



## Collaboration is critical to solve the world's water challenges.

Xylem Innovation Labs (XIL) partners with innovative companies and startups who are creating the technologies and solutions that will help build a water-secure world.

Each year, Xylem launches its annual Partnerships Accelerator tailored for startups and small companies seeking to scale their technologically ready and commercially proven products and services.

### The Xylem Partnerships Accelerator provides a founder-friendly pathway to evaluate a potential commercial partnership with Xylem.

This program grants participants access to Xylem's vast network of resources, provides an opportunity to demonstrate synergy and customer value, and defines opportunities for partnership via a carefully defined proof-of-value project.

## Xylem Partnerships Accelerator

The Partnerships Accelerator is tailored for startups and small companies seeking to scale their technologically ready and commercially proven products and services. The one-year program is split into two parts.

### PART 1

#### January - April

- Program Launch and a 10-week "Corporate Crash Course" weekly virtual seminars, guiding founders through the ins-and-outs of business development and working with a corporation
- Technical evaluation from Xylem R&D teams
- Companies will define and scope their proof-of-value activities with Xylem's commercial teams
- **April 13-16, 2026** - In-person Symposium that includes Xylem leadership and industry partners



### PART 2

#### May - November

- Exploring and defining the value of a partnership with Xylem. This may include:
  - A commercial demonstration
  - Proving out capabilities
  - Exploration of example use cases
- Exciting bi-weekly seminars from industry experts diving into product development, pricing, and more



#### December

- Program Closeout and decision letters distributed



## Benefits of Participation

There are many benefits to participating in the Xylem Partnerships Accelerator, potentially including:



Expedited pathway to partnership with Xylem.



Introduction of your company to Xylem, our partners and customers.



Xylem supported commercial demonstration.



A "Corporate Crash Course" in how to partner with a large company, including insights on navigating the water industry and developing a go-to-market strategy for your products/services.



Access to industry partners such as Burnt Island Ventures, The Westly Group, Imagine H2O, Isle Utilities, BlueTech Research, and more.



Additional technical and evaluation support from Xylem R&D teams.

### 01 How is the Xylem Partnerships Accelerator different than other Accelerator programs?

Xylem's Partnerships Accelerator evaluates a potential commercial arrangement with emerging technology providers and Xylem. With the Partnerships Accelerator, we have created the first founder-friendly program to engage with a Water Major, intended to arrive at a definitive Go/No-Go decision and partnership pathway within a 12-month period. Through the Accelerator program, you will learn about how to navigate and work with a global company like Xylem, gain access to our sales, marketing, product, and engineering teams, attend virtual and in-person seminars and events, and deliver a collaborative proof-of-value project.

### 02 What challenges does Xylem want to solve?

While we are interested in any leading water technology or solution, our specific focus areas include:

- Advanced Treatment
- AI & Digital Solutions
- Asset Management & Services
- Advanced Monitoring & Communications
- Energy Resource & Optimization

### 03 What types of companies qualify for the Xylem Partnerships Accelerator?

Xylem Partnerships Accelerator is by invitation-only. We are scouting for companies that:

- Align with one or more of Xylem's listed priorities.
- Have a TRL of 7+; preferences for higher TRL.
- Have validated their technology/service with at least three paying customers (not grant funded).
- Have a proven go-to-market strategy and want to scale with Xylem.

### 04 When does the Xylem Partnerships Accelerator run and what is the deadline to apply?

XIL will accept applications for the 2026 Xylem Partnerships Accelerator until Wednesday, October 22, 2025. The 2026 Cohort will be selected and announced in December 2025, with the year-long program officially beginning mid- January 2026.

### 05 What does participation in the program look like?

**Representatives from each participating company are expected to:**

- Attend all virtual programming sessions during Part 1 and 2
- Participate in weekly 1:1s with their assigned Innovation Manager
- Project development meetings with Xylem stakeholders
- Ensure 1–2 company leaders attend the in-person Symposium, April 13–16, 2026, in Washington, D.C.

### 06 What happens after the program ends?

At the conclusion of the Xylem Partnerships Accelerator, your Innovation Manager will issue program closeout letters that outline one of three pathways:

- 1 Enter into a teaming agreement to pursue a commercial relationship
- 2 Extend the program to complete proof-of-value activities if additional data is required
- 3 Formally exit the program

### 07 How can I find out more about the program and apply?

Please reach out to [XILPrograms@xylem.com](mailto:XILPrograms@xylem.com) for more information and be sure to follow us at Xylem Innovation Labs on [LinkedIn](#) for program updates. We look forward to hearing from you!

### "The Xylem Partnerships Accelerator has been one of the most effective corporate programs we've joined.

It gave us real access across the organization, to decision makers, business units, and teams that moved fast and helped us turn collaboration into commercial, revenue- generating results. For Moleaer, that's meant expanding our wastewater footprint, which has led to a strategic distribution partnership with Xylem. It's exactly what an accelerator program should be: it gets things done."

**Nick Dyner**  
CEO, Moleaer  
'23 Partnerships Accelerator Alum

