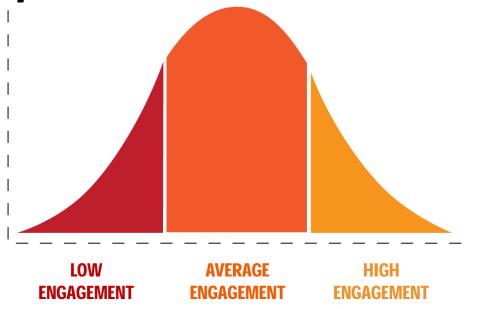
How can we drive down the water consumption at the Koster Islands *together,* in a *significant, measurable* and *quick* manner?



Islands

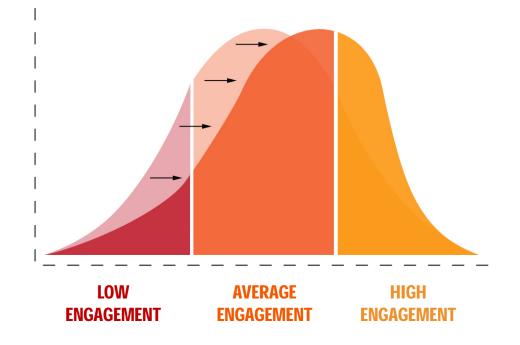
Full year residences



Summer homes



How can we drive down the water consumption at the Koster Islands *together,* in a *significant*, *measurable* and



Islands

Full year residences

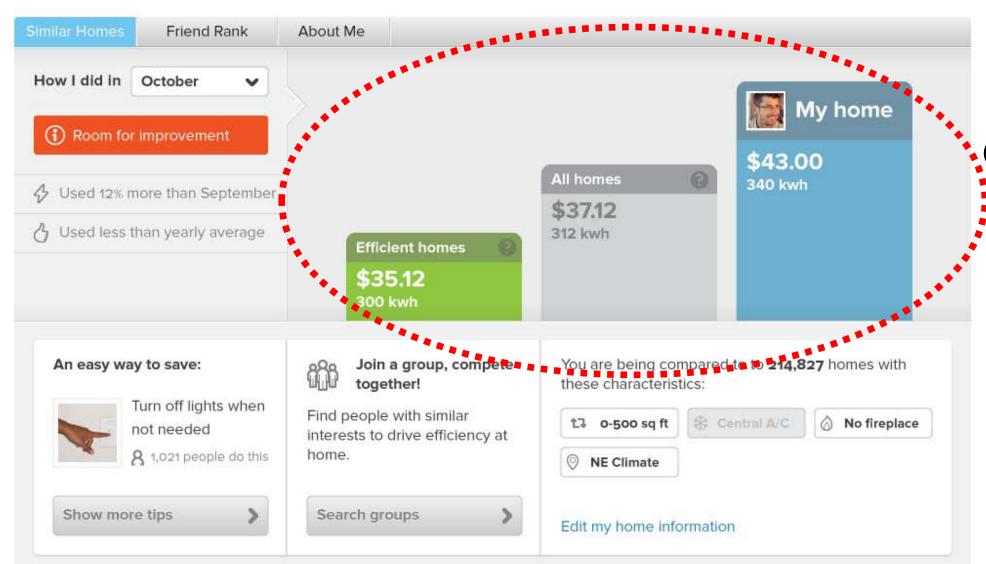


Summer homes



#### It is possible. Example:

# **OP** WER



Opower: - 4% electric consumption.

Welcome, Garrett 

Account Settings

Sign Out

(More electric power saved in the USA than the total renewable electricity produced by photovoltaics, in the USA, at a fraction of the cost).



#### It is possible. Example:

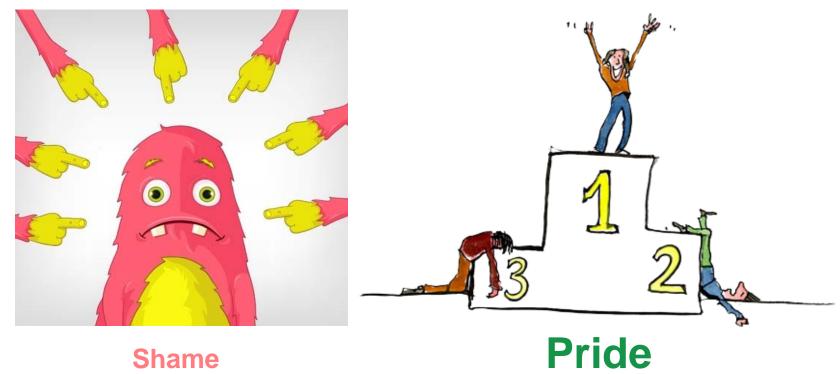
Mon, Feb 2, 2015, 4:03AM EST - US Markets open in 5 hrs and 27 mins

