

Securing Funding & Stakeholder Alignment



Identified Water Waste: High-impact Sustainability & Cost-Reduction Opportunity



Engaged Cross-functional Stakeholders: (IoT, Real Estate, ESG, Product)



Aligned Incentives Around: ROI, Sustainability Goals, & Operational Efficiency



Pitched Business Case & Secured \$100K in Seed Funding

Vendor Engagement & Commercial Strategy



Strategic Partnership Exploration

- Proactively reached out to vendor leadership to explore partnership

Reseller Value Proposition

- Developed and presented a reseller value proposition leveraging TELUS' market reach

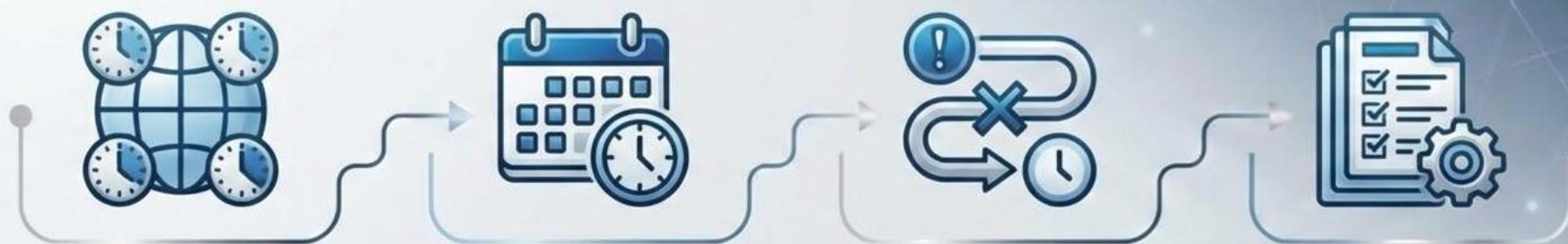
Technical & Commercial Assessment

- Assessed technical compatibility, pricing models, and scalability

Proof of Concept Initiation

- Initiated vendor discussions to support Proof of Concept deployment

Project Coordination & Key Challenges



Coordinated internal and external stakeholders across multiple time zones

Booked and facilitated working sessions with limited stakeholder availability

Navigated delays and competing priorities to maintain project momentum

Aligned inputs required to complete project documentation and DEP