



JOIN A SELECT GROUP OF ORGANISATIONS INVOLVED IN THIS FUTURE DESALINATION TECHNOLOGY MULTI-CLIENT STUDY in Q1 2014

# Desalination Technology Multi-Client Study

## DME - YOUR PARTNER ASSOCIATION

### Optimisation vs. Innovation?

JOIN A SELECT GROUP OF ORGANISATIONS INVOLVED IN THIS „FUTURE DESALINATION TECHNOLOGY“ MULTI-CLIENT STUDY

#### THE TECHNOLOGY PROVIDER DILEMMA:

We have been looking at technology development globally in the desalination Business focusing on East Asia, Europe and USA. A lot of the observed technology based companies are struggling setting strategic long term goals. These companies permanently are looking for technology partners and technology to buy.

Doing this they optimise what they do. But are they innovative? Do their clients allow them to implement innovative technology? How far can a technology provider go not offsetting his clients but being innovative. We have started a multi-client study to explore this dilemma.

#### AIM:

The study will address three fundamental questions:

1. That Technology jump will come next?
2. Who is prepared to Partner?
3. Where is the Client to use this?

Will investment and operation in the future desalination sector be based on optimisation principles, or are we moving to innovative investments?

#### WHO SHOULD PARTICIPATE?

The insights will be invaluable to policy makers, water regulators, existing market players, Start-ups developers and potential investors and in desalination such as Banks and VC Funds, water supplier and water off-taker and desalination project developers across the globe.

#### APPROACH:

We are drawing on the approach first used in our successful Global Desalination Roadmap, placing informed debate between key stakeholders at the heart of the project

Based on this we will develop profiles and clusters of technologies and regions providing first class first hand information.

The Steering Group of Founders will determine:

- the direction and focus of the study
- modelling relationships to be considered
- key assumptions and scenarios
- alternative technology measures to examine

We are deploying state-of-the-art modelling to quantify the alternative scenarios and technology frameworks, building up a acclaimed intermittency model which appraises patterns of regional water demand, energy sources available and distribution networks.

The model approach should include dynamic investment decisions on production investment and closure.



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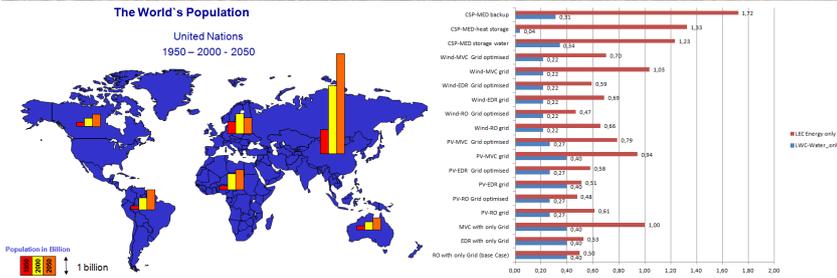




**POTENTIAL QUESTIONS TO ADDRESS:**

- Will Brine always be an effluent and face environmental restrictions?
- How high can be a recovery rate of an RO System?
- Can a desalination Process operate with some hundred Watt only?
- How big is the Water footprint of a desalination technology?
- Will water production technologies always need subsidy or can they exist in a market environment?
- How high would water prices need to be to refinance without permanent subsidy for low Water costs investments?
- What would the impact of these prices be on water utilities and companies?
- What would the optimal arrangements be to permit the necessary network infrastructure to be built in a region?

- Can the demand side of the market become actively involved or will we continue with supply-side solutions?
- What are the policy and regulatory risks for the international investor under national policy frameworks?



**INVITATION:**

We invite you to join a select group of organisations in our new "Future Desalination Technology" multi-client study.

**FEES:**

- Founders (SOLD OUT)
- Members: €50,000 excl VAT

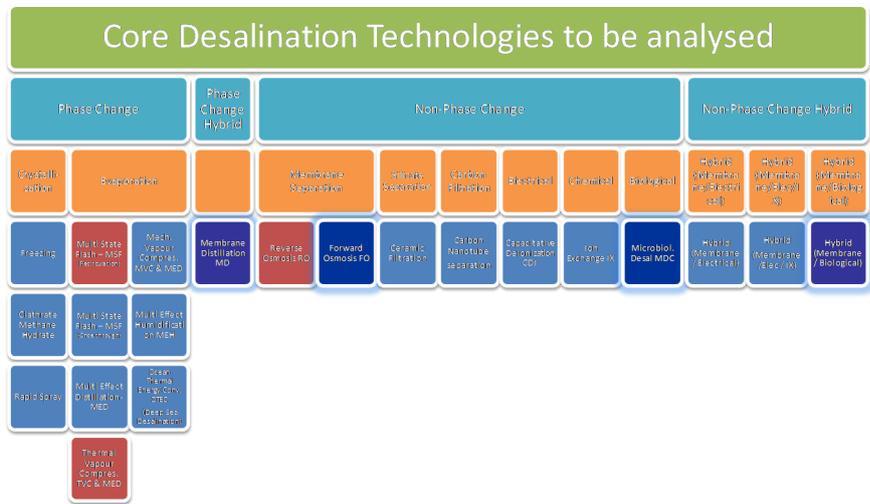
**Why DME?**

Observing desalination technology with a historical background of decades we are today involved in the future desalination development technologies on a global context to provide impartial advice to both the public and private sectors on desalination technology and market design components.

Contact DME for more information:

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Water must be available to every human being in a sufficient quality and volume and it must be supplied under socially acceptable and environmentally friendly conditions. (The vision of DME)

The biggest part of the world's surface (71 %) is covered with water. Only 3 % of the water resources worldwide is portable water and the rest of 97 % is salty water, not drinkable for human beings. DME was founded in May 2003 and was committed to uniting the know-how existing in Germany with the interests of the economy, the sciences and politics and in creating a platform for exchanging experience and for offering further education on seawater desalination.

Thank you for considering us one of your trusted partners. We appreciate the privilege of contributing to the success of your projects. Should you have any questions concerning this acquisition, please contact us.