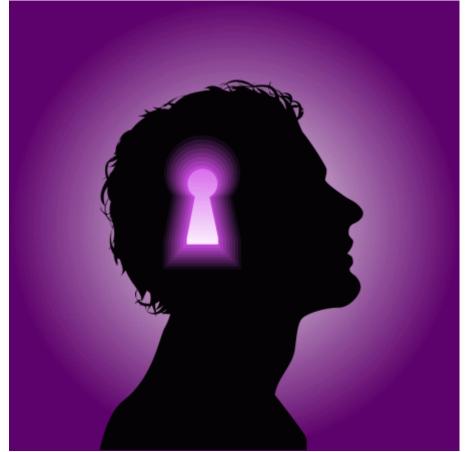


Opower applies strategies from the **field of behavioural science.** 

#### In particular, <u>the (annonymous)</u> comparisson to others.

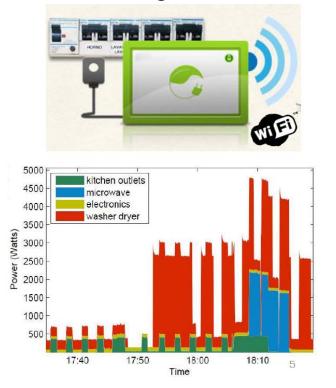
Powerful motivational engines:





#### ...some of the *ingredients*...

Measurements and real-time benchmarking





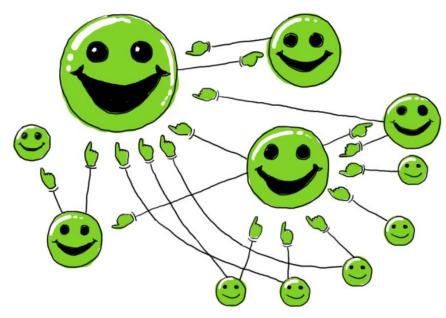
Breakdown of sustainable practices and personalized sustainable guide

#### **BUENAS PRÁCTICAS**





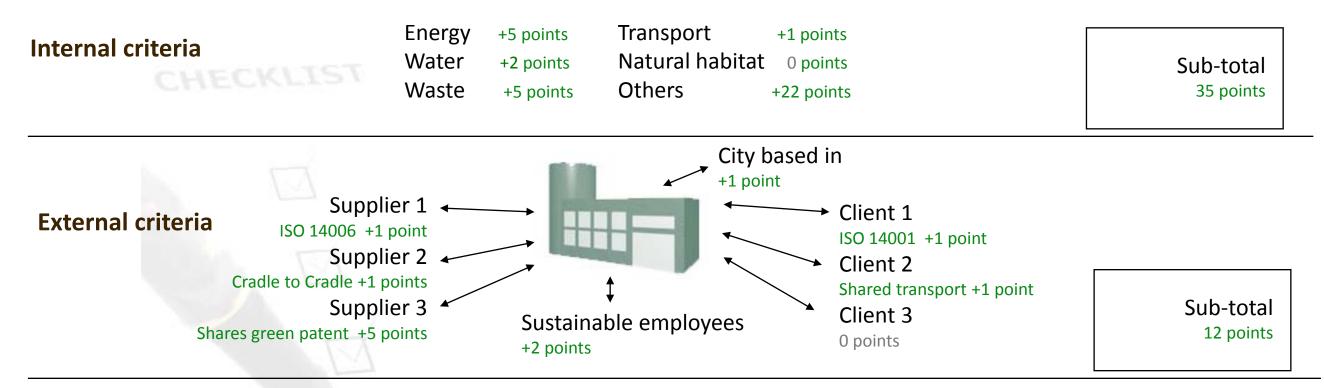
Creating a sustainable network with supply & demand feed-back loops



