

# Paul O'Callaghan

## Water Innovation Consultant



### Relevant competences and experience

- Senior management consultant
- Technology due diligence expert
- Mergers and acquisitions advisor
- Strategic long term planning
- Business development
- Sustainable consulting

### Key qualifications

Paul is an internationally renowned expert of water technologies and their markets, he has over 25 years' experience. He is globally connected and uniquely positioned to advise companies on their technology portfolios and future innovation strategies. Paul has worked with global Fortune 500 corporates including L'Oréal, Microsoft and PepsiCo. Paul has also advised many leading utilities such as Metro Vancouver, Singapore PUB and Severn Trent Water, helping them create business and asset management plans.

Paul is widely recognized for his expertise in market analysis and ability to identify growth opportunities. He has successfully worked with venture-backed water companies including Ostara, SCFI and Quay Technologies. In addition, Paul has assisted a number of funds such as XPV Capital, True North Venture Partners and Emerald Ventures, helping them identify water sector investment opportunities.

Paul also advises companies on acquisitions, running comprehensive due diligence projects to assess assets, liabilities and evaluate commercial potential. He has supported Morgan Stanley, Desalitech and Cambrian Innovations.

Paul has made a significant impact on water sector innovation. His latest project Brave Blue World, is designed to increase awareness of existing technologies and solutions to the global water crisis. He co-produced an influential documentary featuring A-list celebrities and was financed by partners in the water sector. Paul regularly lectures and has recently spoken at Davos 2020, Web Summit 2020 and at Harvard and Cambridge universities.

### Current position

2005 – Present *BlueTech Research*  
CEO & Founder

### Employment record

2000 - 2002 *Atkins, Engineering Management Consultant*

1996-1997 *WWF- Malaysia, Researcher*

1998-2000 *The Body Shop, Manage Living Machine Project*

### Education

2016-2020 PhD, Water Technology Innovation, Wageningen University

1997-1998 MSc Water Resource Management, Edinburgh Napier University

1991-1995 BSc Biochemistry, University College Cork

### Nationality

Irish & Canadian

### Working experience

25 years

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### Project experiences

**2019**

**Project title:** *Due diligence project*

**Client:** Morgan Stanley

**Project role:** Water Innovation Consultant

**Project description:** Responsibility for advising Morgan Stanley on the acquisition of AquaVenture Holdings

**Relevant experience:**

- Mapping out competitive landscape
- Analysing market potential and determining growth patterns
- Delivering workshops with senior management to present findings

**2018**

**Project title:** *Creating a carbon neutral asset management plan*

**Client:** Metro Vancouver

**Project role:** Water Innovation Consultant

**Project description:** Guiding Metro Vancouver through the process of creating a circular economy and becoming carbon neutral. Recommending technologies that will help them achieve their goal.

**Relevant experience**

- Evaluation of technologies solutions
- Advised on technology road-map to hit strategic business goals

**2019**

**Project title:** *Moving towards a circular economy*

**Client:** Proctor & Gamble

**Project role:** Water Innovation Consultant

**Project description:** Responsible for finding a cost-effective way to reuse water.

**Relevant experience:**

- Evaluation of potential technologies to enable water re-use
- Techno-commercial analysis of solutions and development of a roadmap for global sites

**2016**

**Project title:** *Horizon Scanning for Water Technology Solutions*

**Client:** Shell

**Project role:** Water Innovation Consultant

**Project description:** Researching technologies that would successfully treat oily waste water.

**Relevant experience:**

- Global Horizon Scan to meet needs of the Shell business
- Selection and evaluation of technologies
- Short-listed selected technologies to be brought forward for pilot testing

**2018**

**Project title:** *Scouting for new technology to map to roadmap for Water Utility*

**Client:** Severn Trent Water

**Project role:** Water Innovation Consultant

**Project description:** Researching the best available new and emerging technology to hit carbon neutral targets

**Relevant experience:**

- Scan of innovation at a broad level and mapping these to carbon neutral goals for water utility
- Focused in on profiling companies with specific metrics in terms of treatment efficiency and performance
- Focus was particularly on new and proven technology
- Screened and surveyed over 80 global companies

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### Additional experiences (Publications, boards, societies, organizations)

**Paper Title:** *Development and Application of a Model to Study Water Technology Adoption*

**Journal:** Water Environment Research, June 2018

**Paper Title:** *Analysis of adoption rates for Needs Driven versus Value Driven innovation water technologies*

**Journal:** Water Environment Research, July 2019, 91: 144-156

**Paper Title:** *How can innovation theories be applied to water technology innovation?*

**Journal:** Journal of Cleaner Production, submitted March 2020, under review

**Organisation:** National Alliance for Water Innovation, (NAWI), USA

**Role:** Adviser and cartographer responsible for supporting Technology Development Roadmap for US Department of Energy, Water Energy Desalination Hub

**Organisation:** Water Environment Federation

**Role:** Innovation Steering Group for the world's largest annual water quality conference, WEFTEC

**Organisation:** ImagineH2O Water Accelerator

**Role:** Judge on Advisory Panel of a leading global water accelerator

**Organisation:** Brave Blue World Foundation

**Role:** Executive Producer on Water Documentary Film Project