

Crafting the Startup Pre-nup: How Suffolk Technologies and WINT-Water Intelligence Got from First Date to Power Couple

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#ENRTech



Starting Up AI-Based Water Damage Prevention

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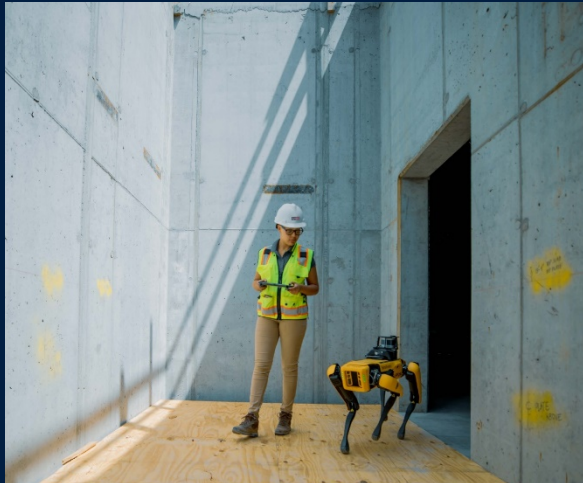
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WINT Water Intelligence



Suffolk Technologies was Designed to Address the Innovation Challenges Facing the Industry

Validate Solutions & Business Models



Access to jobsites & experts for GTM, piloting and scale

Accelerate Go-To-Market



Customer and partner networks spanning every value chain stakeholder category

Investment Capital



Venture Capital Fund & Accelerator to support early stage built environment startups



SUFFOLK
TECHNOLOGIES

Efficiency Improvements Across Entire Building Lifecycle

Faster Surveying & Modeling



Preconstruction:
Development & Design

Streamlined materials
procurement



Construction



Operate & Maintain



Automation of
production tasks



Smart monitoring
& maintenance



SUFFOLK
TECHNOLOGIES

Managing Water In Buildings

- **Water Leak Damage Prevention**

- Prevents property damage
- Eliminates business disruption

- **Sustainability**

- 20% - 25% water savings
- Reduces carbon footprint

- **Cost Effective**

- Water bill reduction
- Reduce insurance costs
- Prevent damage, project delays & business disruption



Construction, Commercial, Residential, Industrial



“Water is the New Fire”

In Construction and Real Estate

#1 Construction Claim

Water damage accounts for nearly 50% of all Builder's Risk losses

Insight Risk, May 2022

#3 Most Common Claim in P&C Policies

Water damage is the 3rd most common claim globally –

Allianz Global Corporate & Specialty and Global Claims Review

\$13 Billion in Water Damage & Removal

Annual cost of water damage and removal in the U.S. in 2017



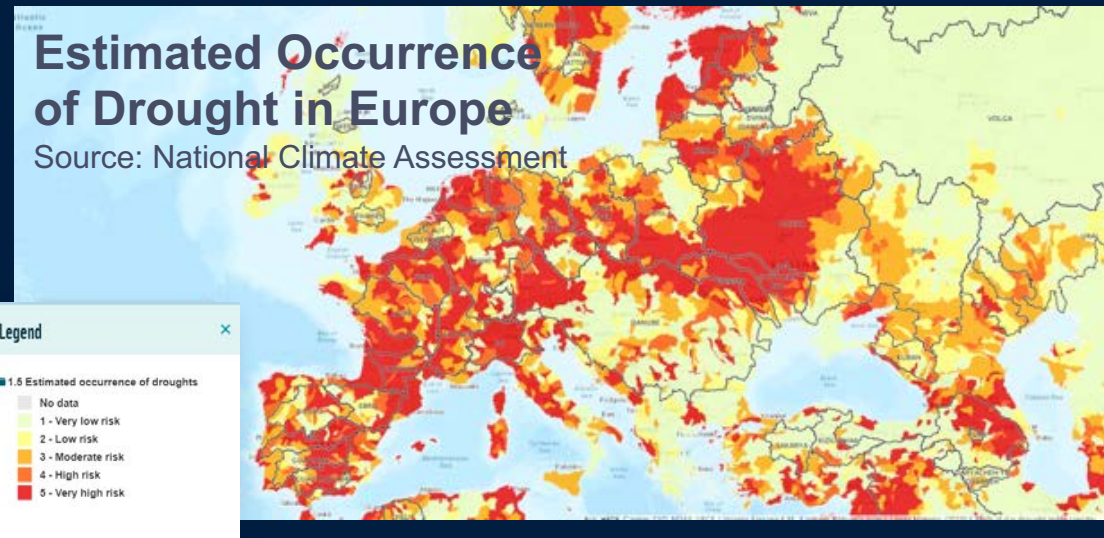
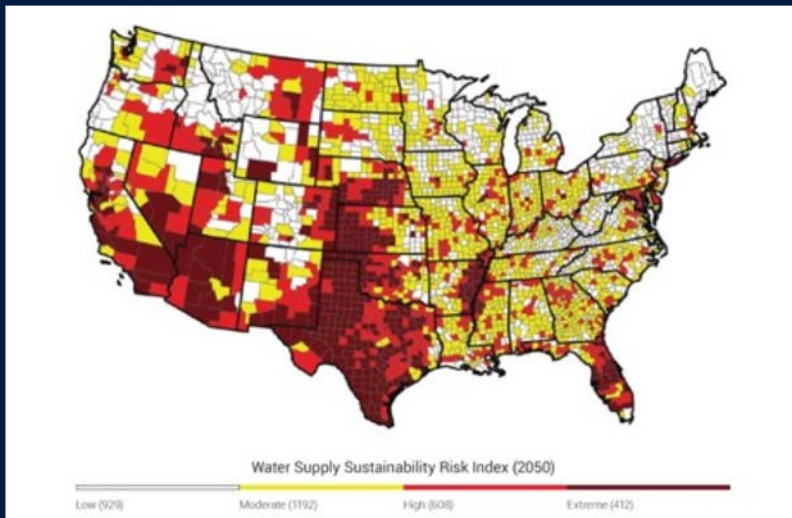
Water is a Critical Resource

