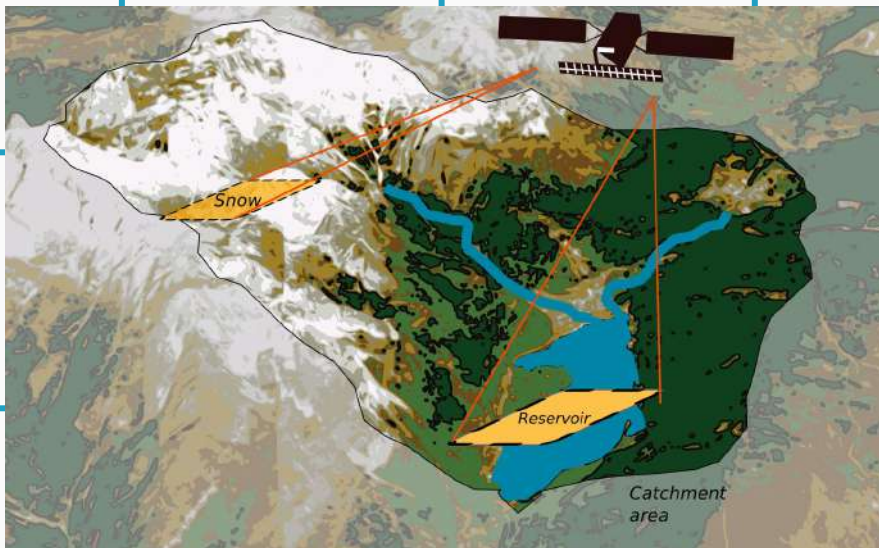
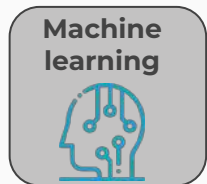
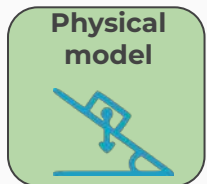
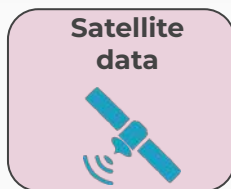
**Time
consuming**



