CUSTOMER INTIMACY
SOLVING GLOBAL WATER PROBLEMS

SREE SREEDHAR | DIRECTOR, PRODUCT INFRASTRUCTURE & SECURITY | HE/HIM

AQUATIC INFORMATICS | August 2024

AQUARIUS NATIONAL USER CONFERENCE

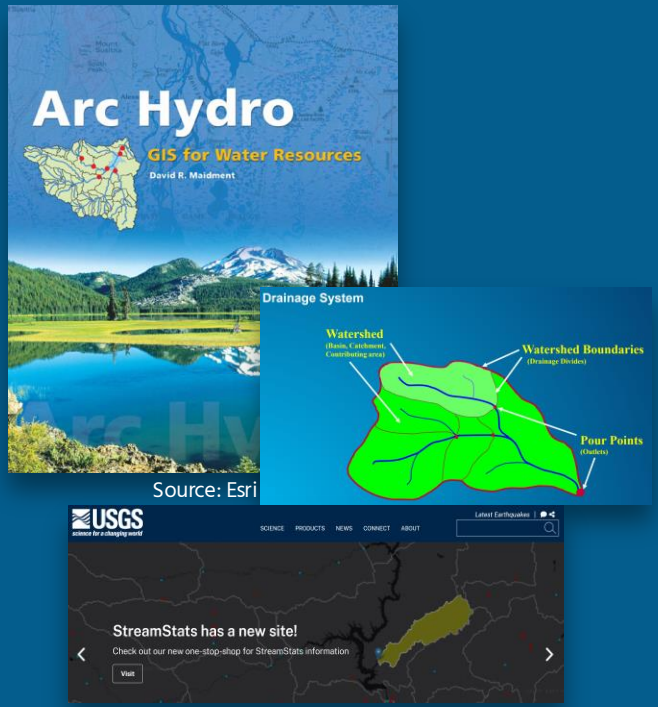
Welcome to our Refreshed Aquarius National User Conference!

Inspired from past Aquatic Insider & User Group of the past.

2018 – Last Aquatic Insider
2020 – Last National User Group (Online during COVID)
2023 – APAC National User Conference
2024 (Aug) – Refreshed National User Conference
2024 (Oct) – Aquarius User Group: City of Clevedon (UK)

ABOUT SREE SREEDHAR

- Masters in Water Resources Engineering & Information Systems
- Programmed widely used Watershed and Flood Modeling Software Systems (Esri ArcHydro, US Army CE GeoHMS, USGS Streamstats)
- Co-Founder CTO of a Smart Water Company (Acquired by Danaher/Veralto)
- Current focus: Cloud Infrastructure & Security, Voice of Customer, Business and Product Strategy
- Member of ISO 24591-1 and 2 Smart Water Management Working Group #15



Source: Esri

PANAMA CANAL USES AQUARIUS

The New York Times

Aug. 14, 2024

Leer en español

Ricaurte Vásquez Morales is a man obsessed with water. An app on his phone displays the fluctuating level of Lake Gatún, the artificial reservoir that is the centerpiece of the Panama Canal system. He checks it constantly, the way a gambling addict monitors football scores. He keeps a vigilant eye on the weather.

“I love a rainy day,” he said.

Mr. Vásquez Morales is the administrator of the Panama Canal, which is both the economic heart of his isthmus nation and a central artery for global trade. More than half the container cargo moving between Asia and the East Coast of the United States passes through the shortcut notched into the Central American jungle — the connector between the Atlantic and Pacific oceans.

