

# BUILD OWN OPERATE



## A Client Focused Service Model

### A SENSIBLE SOLUTION

At Seven Seas Water, we believe the best solutions are dependable, reduce risk and are offered at the lowest possible cost. Although there are many options when it comes to solving your water treatment needs, our clients prefer the security and peace of mind provided by the Build Own Operate (BOO) service model.

### REDUCING COSTS AND RISK

Under the BOO model, we require no capital investment from our clients, and Seven Seas Water takes on all the liabilities for the design, construction and plant operations. Our fixed rate water sale agreements provide quality and quantity guarantees, which reduces the likelihood of future unpredictable water price increases, quality issues and supply problems.

### BUILT SO YOU SUCCEED

Seven Seas Water's senior personnel have 350 years of combined experience in the water industry, and have provided water treatment solutions all over the world. Seven Seas has an intimate understanding of what is required to operate successfully in challenging regions. To that end, we focus on offering world-class water services to our clients and have built a company to help *you* succeed.

The corporation's infrastructure is the cornerstone of our success. Tactically headquartered in Florida, we are centrally located for quick access to all of our clients facilities. Our Engineering, Operations and

mobile Field Service Teams work together to ensure your success by supporting our local operators. We have replacement parts and inventories strategically located throughout the region, allowing expedited access to equipment that could otherwise be difficult to get to your location. Taking advantage of bulk purchasing power, we are able to realize considerable savings that we pass on to our clients.

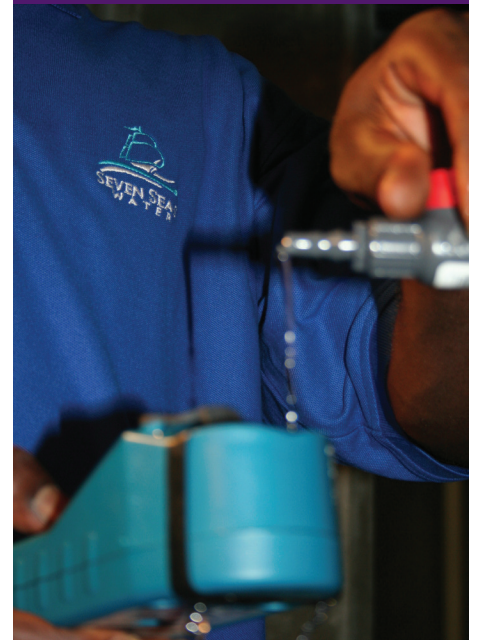
### FINANCIAL STRENGTH

Seven Seas Water is solidly funded by financial investors such as Advent Morrow, Element Partners, Texas Pacific Group and Virgin Green Fund. Because Seven Seas is not forced to seek project-specific financing, we eliminate project funding delays. We expedite time lines with services at the lowest possible cost.

### DEPENDING ON DEPENDABILITY

Because it's our job to keep the water flowing, we depend on dependability. We build our plants using the highest quality equipment possible to ensure long plant life and dependable operations. Our energy efficient plants employ state of the art technology for the lowest possible operating costs. The investment we make up-front building plants with the lowest life cycle costs means our clients can depend on our guarantees and lower water rates.

Single  
Source  
Water  
Treatment  
Solutions



Learn more: 813-855-8636, ext. 1200  
[www.sevenseaswater.com](http://www.sevenseaswater.com)

# UNDERSTAND YOUR OPTIONS

BUILD OWN OPERATE	DESIGN BUILD OPERATE	EQUIPMENT SALE
We design, finance and install equipment.	Your vendor's goal is to supply low cost equipment at highest profit.	You hire an engineering firm to prepare RFQ.
You invest no up-front capital.	You invest substantial up-front capital.	You invest substantial up-front capital.
We are paid only for the water produced or treated.	Your vendor is not motivated to fix problems quickly.	Downtime is your responsibility.
We pay all operating costs, including labor, electricity and maintenance.	You handle the high costs of energy and budget surprises.	You deal with operating costs, plus hidden costs and budget surprises.
We manage the entire water operation and associated risks.	You take on ownership risks.	You are responsible for water plant management and maintenance.
Performance is guaranteed.	Limited guarantee on performance.	No guarantee on performance.
We're in charge of safety, environmental and regulatory compliance.	Compliance is primarily your responsibility.	You need to keep up with and enforce the latest rules and standards.
We manage all labor, payroll and workforce issues.	Most employment issues are your vendor's responsibility.	You manage all labor, payroll and workforce issues.
We know how to troubleshoot water systems in harsh climates.	You are at risk for high costs associated with repairs and upgrades.	Repairs and upgrades are totally on your shoulders.
We manage your water supply so you can focus on your core business.	Equipment breakdowns are a nagging concern.	Countless management headaches are your responsibility.

**Seven Seas Water is your total water solution company.**

*Dependable, affordable and focused on you.*

Learn more:

**813-855-8636, ext. 1200**

**[www.sevenseaswater.com](http://www.sevenseaswater.com)**

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