

We give people and businesses worldwide insights
and tools to improve the way they use water to ensure
a sustainable future for humanity.



droople

PRESS KIT
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Droople is a Swiss cleantech company based in Puidoux, Vaud, founded in 2018, developing innovative IoT solutions for intelligent water asset management. Droople AI-enabled systems allow customers worldwide to accurately measure and analyze their water assets for monitoring, predicting maintenance and unlocking water and energy savings.

OUR MISSION

Droople's mission is to contribute to the global goal of preserving water, using smart tools and information technology to improve the way people use, conserve and value water. To that effect, Droople offers concrete water management solutions, including hardware and software, which ensure water quality and real-time insights at any point-of-use.

By digitizing 36+ billion water-based assets "off radar" today all around the world, including sanitary ware, water treatment systems, appliances, and many more, Droople aims to provide the necessary information and tools to change behaviors, to save money, and to build the Internet of Water with other actors in the field.

Sustainability, transparency and performance are the three core values of Droople's company culture



ABOUT THE COMPANY

In 2018 Droople was founded by CEO Ramzi Bouzerda, as part of Lausanne EPFL's Incubator La Forge for early-stage start-ups. Strong ties with the school still exist with collaboration on research projects. Four members of the core team are EPFL Alumni.

In 2021, three years after its launch, Droople raised seed round funding totaling CHF 1.5 million from private investors. In May 2021, Droople moved its headquarters to larger offices in Puidoux in order to accommodate its quickly growing team of currently (12) employees. The new office space holds an in-person demonstration of Droople's water management solutions in a dedicated showroom.

Droople's growing customer base includes service providers, facility managers, schools, and manufacturers of water installations. Droople's products are implemented in Switzerland but also internationally, where Droople aims for continued market expansion on three continents, covering EMEA, NA and APAC* markets.

* Europe Middle East & Africa, North America, Asia-Pacific

BUSINESS DEVELOPMENT

- ◊ **08.03.2021, Vevey, Switzerland** - Vebego AG, a leading provider of real estate facility management services, piloted a project to enhance the sustainable water usage in a 1'500 m² commercial center.
- ◊ **18.11.2020, Maidstone, UK** - Filerder Filter Systems Ltd., one of UK's largest Process Filtration & Water Treatment product suppliers and Droople partnered in developing a tailor-made smart filtration solution.

RESEARCH & DEVELOPMENT

- ◊ **20.06.2021, Lausanne, Switzerland** - Droople entered a partnership with the Embedded Systems Laboratory (ESL) at the EPFL and the ALTIS Group (Valais) to implement a joint Research and Development project WaSTeLeSS to achieve significant water savings in buildings through monitoring by 2023.




AWARDS & RECOGNITION

- ◊ **03.09.2021, Tokyo, Japan** - Droople won the International IoT Startup Award by Plug and Play Japan.
- ◊ **23.03.2021, Virtual** - Droople was a finalist for the Hitachi Innovation Challenge for Circular Economy.
- ◊ **11.01.2021, Las Vegas, US** - Droople was among the Swiss start-ups presenting their technology at CES, the world's most influential technology event.
- ◊ **19.11.2020, Montreux, Switzerland** - Winner of « Les Mérites de l'Economie Riviera-Lavaux » Award, « Entreprendre » category for companies younger than three years.



ABOUT THE SOLUTIONS

Droople delivers a full IoT* solution to monitor water treatment systems, sanitary ware and appliances to monitor them, predict their maintenance, automate the procurement of their consumables and enable water-energy savings for service operators and their end-customers.

Droople AI** enabled tools empower customers worldwide to accurately measure, monitor and analyze their water processes for predictive and proactive maintenance.

Droople AI-powered Water Intelligence platform is designed to digitize water-based assets worldwide, including sanitary ware, water treatment systems and appliances, by giving its customers real-time access to the actionable data, bringing transparency, and allowing optimizing their water and energy use.