**High
costs**

- false alerts
- missing interventions

Technology



2x accuracy



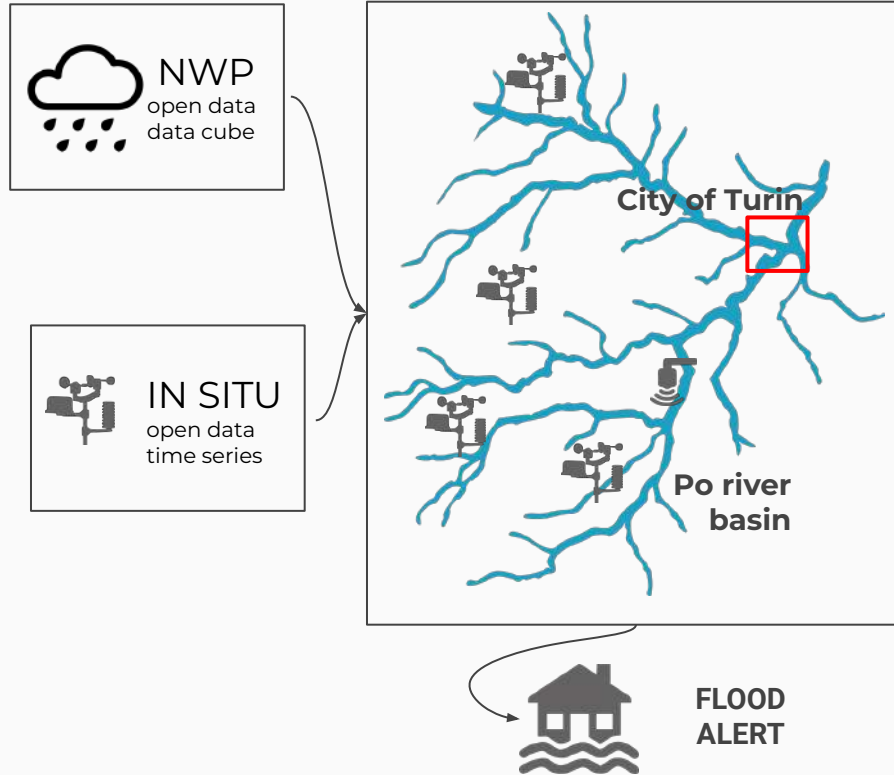
Full water cycle



No installation



The solution



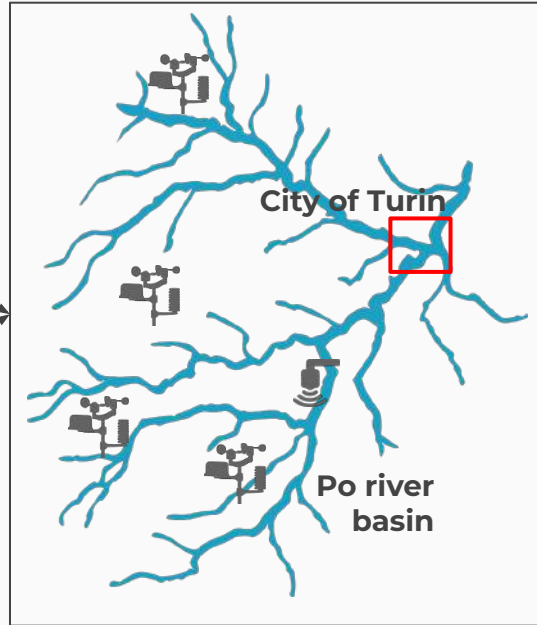
The solution



NWP
open data
data cube



IN SITU
open data
time series



FLOOD
ALERT



SCADA system

Advantages



OPTIMIZATION



**Time and cost
saving**



Reduced penalties



WATERJADE
value in every drop

SCALABILITY



Open data



**Globally
available**



Dockerized

SCADA

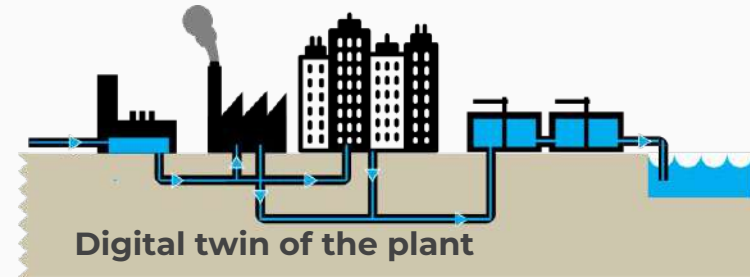
Replicability



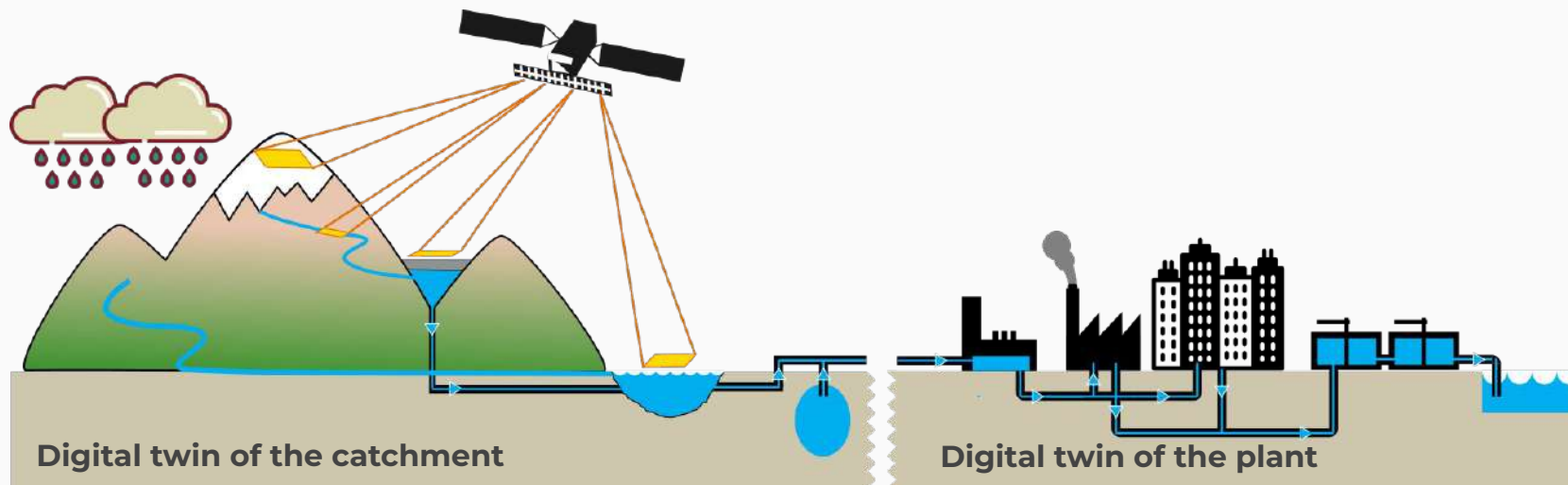
CITTA' DI TORINO