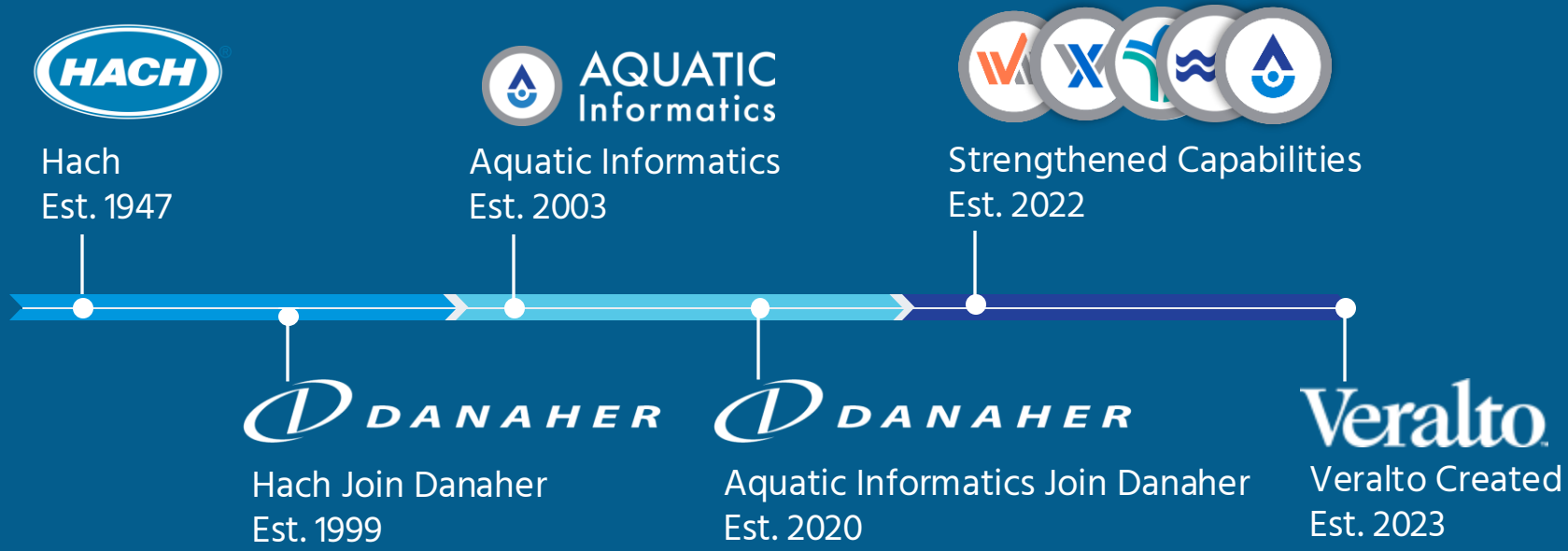
AUDIENCE POLL

What is your favorite feature or improvement you want to see in Aquarius?

- Scan the QR code with your phone or type the URL below on your browser.

SlidesWith.com/AQUARIUS

AQI HISTORY IN WATER QUALITY



VERALTO: SUSTAINABILITY

Products

Our products monitor, enhance, and protect vital resources.

- Helping to ensure safe water for more than 3.4 billion people every day – approximately 40% of the global population.
- Helping to ensure transparency, safety, authenticity, tracking and traceability of an estimated more than 10 billion codes printed around the world daily.

Planet

We mitigate our impact on the planet by continually improving how we work.

- 72% of waste diverted from landfill or incineration, +10% vs. 2021
- 5.4% reduction in total water use vs. 2021
- We have reduced our Scope 1+2 GHG emissions from 2021 and are working towards further reductions of 54.6% by 2033