25% of water in buildings goes to waste

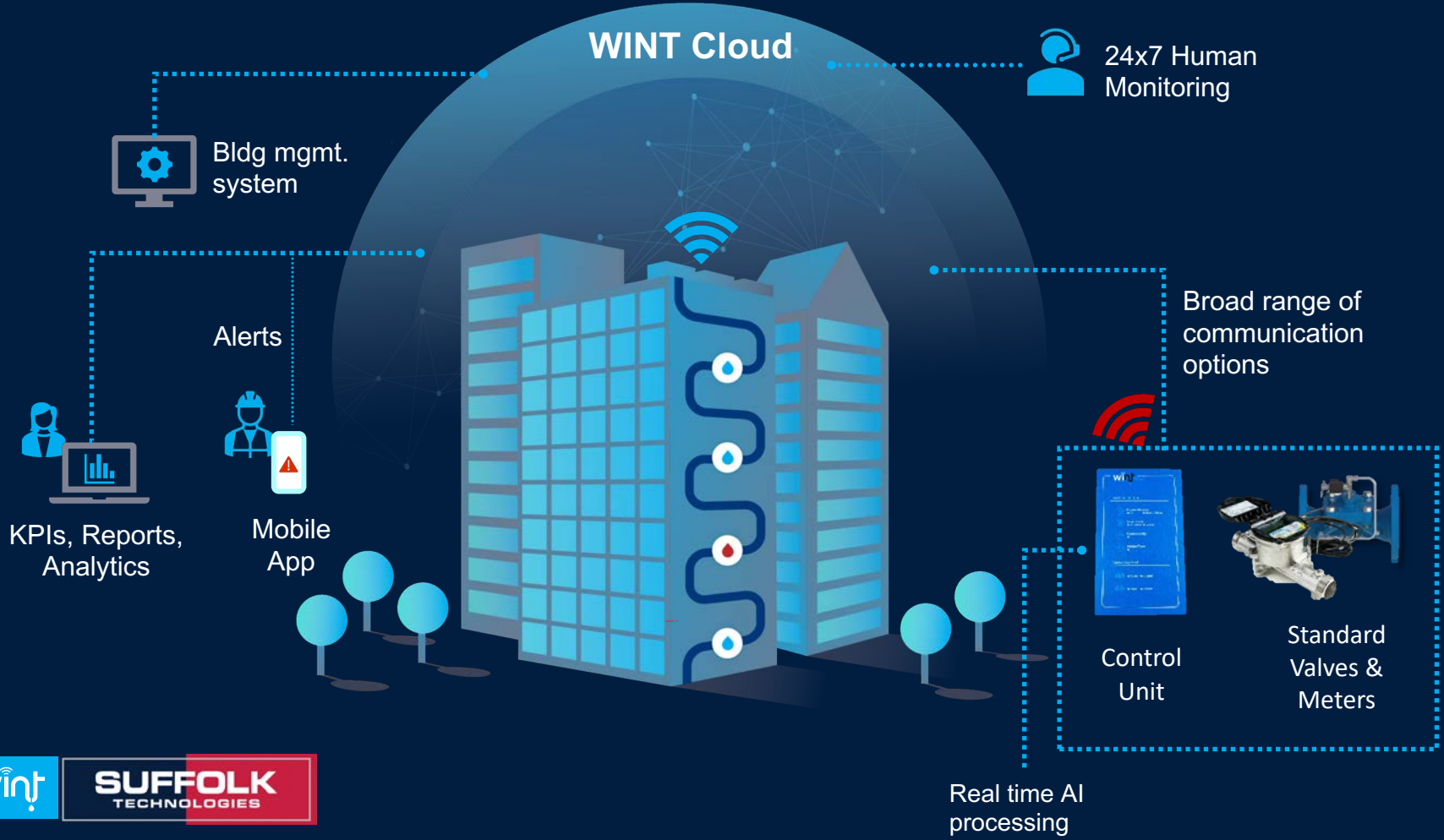
80lbs of carbon emissions per 1000 gallons used