**expressed a formal
letter of support**


Vision



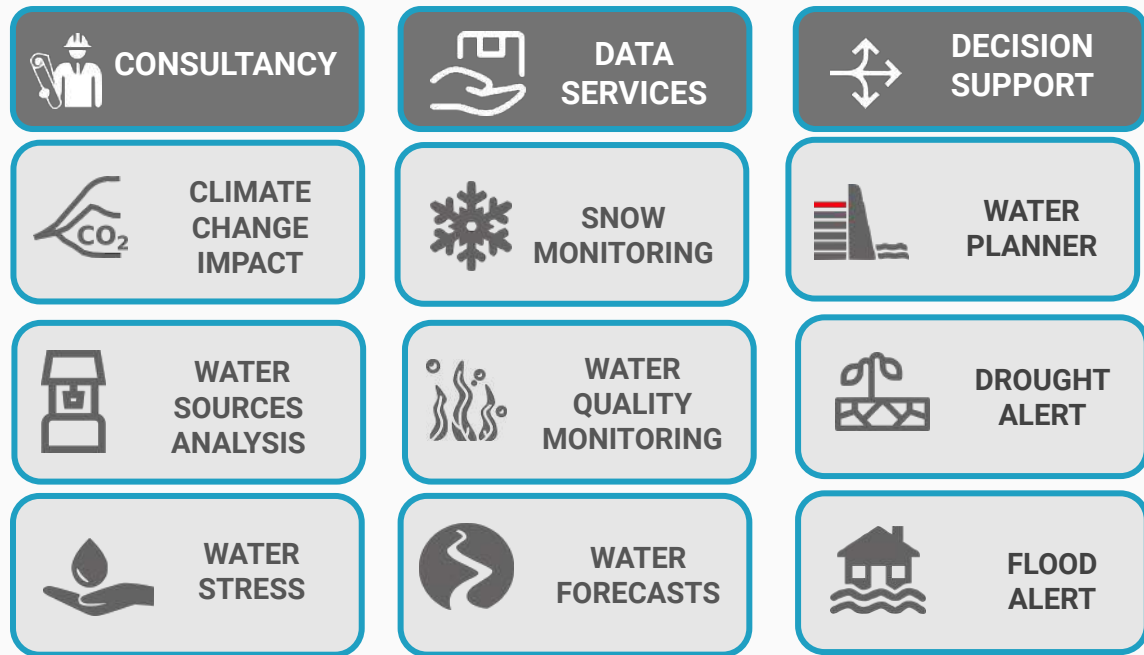
Vision



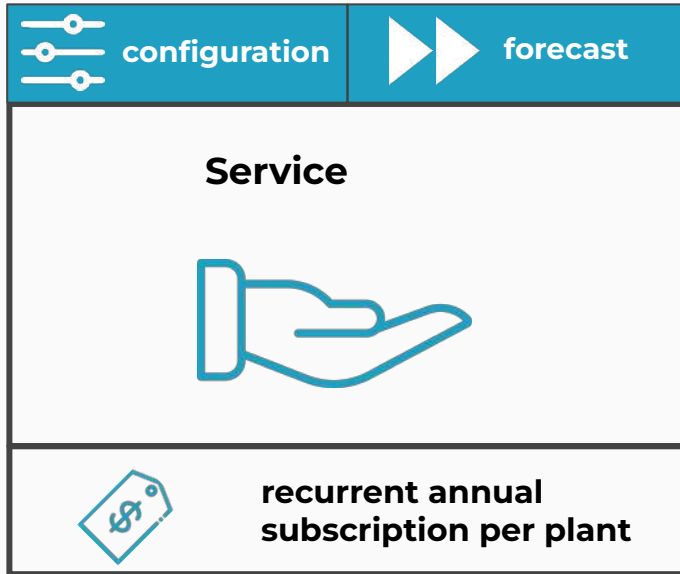
Value proposition







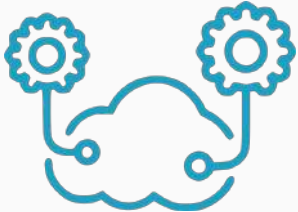

WATERJADE
value in every drop



Business model



Business model

 configuration	 forecast	 Decision support
Service 		SaaS 
 recurrent annual subscription per plant		service fee per plant or user

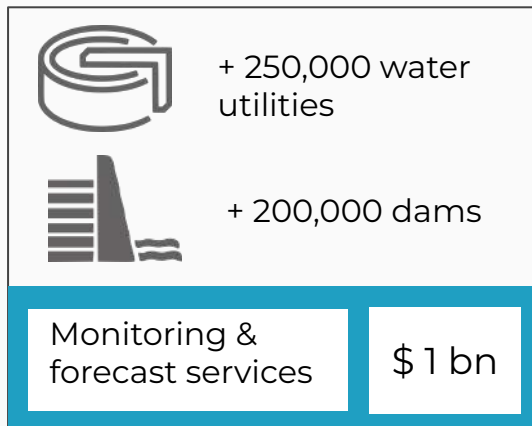
Addressable market

“ According to the United Nations, floods account for 47 percent of all weather-related disasters, affecting 2.3 billion people and killing 157,000 ”