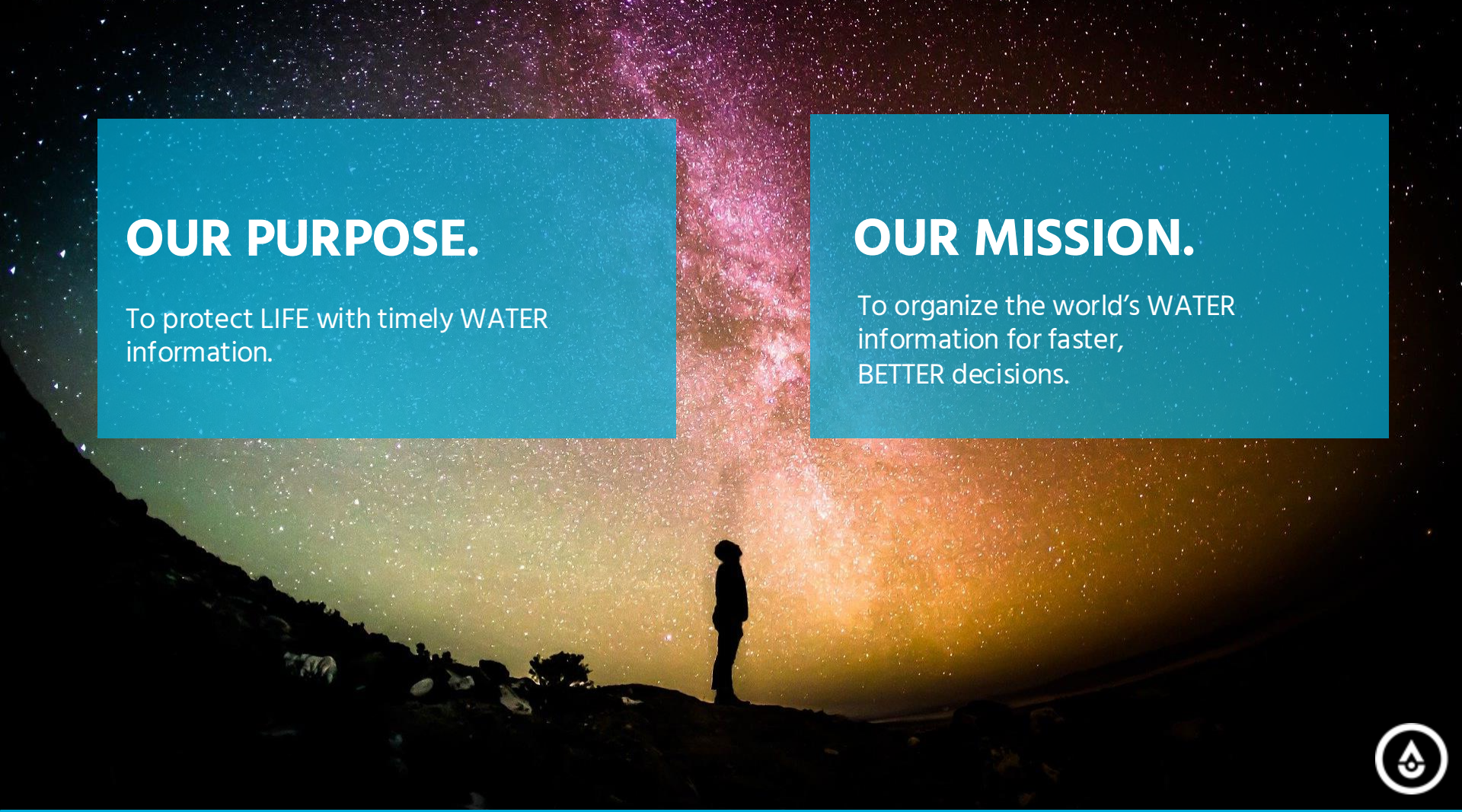
People

Our people create innovative solutions, breakthrough thinking, and a strong company community.

- 32% of 2022 global workforce was women
- 27% of 2022 US workforce was POC
- 65% of 2022 US new hires were diverse (women and/or POC)
- 100% pay equity maintained in the US (gender/race) and achieved globally for women

EXTERNAL RECOGNITION

- Veralto received an "AAA" **MSCI ESG Rating**, the highest rating available, which measures companies' ESG risks, opportunities, and performance.
- Veralto is a participant of the **United Nations Global Compact** and supports its principles-based approach to responsible business.



OUR PURPOSE.

To protect LIFE with timely WATER information.

OUR MISSION.

To organize the world's WATER information for faster, BETTER decisions.