* Internet of Things

** Artificial intelligence

ABOUT THE TEAM



Ramzi Bouzerda, founder and CEO

I needed to do something that could make a difference. At Droople we are convinced from the first day that the sustainable management of global water resources will be at the core of the Circular Economy of tomorrow.

Droople is a subtle blend of talents with complementary skills covering business, communication, technical and sustainability areas. You will find our dedicated and talented team [here](#).

SAVING WATER TO BUILD THE BETTER FUTURE

The global population experiencing severe water scarcity is increasing from 32 million people in 1900 to a projected 3.1 billion people by 2050. The organization also predicts a **40% shortfall of global water supply by 2030**. Yet, today – within less than a decade - users are still completely blind to what happens after the main water meter in any residential, commercial, or industrial buildings. It is estimated that the Total Asset Management of water assets represents far more than 36 billion units and 1'432 billion worldwide.

Water scarcity is not the only threat for future generations. The United Nations also predicted an increasing water quality concern at the tap. **Good quality water is essential to good health.**

In Switzerland, water is seen as a commodity and not a precious resource. Switzerland is the water reserve of Europe, the water castle of Europe. Good quality water is continuously available. **Fresh water costs the population very little - a Swiss household pays on average 3.18 per m³.**

SUSTAINABLE DEVELOPMENT GOALS

By promoting the integration of water saving systems and educating about the value of this important resource, Droople is speeding up the adoption of sustainable practices. Droople's mission contributes to several SDG goals:



SDG 6 - Clean water and sanitation

Droople's solutions aim to conserving water for future generations and pollute less.



SDG 9 - Industry, innovation and infrastructure

Droople brings services at a new level enabling new business models.



SDG 11 - Sustainable cities and communities

Droople helps organizations optimize their services cost while making a sustainable impact.