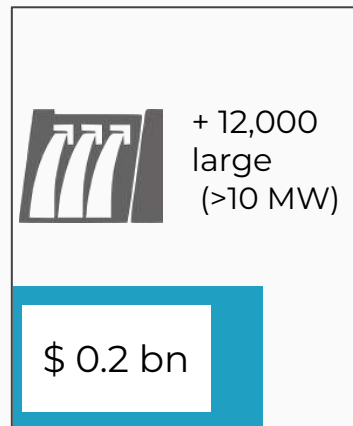
Addressable market

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Water Utilities



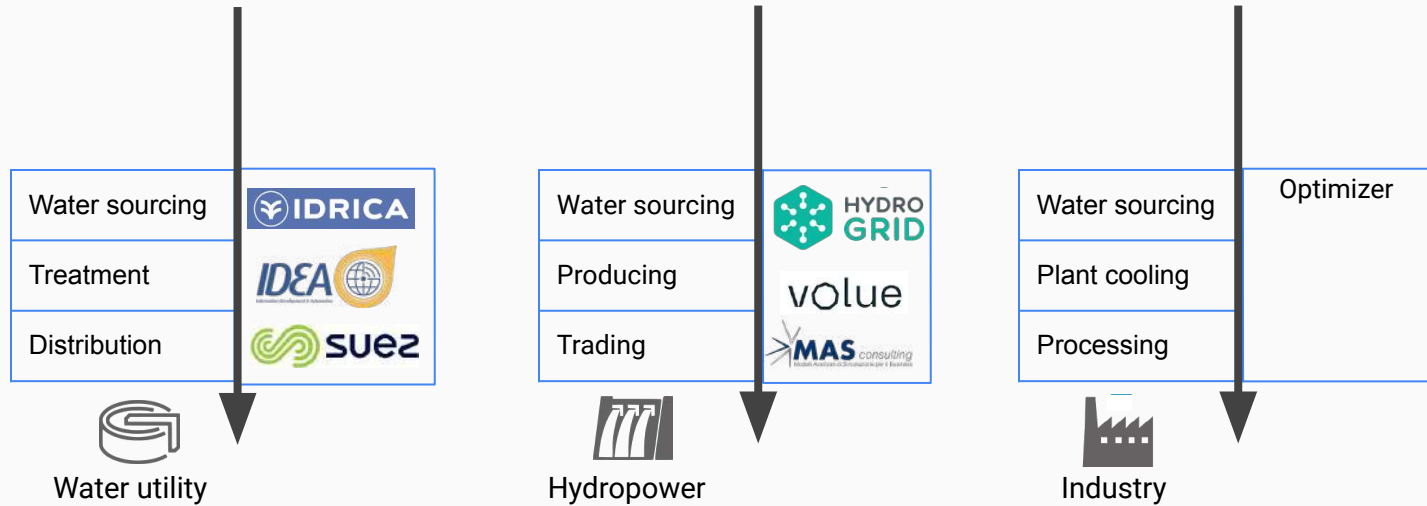
Hydropower



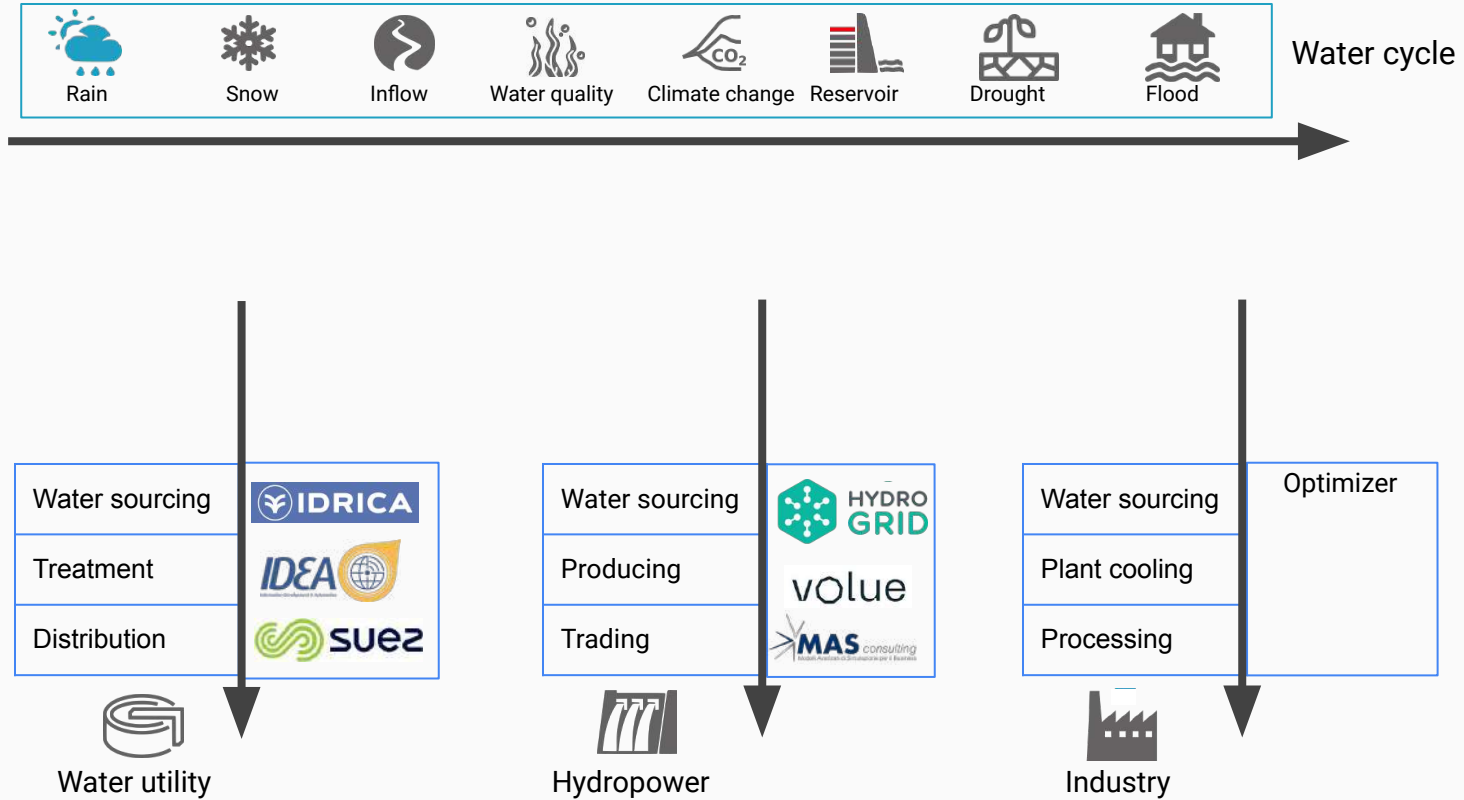
CAGR: 10-20%

(Frost & Sullivan)

