



## Leveraging Partnerships for Modernized Wastewater Operations

Wastewater treatment may not be core to your business, but it is affecting your bottom line.

Many leading industrial facilities we speak with tell us wastewater treatment quietly impacts their operations. Beyond managing aging infrastructure or advancing sustainability goals, organizations must also navigate evolving discharge limits, permitting requirements, and reporting obligations. As regulatory scrutiny increases, on-site wastewater systems can introduce compliance risk and unplanned costs that are often underestimated.

Industrial leaders are increasingly turning to operational partnership models to offload these operational burdens. In doing so, they are able to make upgrades to their existing wastewater assets that may have been previously inaccessible due to capital constraints. Additionally, partnerships unlock new technology and processes, such as water reuse, helping further transform these systems from a potential financial liability into a source of operational growth and future proofing.



Descriptions of effluent quality categories, ranging from basic discharge to potable reuse

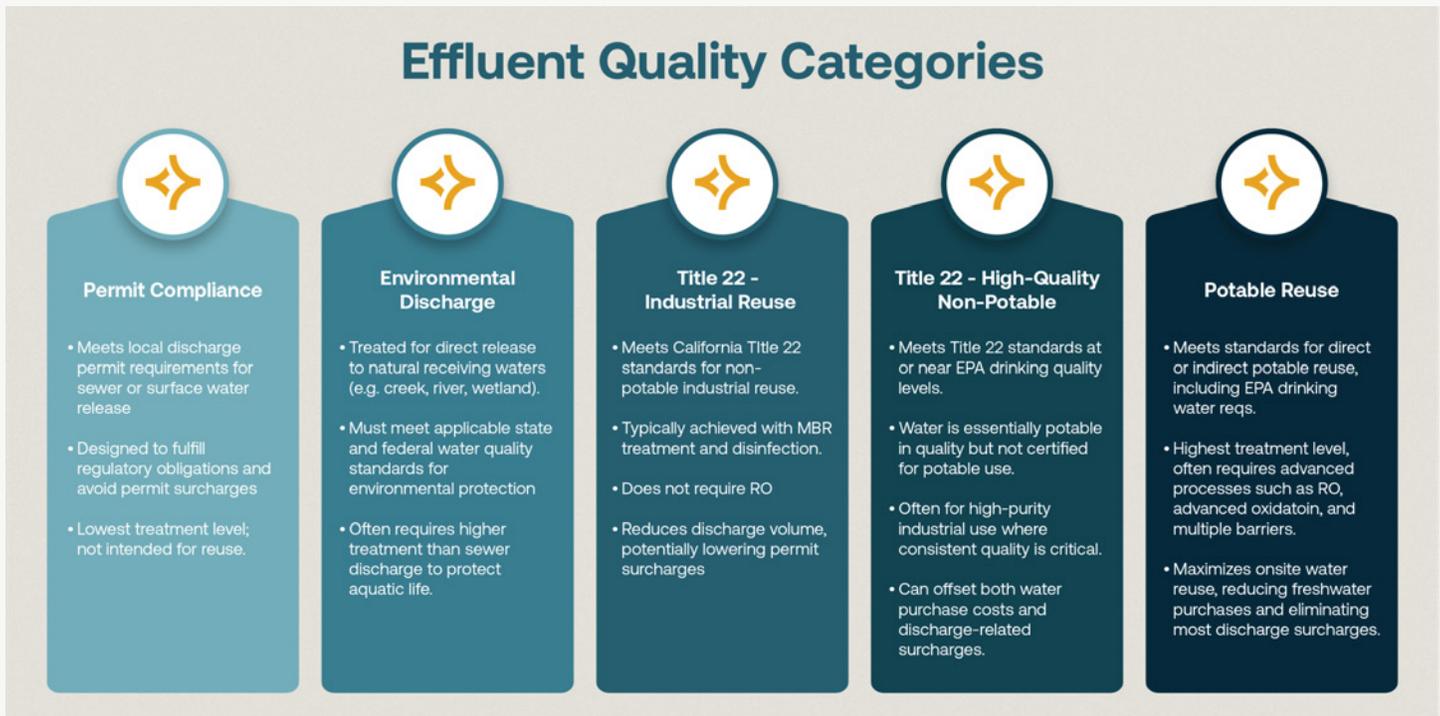
## The Business Case for Wastewater Operations Partnerships

Under our partnership model we buy, own, run, and upgrade wastewater treatment systems, meaning facilities only pay for performance from day one. In some cases, we implement on site reuse to meet the water quality category needs of the facility.

This model shifts the financial, operational, and compliance burdens away from the facility, delivering consistent, performance-tied pricing and state-of-the-art upgrades. Such partnerships also provide immediate savings that scale over a long-term period. In Cambrian's case, the partnership is set to grow over the course of 20 years, ensuring cost stability and peak system performance. In the near term, this model also lowers costs tied to wastewater treatment, delivering savings through performance-based water rates and the elimination of capital expenditure.

By designing a facility's treatment infrastructure to match their exact effluent needs, facilities can significantly reduce their cost across the board. No overbuilt systems with unnecessary features, no extra equipment for a fee, and no up-front costs. Instead, a good partner will integrate, optimizing the right combination of biological treatment, membranes, polishing, and reuse technologies to reliably meet standards ranging from conventional effluent to process water reuse and, where appropriate, potable-grade reuse.