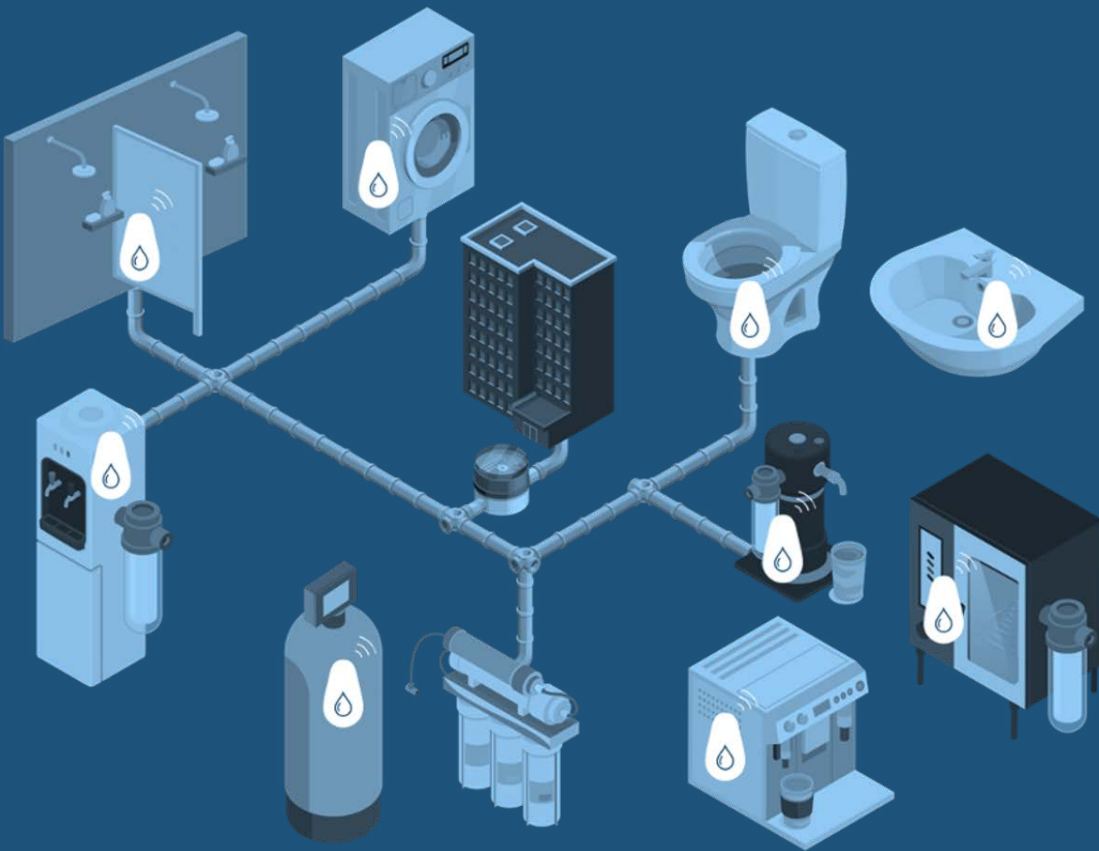
SDG 17 - Partnerships for the goals

Droople partners with their clients and organizations worldwide to educate and create awareness around water and hand hygiene.

BUILDING THE INTERNET OF WATER

Droople's Water Intelligence Platform taps into hidden data with AI-enabled edge and cloud data processing by measuring water consumption and quality parameters at any point-of-use. The Internet of Water bridges precise monitoring capabilities, predictive maintenance, and end-to-end behavior insights.

At Droople we offer our customers full transparency on water consumption, and convert actionable data and information into a new business intelligence.



SMART FILTRATION

MONITOR USAGE AND HEALTH OF WATER TREATMENT SYSTEMS

Water treatment systems are widely used worldwide to provide high-quality drinking water for households, food and beverage businesses and industrial and chemical processes. Most of the time these assets are not monitored, leaving the operators and end-users blind to their efficiency, maintenance needs and cost-effectiveness.

Water treatment systems, such as reverse osmosis systems*, purifiers, carbon and sediment filters, softeners, as well as dispensing systems can be equipped with a wide variety of connected sensors, able to precisely measure conductivity, flow rate and temperature, pressure, and total dissolved solids.

The fine-grained data are collected by the smart sensors and transferred to the dedicated cloud platform.

* a water purification process that uses a partially permeable membrane to separate ions, unwanted molecules and larger particles from drinking water.

The machine-learning algorithms can then be customized to provide vendors, services provider and end customers with actionable insights. These will monitor asset performance, enable their on-time maintenance, and predict the replacement of the consumables such as filter cartridges, CO₂ canisters, or UV lamps.

**“WHAT’S MEASURED
IMPROVES”**

Peter Drucker,
American-Austrian educator



SMART SANITATION

OPTIMIZE CLEANING PROCESSES AND MONITOR HYGIENE

Toilets, faucet taps and urinals are used every day, and require regular cleaning. It's difficult to gauge how many times and when these objects are used, which means their cleaning schedules are not always optimal or cost-efficient. Airports, shopping centers, schools and corporate offices have highly varying flows of people, and cleaning processes must be continuously adapted to maintain an adequate level of hygiene and quality of service.

Droople provides an IoT solution based on retrofit, battery-operated flow sensors to anonymously monitor restroom usage, cleanliness, and of course high-low traffic. Real-time toilet and tap usage data help optimize cleaning frequency, monitoring hand hygiene and accurately predicting when to replace consumables, such as sanitary bin liners and paper towels, saving both human and material resources.

SMART MONITORING

WATER DISPENSERS AND APPLIANCES

The landscape for drinking water becomes more challenging with strict requirements to guarantee purity, taste and control of hardness. This also feeds the understanding of overall sustainable impact in reducing plastic bottles worldwide. Water dispenser fleets are complex with ranges of sizes and types (over the counter, standalone, under the sink) and consumables alongside their various filter cartridges, CO₂ canisters, and UV lamps.

Droople provides lean logistics for the management of water dispenser fleets, helping companies to automate procurement and shift from reactive to predictive management. Sustainability usage and dispenser KPIs also provide showcasing of single-use plastic bottle savings and monetary impact for donations.