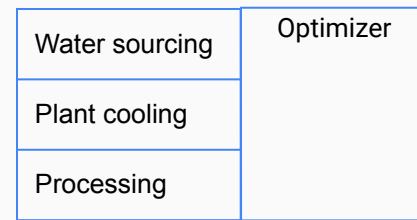
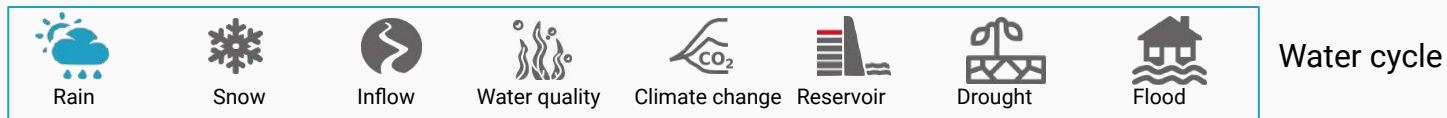
Competitors map



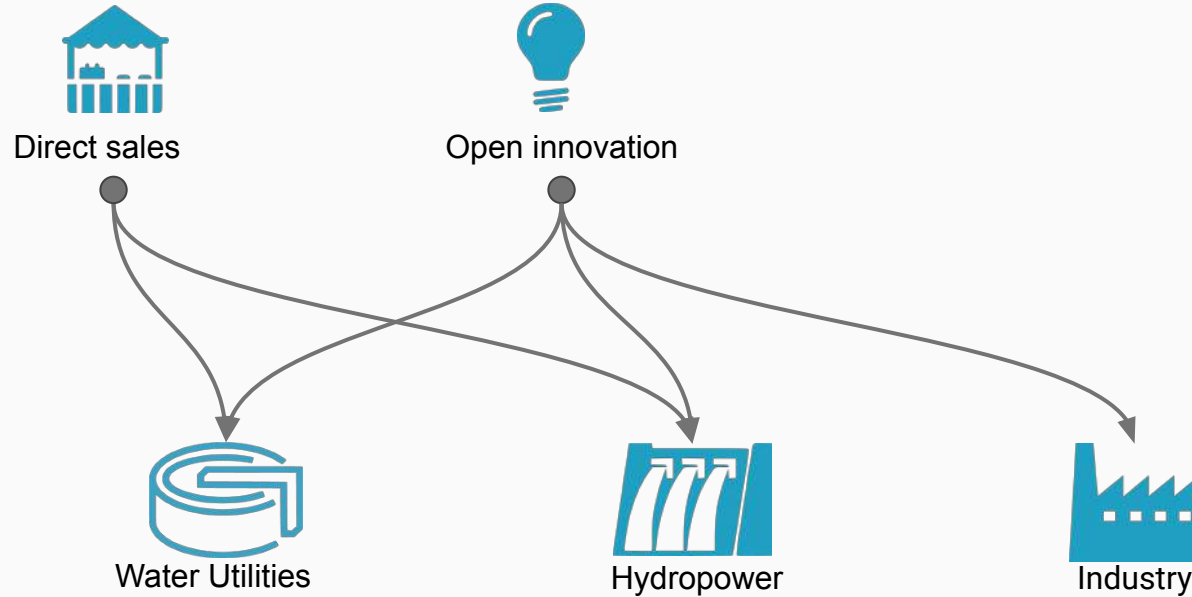
Competitors map



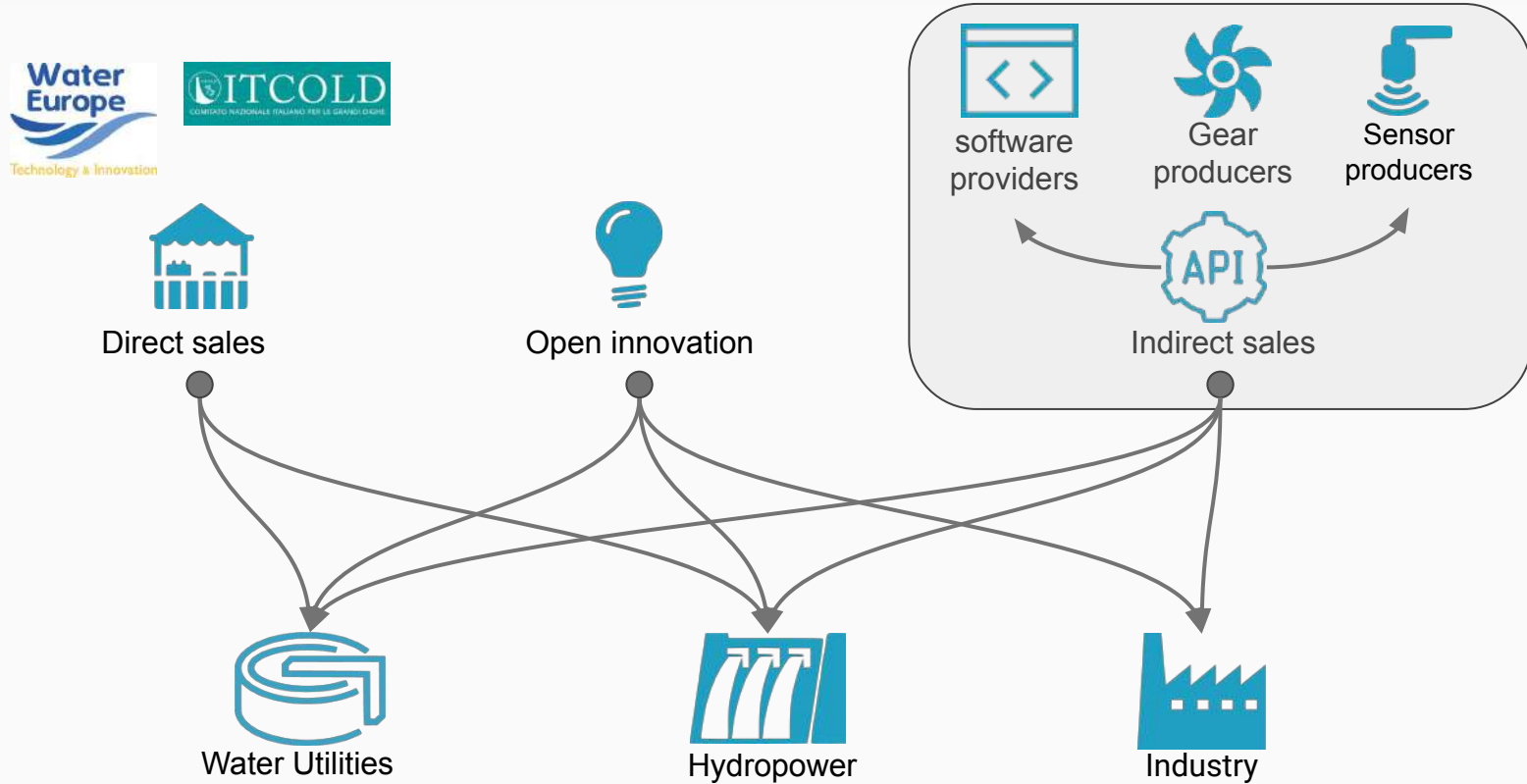
Competitors map



Go-to-market



Go-to-market



Traction

Hydropower

We supply the 2nd,
3rd and 4th largest
Italian producers in
+15 plants



Water Utilities

3 POC in Italy
2 POC in Spain
1 POC in Portugal



Partnerships



Next steps