3+ BILLION

Over 3 billion people are at risk because the health of their freshwater ecosystems is unknown

1.2 BILLION

People - including 450 million children - live in areas of high or extremely high water vulnerability

90%

Since 1990, of the 1,000 most severe disasters that have occurred, water-related disasters accounted for 90%

40%

There is a predicted 40% gap between water demand and water available by 2030

112 MILLION

112 million people were affected by floods between 2005 and 2015

1 THIRD

⅓ of the world's major aquifers are being sucked dry

THE PORTFOLIO

1700+ Active Customers Across the Globe

Aquarius

Analytics software for natural environments

- GROUNDWATER
- SURFACE WATER
- STORMWATER
- WATER QUALITY

WIMS Rio developed with HACH

Compliance & Operational Data Management

- DRINKING WATER
- WASTEWATER

Hach WIMS™ developed with HACH

Water Information Management System

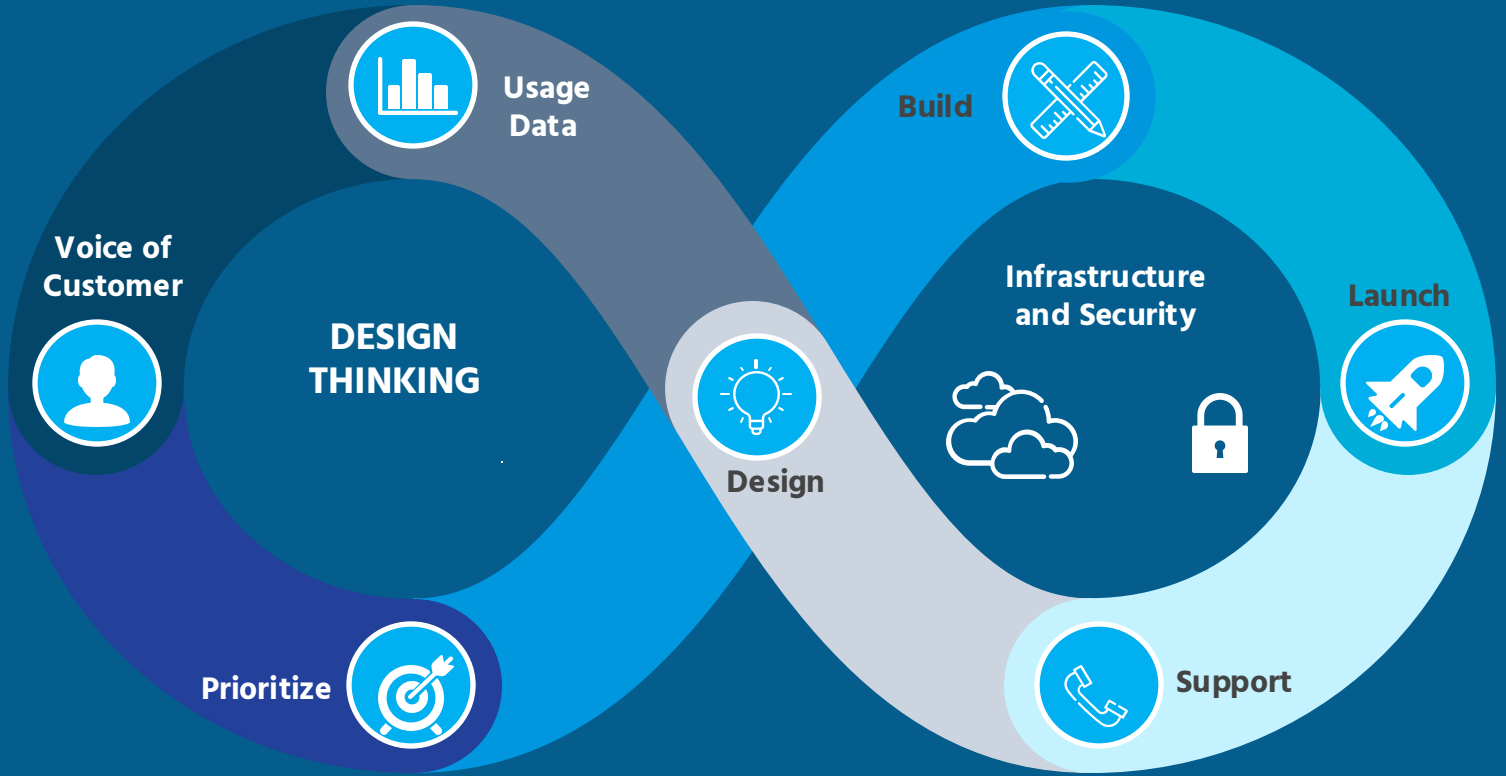
- COMBINED SYSTEM
- LAB MANAGEMENT

Confidential - Company Proprietary

CUSTOMER INTIMACY

We strive to acquire extensive knowledge about our customers (you) and use that data to meet your needs and expectations in thoughtful, personalized ways through our products and support.

