



Case Study

Aquasolution Technologies Inc.

About Aquasolution Technologies Inc.

Aquasolution Technologies provides an affordable, small-scale technology for water purification. This technology allows small communities around the world to maintain safe supplies of potable water at a reasonable cost. The process is extremely valuable in tropical regions such as Central and South America, as well as in Africa, due to its ability to eliminate dangerous parasites and micro-organisms that contaminate water supplies.

Issue

For a large number of people, potable water is something that they take for granted. However, for millions of people in the developing world, and for many small rural communities in North America, maintaining a source of uncontaminated drinking water is a difficult and too-expensive proposition. Large urban centres have enormous water filtration plants that are simply beyond the financial means of small communities. In tropical and developing countries, large treatment plants are not just too expensive to build, they require trained manpower and constant investments in chemicals. Aquasolution Technologies has developed a line of small, affordable, portable water purification units that can clean enough water for several thousand people per day. Not only does the Aquasolution product filter pollutants from the water, it eliminates parasites and other disease-inducing organisms making it perfect for tropical regions.

The Aquasolution technology meets the specific needs of small and developing communities in many ways. The units are small and easily transported and installed. The power requirements are small - a unit can actually be run off of solar panels in regions where energy is at a premium. The unit requires very little manpower in terms of maintenance and operation and its two-fold disinfecting process uses much less chlorine, making the unit inexpensive to run.

Action

Enviro-Access began by partnering Aquasolution with Americana - a forum that brings together people and companies from all over the world to find solutions to environmental problems. Through that partnership, Enviro-Access was able to provide a test market evaluation for Nicaragua in 2000, and subsequently gauge the potential for many more foreign markets - particularly in Central and South America. They have also been instrumental in helping Aquasolution break through the reticence that these countries have to discussing these issues and then acting on them.



Results

With the assistance of Enviro-Access, Aquasolution has signed contracts in Venezuela, Panama, and Columbia. These first successes are now being leveraged to bring the technology to many other countries that are discovering that the Aquasolution technology meets their needs perfectly.



"Last year, the International Networking Forum at the AMERICANA Trade Show was extremely interesting. Enviro-Access' work allowed us to optimize the schedule of our small team.

At the Show, I was able to meet with a representative from the dairy industry in Panama; 13 days later I was sitting in his office in Panama City. I met his boss, his team and members of his board of directors. Since then, we have founded a Panamanian company. Our partner and representative in Panama has already received two promising prospects in Venezuela and Columbia. The first meeting Enviro-Access organized at the International Business Matchmaking Forum was an important catalyst for our exports." **Pierre-Félix Brisson, Director - Aquasolution**

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