



What measures can be taken to encourage the uptake of innovative technologies?

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Grant Program Behavior in Canada



- Municipalities’ “**waiting to win the lottery**” approach to funding incents the least productive behavior possible



Funding Options

- RR\$P**
- Offer rational options so that Municipalities can act rationally
 - **Similar to an RRSP**
 - Contribute now, get funds back in the future
 - Per connection fixed amount
 - Per litre of water capacity
 - Per litre of wastewater treatment
 - Per ton averted from landfill



Operational Model

- Accept that water and wastewater are the most regulated and essential public services
- Standardize billing rates for water and wastewater
 - uniform across a province like other infrastructure utilities





Procurement Solution

- Consulting Engineers are paid a percentage of project costs
 - Key to profitability is minimization of liability
 - EA process has ZERO effective market response
- If IT took this approach, I would not put my money in a bank or fly on airplanes

IBM





Liability Solution

- Utilize the standard model where product and service providers carry the liability
 - Consulting engineers receive a fixed cost, not a %
 - **Market-based liability**



The Options Do Exist

- Funding
 - RRSP model
- Operational
 - Standardize billing rates
- Procurement
 - Market-based liability

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THANK YOU



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