Software engineering



Earth observation



Front-end / business model



Marketing & Sales



Team



Matteo Dall'Amico (CEO)
Business development



Stefano Tasin (CTO)
Algorithms & IT



Ruggero Andreatta
IT -Machine learning



Nicolò Franceschetti
Hydrologist

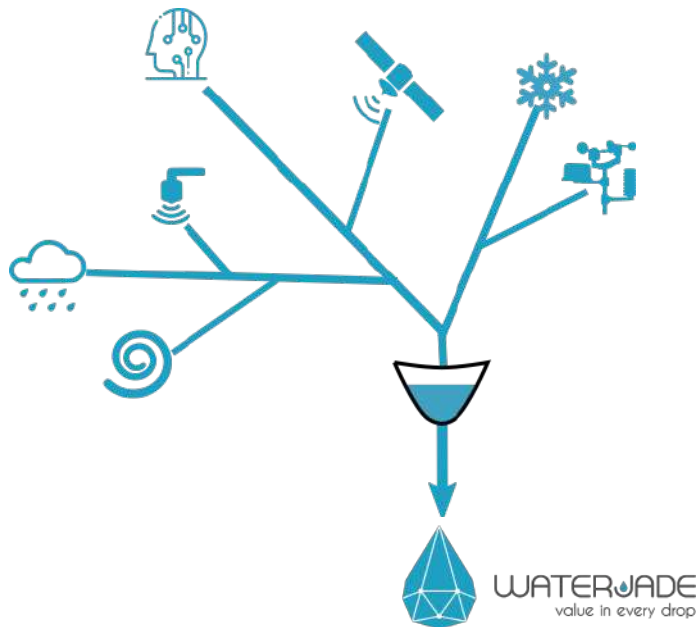


Federico Di Paolo
Earth Observation



Giulia Rossi
Hydrologist

THANKS FOR YOUR ATTENTION



The Digital Twin of the catchment







Awards:



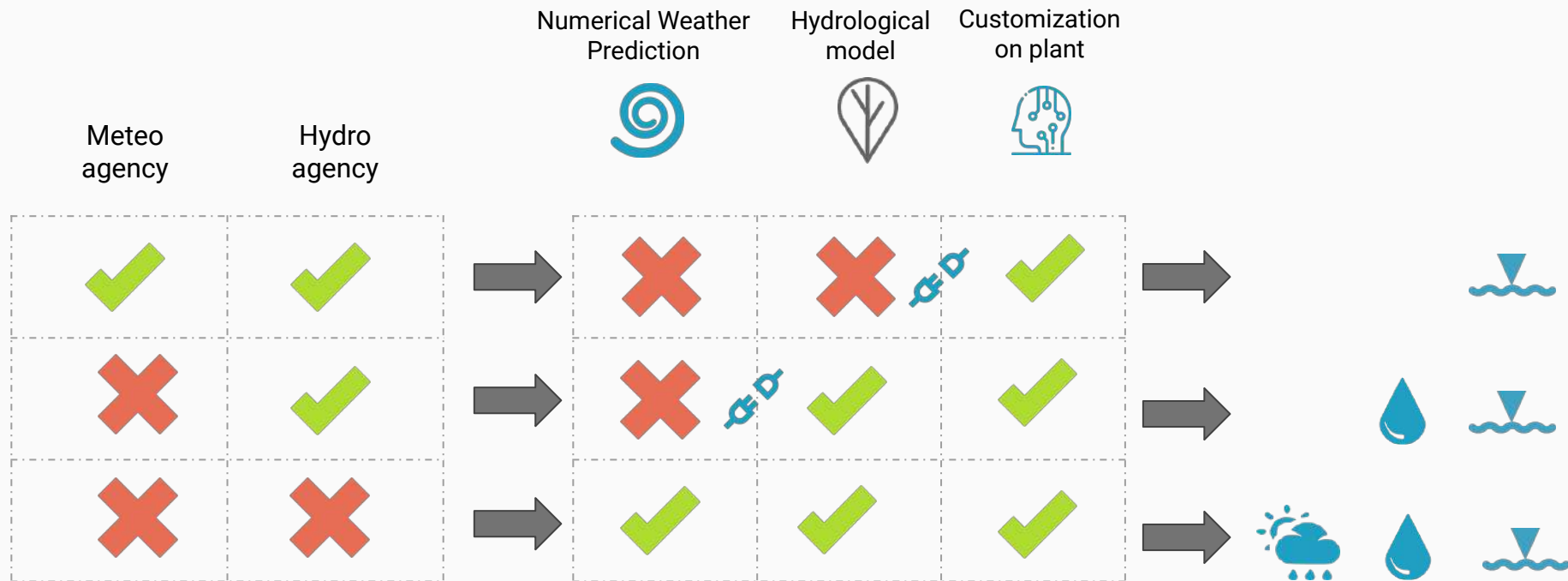
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Integration with local agencies

Meteo agency	Hydro agency
	
	
	