OUR LEAN, AGILE, AND CUSTOMER CENTRIC PRODUCT DEFINITION, DEVELOPMENT, DELIVERY, AND SUPPORT PROCESS



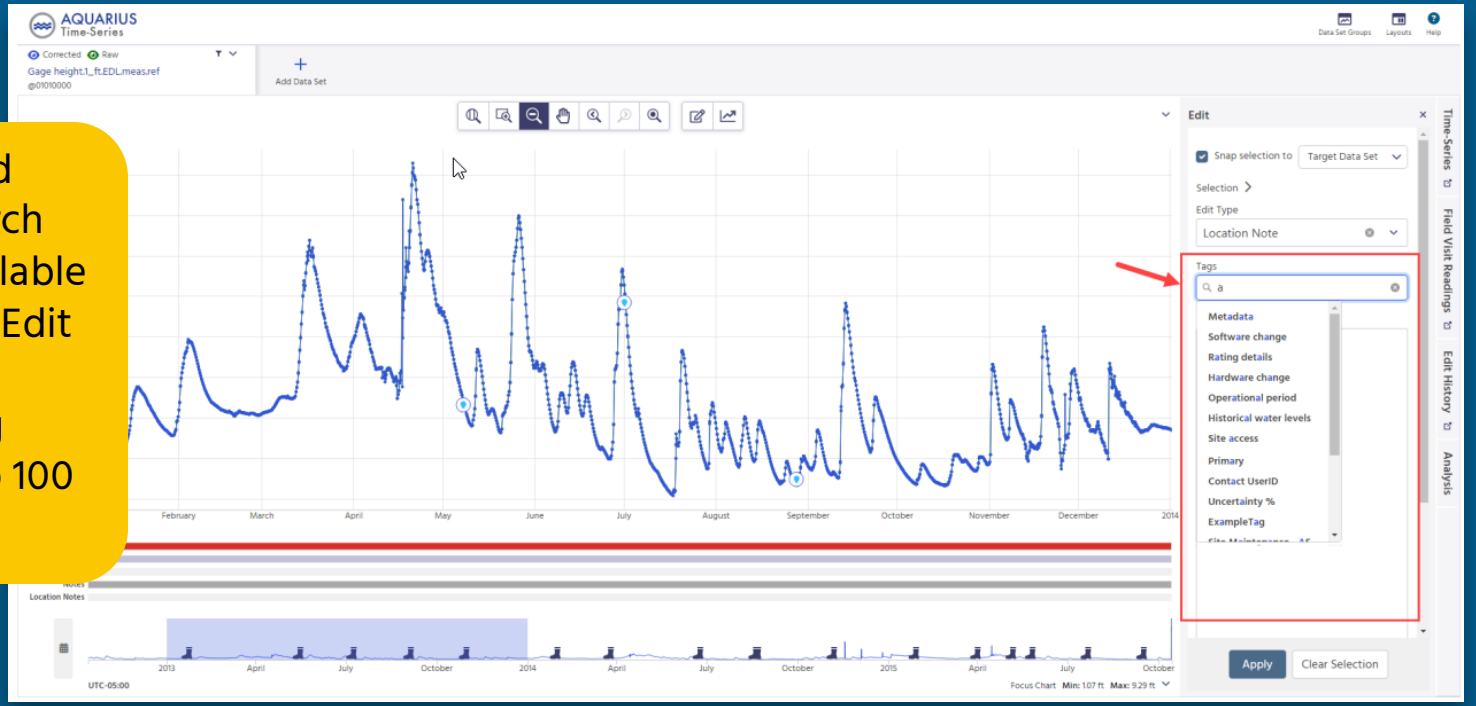
HYDROCORRECT – COLLABORATIVE DESIGN SPRINT APPROACH

Five-day collaborative design sprint with Aquarius users for HydroCorrect.