52% of the US lower 48 states are in drought

50% of the EU + UK territory is facing drought



Enterprise Grade Water Mgmt Platform



Total Protection

- Temp Water
- Main Feeds
- Cooling Tower
- Sprinklers
- HVAC Closed Loop
- Etc...

Support

- 24/7 Customer Support
- Customer Success
- Full Warranty



BOOST

A Program by the built world,
for the built world.



wint

SUFFOLK
TECHNOLOGIES

wint

SUFFOLK
TECHNOLOGIES



BOOST

"The built world accelerator"

- ✓ 3% program acceptance rate
- ✓ 6-week remote program advancing the industry forward
- ✓ 19 Program Partners and Sponsors with unique expertise
- ✓ Founder friendly investment terms (\$100K SAFE)

"The industry's stamp of approval"



19 BOOST Partners

18 BOOST Alumni Teams

A Startup's Journey: Venturing Into a Market

Why BOOST?

- You're trying to build *something new* that doesn't exist yet
- You need to *move fast*
- You don't really know *the market*
- You don't really know *your users*
- Your product is *partially fit* for purpose
- You don't know what *you don't know*

BOOST Program: 6-Week Goals

INSURANCE

- Gain traction with insurance market at quicker pace to accelerate growth
- Further understand insurance carrier approach to providing incentives

INSTALLATION

- Test in the field on active jobsites
- Leverage Suffolk network to help us partner with plumbers in the market

ENTERPRISE SALES

- Test top-down sales approach via initiative/risk mitigation plan at the corporate level
- How do we build support and spread adoption more quickly?

PARTNERS/INTEGRATIONS

- Understand risk tolerances and warranties from GC to Sub
- Understand opportunities & level of importance for integration w/ Procore and BMSs

Managing Expectations



Customer

Understand risk tolerance and identify solves to meet standards.



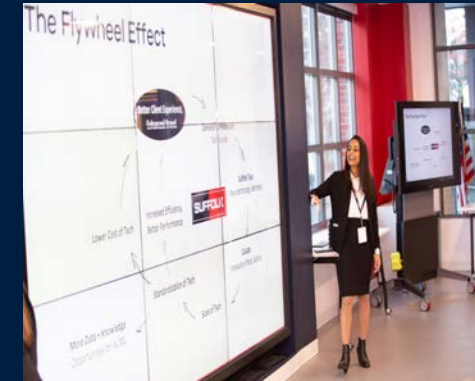
Use of Brand

A meeting does not mean a customer and rights to use the brand freely.



Unlimited Access

Confusion can be killer at a large organization, streamline your communications.



Integrations, now

Our integrations, IT, risk management, and legal will need to be involved and we will have to prioritize.

A Startup's Journey: Establishing Market Presence

Why Suffolk?

- Access to internal *customers* and their *network*
- Use your *product* and gather user *feedback*
- Build industry *connections*; know the ecosystem
- Solve critical *go-to-market* challenges
- Cut your time to market and *leapfrog* competition
- *Scale* a consistent experience

Unlocking Value Through Partnership



Toll Brothers
AMERICA'S LUXURY HOME BUILDER

Google



THE HOWARD WALKEN ESTATE

Balfour Beatty
Construction



mace



CBRE



MULTIPLEX
Built to outperform.



EMPIRE STATE
REALTY TRUST



DELL EMC



Microsoft



citibank



TIDHAR



CYREN



Genentech
A Member of the Roche Group



Thank You

Parker Mundt



Yaron Dycian



ENR FutureTech

Engineering News-Record

CONSTRUCTION'S LEADING TECHNOLOGY FORUM

HILTON UNION SQUARE
SAN FRANCISCO