As regulations tighten, water scarcity increases, or reuse economics improve, the system can be upgraded incrementally without new capital requests, operational disruption, or internal project management burden.



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In our conversations with clients, some of the most the common goals facilities are looking to address through operational partnerships are:

## Free Up Capital for Growth

Wastewater infrastructure is capital-intensive to maintain and rarely strategic. This model monetizes the asset, freeing up capital to be redirected toward other business priorities.

### Questions to Ask:

*How much capital is currently tied up in non-strategic infrastructure?*

*If you could unlock that cash tomorrow, where would it make the biggest impact?*

## Eliminate Operational Burden

From equipment breakdowns to staffing challenges, operating a treatment plant in-house takes focus away from a company's core mission.

A good partner handles operations, maintenance, compliance, and upgrades, so your internal teams can focus on growing your core business.

**Questions to Ask:**

*How much time and energy do equipment issues take away from growth initiatives?  
What would operations look like if those distractions disappeared?*

**Forecast Costs**

Under an operational partnership, facilities pay only when wastewater is treated. No surprises, no ballooning maintenance bills. Facilities gain predictable, performance-based pricing tied to real outcomes, enabling more strategic, forward-looking investments.

**Questions to Ask:**

*What would it mean for financial forecasting if wastewater costs were performance-based?  
How do unpredictable expenses impact confidence in future planning?*

**Meet Compliance with Confidence**

Cambrian assumes responsibility for regulatory compliance and reporting. Combining our technology and expertise ensures consistent, audit-ready performance that meets or exceeds environmental standards.

**Questions to Ask:**

*How much internal effort goes into staying audit-ready today?  
What's the cost (financial and reputational) of a compliance miss or violation?*

**Future Proof, Sustainably**

Cambrian can upgrade or scale your system under our partnership model, helping you hit your ESG goals while reducing your water and energy footprint.

**Questions to Ask:**

*How easily can current systems adapt to facility growth or sustainability goals?  
What barriers regularly prevent meeting ESG commitments?*

# Cambrian's Proven Results Across Industries

A good partnership is developed with the site's unique needs in mind. For some facilities, this comes down to simply reducing associated costs with treatment. For others, such as facilities in water-strained areas, partnerships often focus more on implementing reuse to their existing treatment. Regardless of the goal, our systems are built to address the specifics of each client's industry, while our team's broad expertise ensures we can help solve the issues they value most.

The possible results can be seen below in a recent indicative cost analysis of a major industrial facility looking to partner with us to upgrade their high-volume wastewater system:



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In addition to simple cost metrics, clients have partnered with Cambrian to tackle complex treatment, regulatory, and operational challenges around wastewater, as seen below:

## Case in Point: Turning an Aging System into a Sustainable Advantage

In one example, a client was struggling to sustainably maintain their aging, high-strength wastewater treatment system. They chose to partner with Cambrian, allowing us to quickly purchase their system, upgrade it, and take over operations. This allowed the customer to meet their sustainability goals and significantly reduce costs with no down-time for their intensive water treatment operations:

- 400,000 gallons per day treated
- Projected to treat ~3.45 billion gallons over contract term

- Avoided ~23,000+ tons of CO<sub>2</sub> emissions
- Reduced total water and wastewater costs by 20%
- Cambrian's BlueCycle™ membrane bioreactor system is now seamlessly integrated on-site, with Cambrian owning and operating the full system under a long-term contract.

## Case in Point: From Peak-Season Strain to Sustainable Performance

A client faced major wastewater challenges during periods of peak usage, including overloaded systems, rising water hauling costs, and potential compliance issues. Cambrian stepped in to purchase their existing system and replace it with an EcoVolt® system, helping them quickly reach their goals. Among the results were:

- ~99% reduction in BioChemical Oxygen Demand (BOD)
- 100% of wastewater treated and re-used on site
- Modular system for seasonal peaks
- Eliminated the need for off-site hauling

## How Cambrian's Process Works

- 1. Assessment** – Cambrian evaluates your current wastewater infrastructure, operational expenditure, and compliance challenges using provided data from your facility.
- 2. Proposal** – We structure a existing asset buy back agreement, customized to your operational goals and budget.
- 3. Purchase & Transition** – Cambrian purchases the system, assumes responsibility, and implements any required upgrades.
- 4. Operate & Optimize** – We handle daily operations, compliance, reporting, and long-term performance optimization.
- 5. Pay for Performance** – Pay only when water is treated, based on a per-gallon rate. No CapEx. No maintenance bills. No surprises.

## Is Selling Your Wastewater System Right for Your Facility?

Our wastewater operations partnership model is an industry-agnostic solution, ideal for any facility with sufficient water usage (typically 100,000+ gallons per day), as well as:

- Facilities with aging infrastructure, capital limitations, or located in water-strained regions
- Industrial manufacturers facing rising compliance and O&M costs
- Food & beverage producers with high-strength waste

- Data centers with high water and energy costs
- Chemical and pharmaceutical manufacturers with stringent water quality requirements
- Sustainability-driven companies looking to hit ESG targets faster

**If you're treating water on site, you may be sitting on untapped value. Cambrian helps you unlock it, with no risk and no upfront cost.**

## **Let's Talk**

Whether you're exploring a new operational model or looking to upgrade without the capital, Cambrian is ready to partner for long-term success.

**Your next liquid asset is already on site. Let's put it to work.**

Schedule a conversation with Cambrian:

[www.cambrianinnovation.com/contact](http://www.cambrianinnovation.com/contact)