Water is everyone's concern - everyone can play a role and act in everyday life on consumption and conservation. Good habits are formed at an early age and youth play a key role in building a better tomorrow. For this reason, Droople is convinced that:

Educating the next generations all over the world about the vital role of water in all aspects of our lives is of paramount importance.

Droople is playing its part in raising awareness about the role of water and hand hygiene and partners with organizations and schools worldwide. The Covid-19 pandemic has highlighted the importance of hand hygiene and provided an opportunity to raise awareness among the youngest in schools.

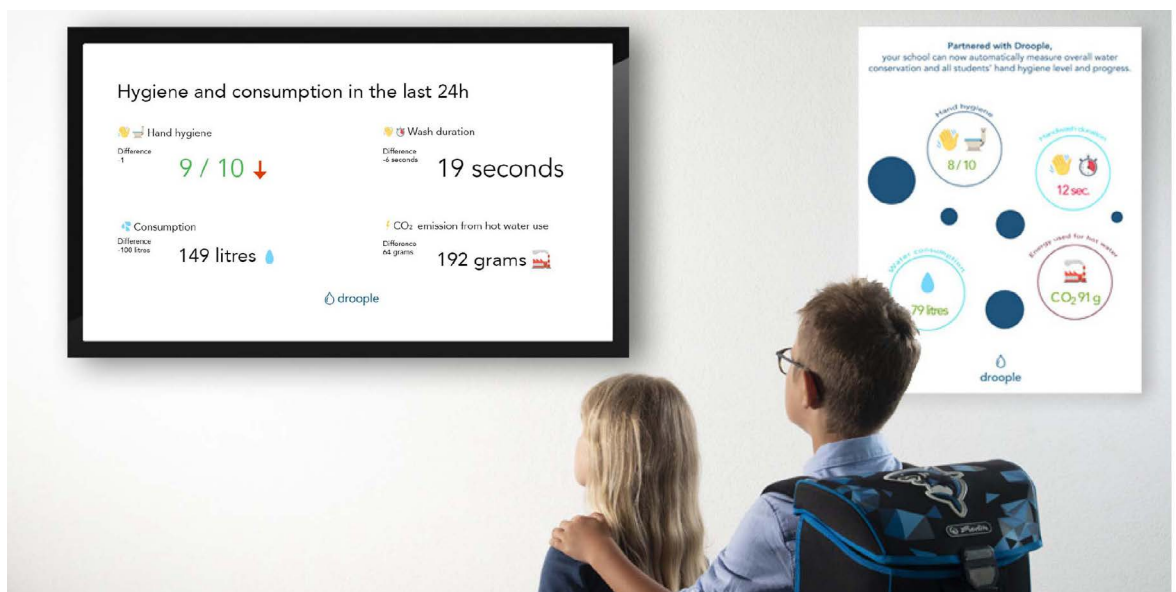


ÉCOLE VIVALYS PROGRAM CASE



Ecole Vivalys Ecublens in Switzerland is the first school in the world to automatically measure the level of hand hygiene of its students through connected water sensors. **The data collected by Droople's sensors are displayed in real time on a screen and on the school website.** Since implementing this innovative system, the school has observed a reduction in pupil absence as a result of illnesses such as gastroenteritis, flu or colds.

In the frame of this collaboration, Droople had the opportunity to run a series of workshops to raise youngsters' awareness of how much precious water is used during a school day and how to use this water in a smart way.



WATER ALLIANCE ASSOCIATION UAE TOWARD THE LASTING POSITIVE CHANGE



Droople is an active sponsor of the Water Alliance Association UAE – a non-profit organization located in the heart of the Dubai's Sustainable City. The Alliance was born in 2014 from the vision that no one should be without safe drinking water and that those more privileged can be more responsible for their water use. Education is at the core its activities, from primary school students to universities and the corporate sector. Droople is an active sponsor in the [RE-NEW Student Innovation Challenge](#), supporting youth initiatives for new creative and innovative solutions to the world's water issues.



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