LISTENING TO CUSTOMERS – USABILITY IMPROVEMENT

(Time-Series) Improved! Rating Review Tool (RRT)

Expanded Tags search box (available from the Edit pane) matching results to 100 from 10.



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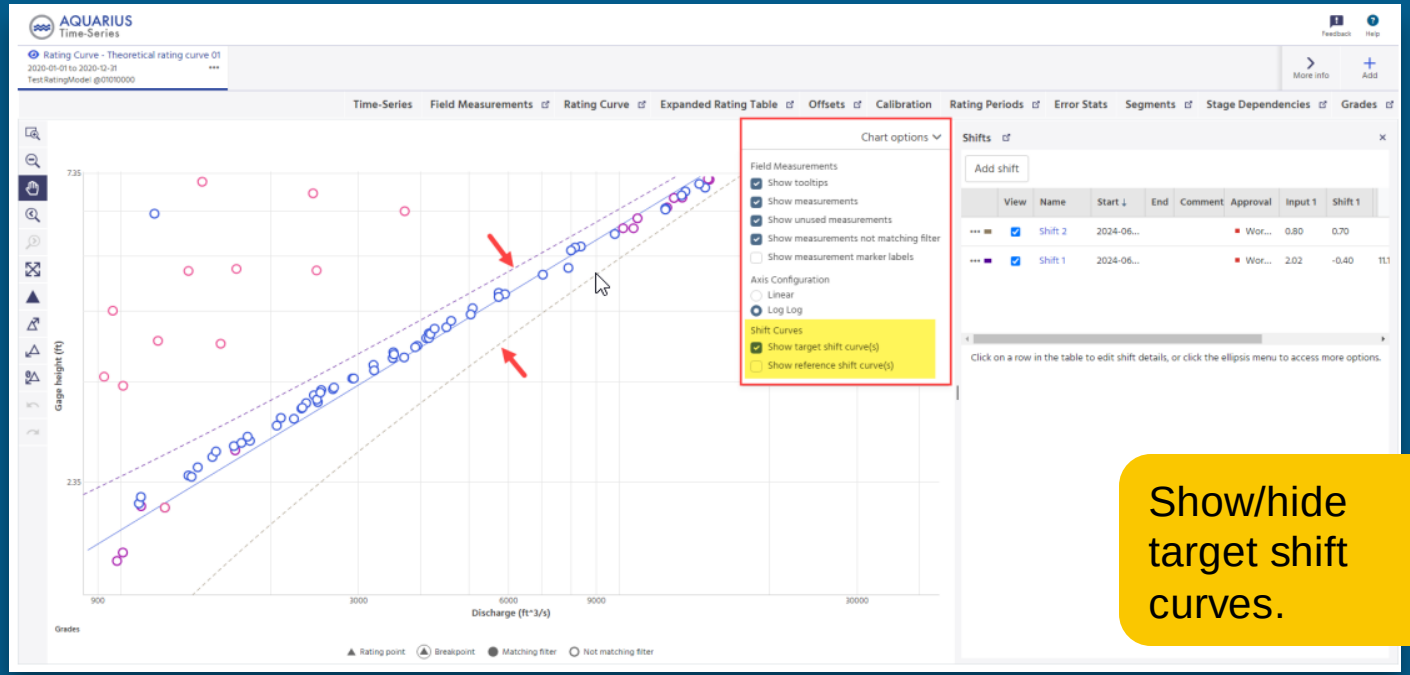
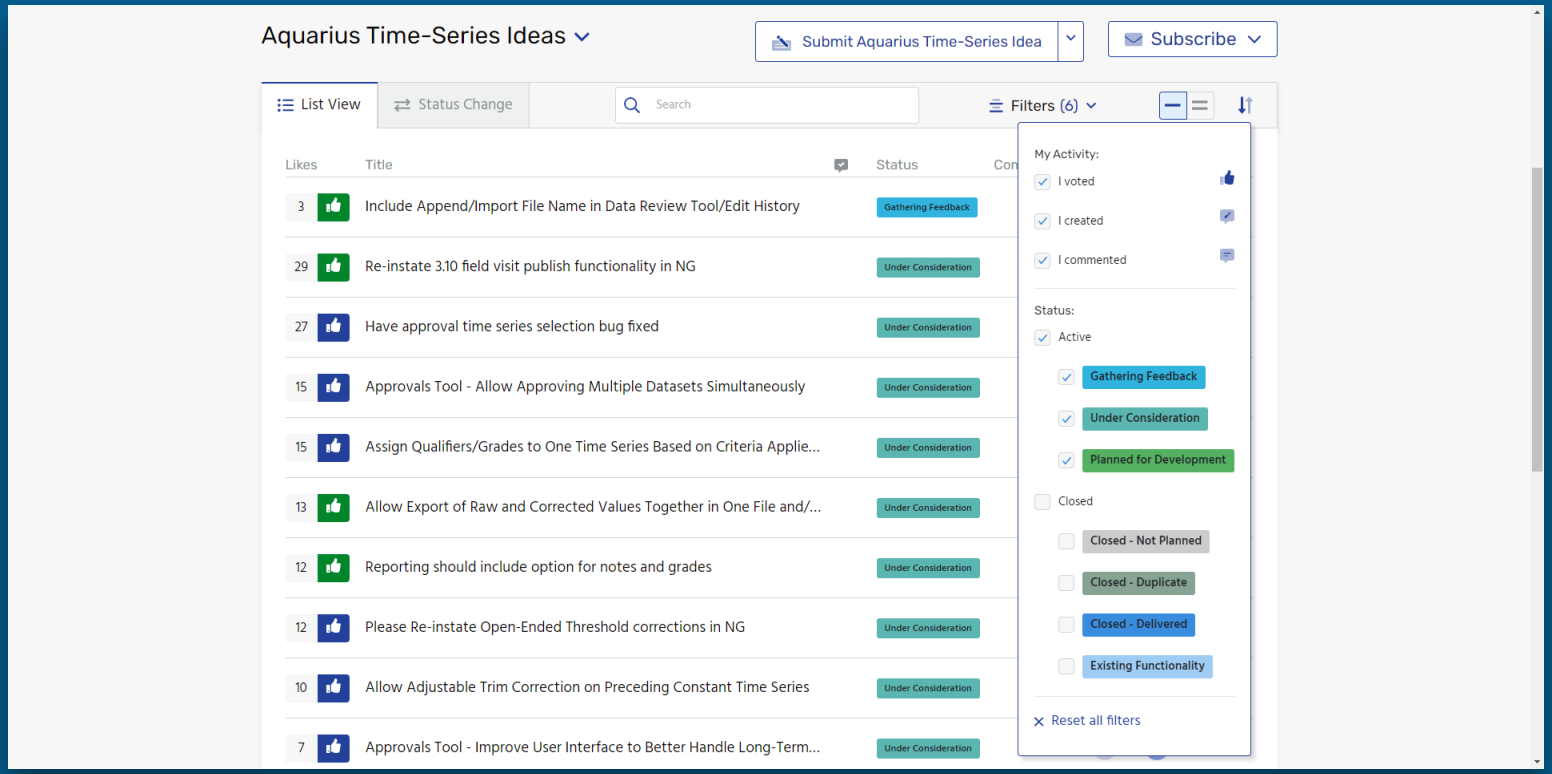


Show/hide target shift curves.

AQUATIC COMMUNITY –
YOUR VOICE, YOUR IDEAS!



YOUR VOICE AND IDEAS TO NEW PRODUCT FEATURES

1. YOU SPEAK
2. Reviewed by Product Manager
3. Gather Feedback from other stakeholders
4. Added to long-term roadmap
5. Planned for next release
6. Released to the customer
7. Closed

OUR COMMITMENT TO YOU

We will continue to work closely with you (our customers) and use strong feedback, feature requests, and conferences like this to stay close to you.

THANKS!