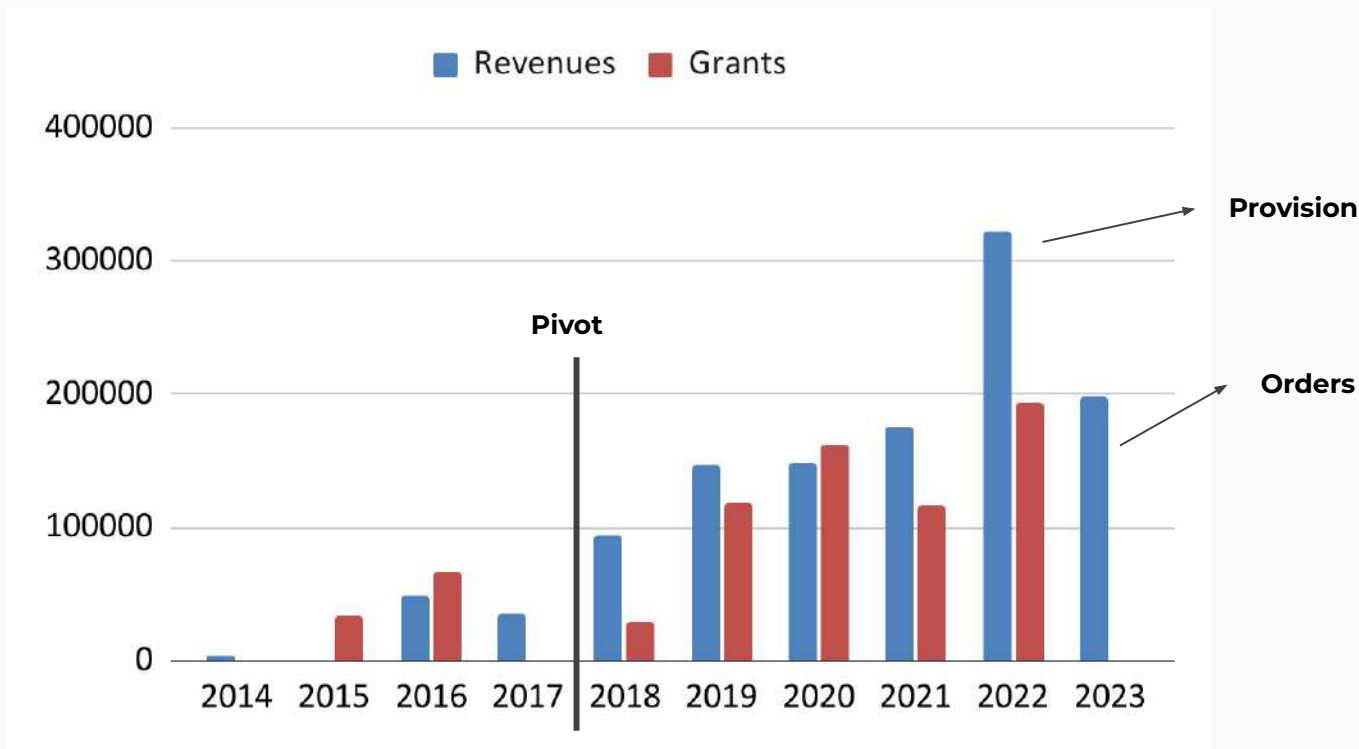
Integration with local agencies



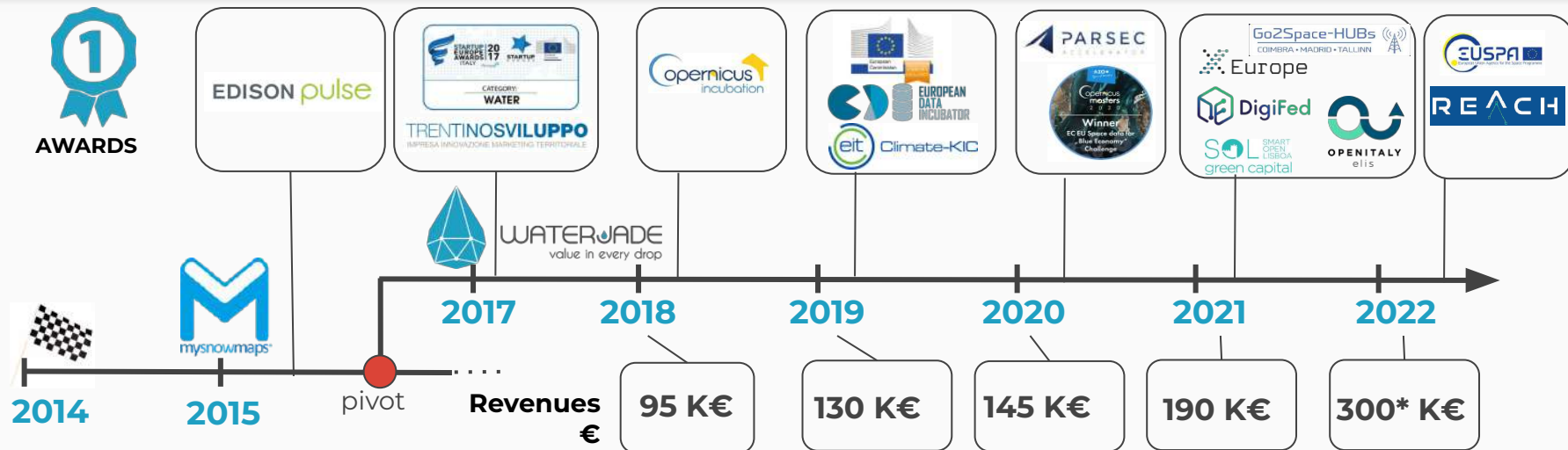


 CONSULTANCY	 DATA SERVICES	 DECISION SUPPORT
 CLIMATE CHANGE IMPACT	 SNOW MONITORING	 WATER PLANNER
 WATER SOURCES ANALYSIS	 WATER QUALITY MONITORING	 DROUGHT ALERT
 WATER STRESS	 WATER FORECASTS	 FLOOD ALERT

Financials



Company storyline



Since 2017

Revenues	Grants
+650 K€	+400 K€














































MobyGIS is a Limited Company founded in 2014. The initial mission was to sell snow insights (a sort of "Waze of the snow") to off-piste explorers through the App Mysnowmaps®.

In 2017 there was a business pivot: the company was restructured and Matteo Dall'Amico became the solo owner and decided to invest in the industrial sector with the brand Waterjade®.

The mission of the company was changed in the *optimization of water abstraction for industrial applications*. The current value proposition is the "Digital Twin of the catchment" in order to support the monitoring and prediction of water supply for industrial applications.

Since then the company has increased in revenues and was awarded in many international contests.

Competitors map

GIS - Satellite			Meteo-Hydrology			Consultancy-DSS						
												
 Monitoring	 Water quality											
	 Snow monitoring											
 Forecast	 inflow forecast											
	 Water temperature											
	 Climate change											
 Decision support	 Abstraction optimization											
	 Extreme events											

We can identify three clusters: GIS-satellite, Meteo-Hydrology and Consultancy-DSS. Each of the company is just specialized on one piece of information, namely monitoring, predictions or DSS. Our differentiation is to develop a "all-in-one" solution, easing the purchasing procedure.

Needs

Safety



Efficiency



Compliance



Drought



Flood



Revenues



Revamping



Continuity



Continuity



Civil
protection



Toxicity

Services