Ideally to accelerate: *Economic incentives* 



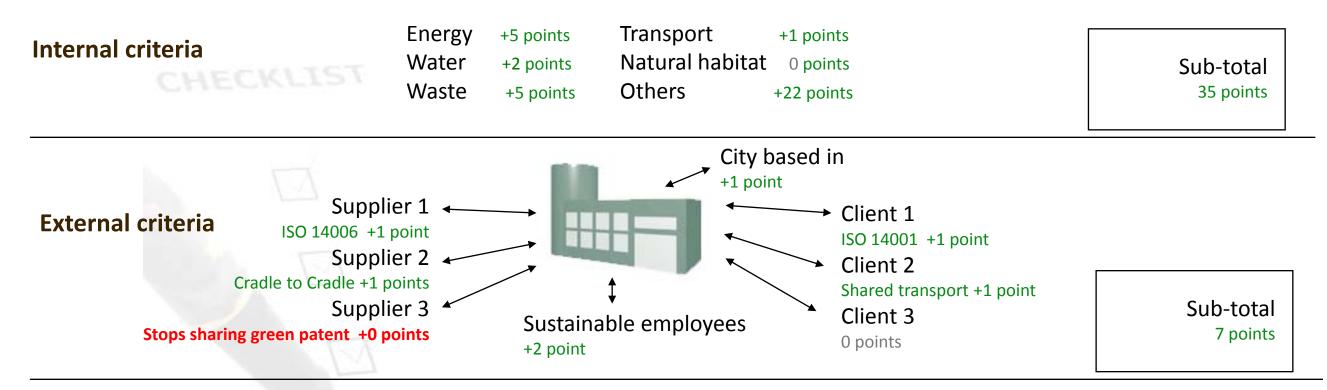
Example:



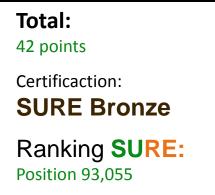


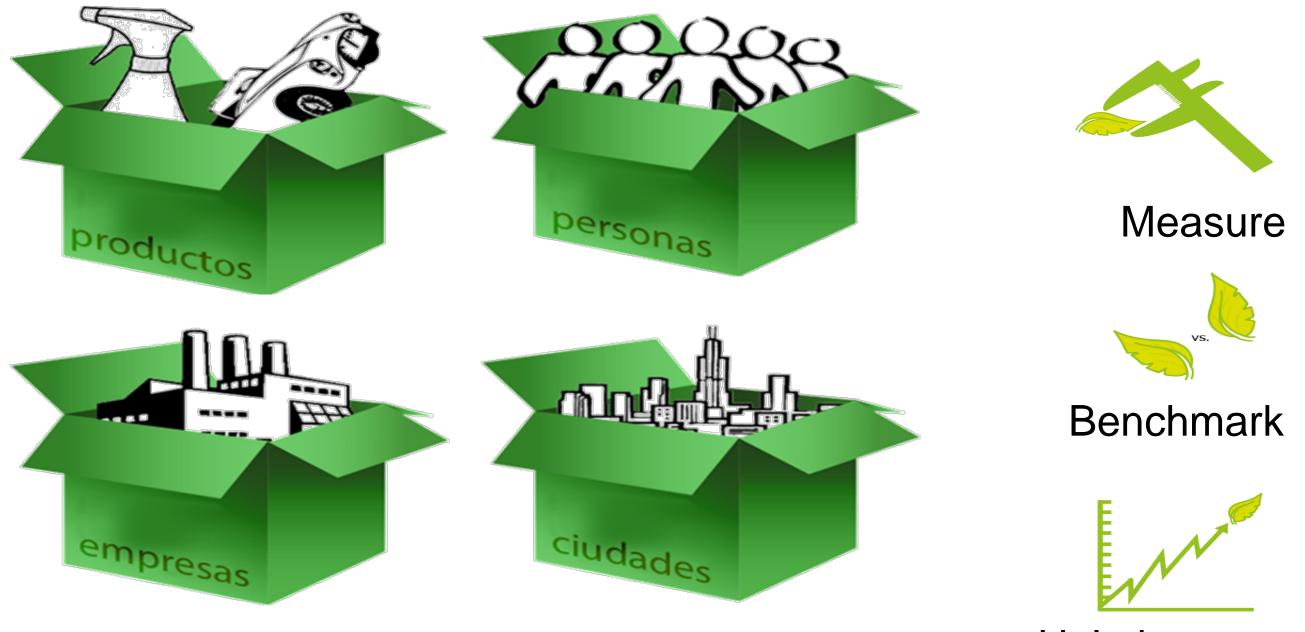


Example:



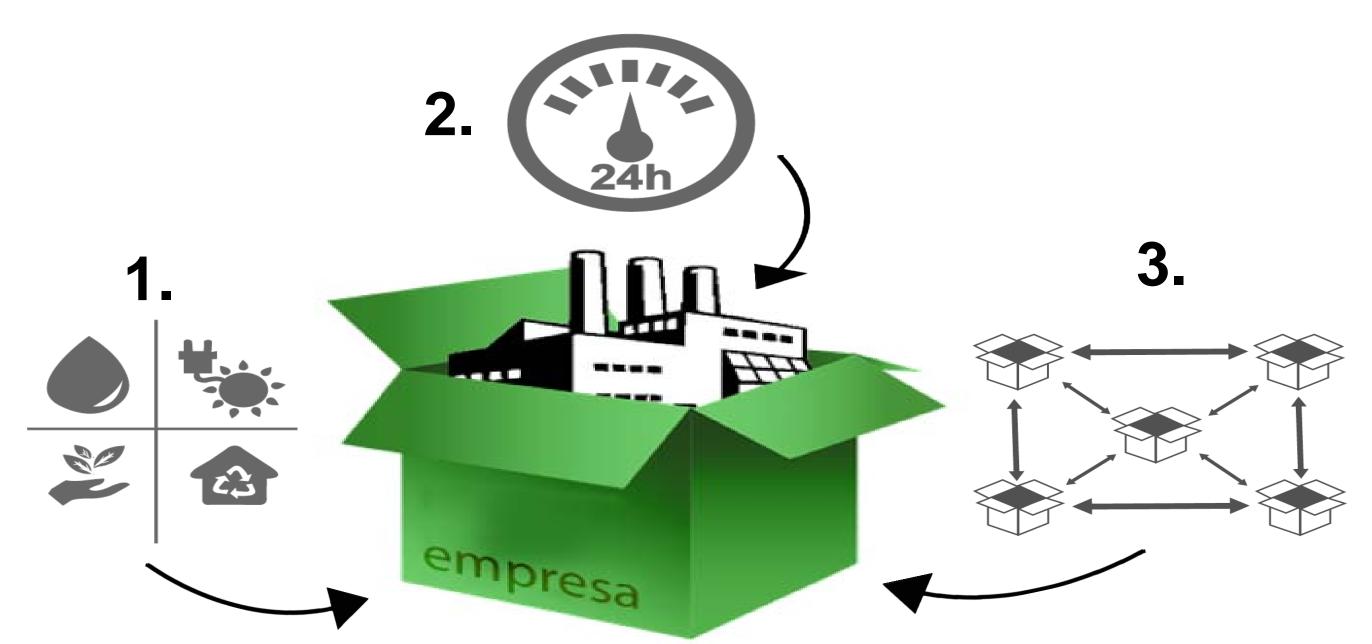




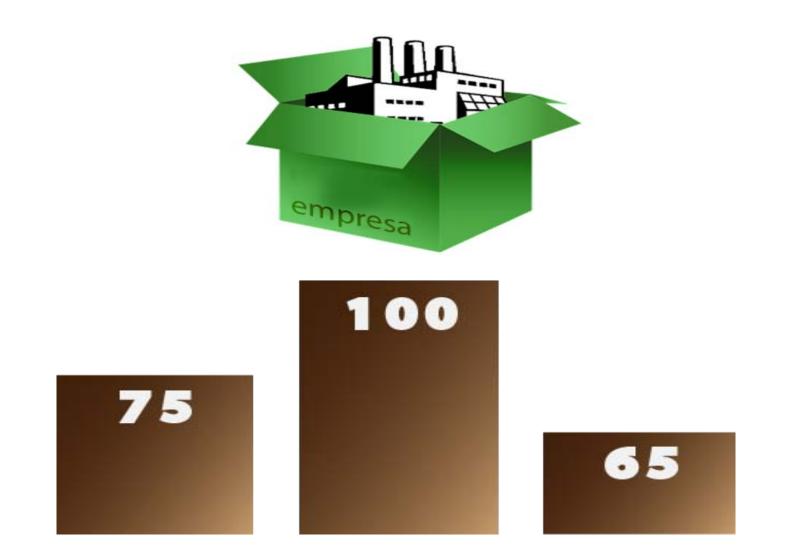


Help improve

# SUSTAINABLE EVALUATION

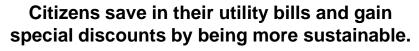


# RANKING



# RANKINGS





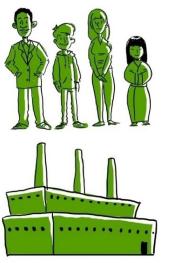
Businesses save in their utility bills and gain customers by being more sustainable.



Cities are seen as more transparent and responsible.

### What SustCity offers







MEASURES SUSTAINABILITY

#### BENCHMARKS



HELPS IMPROVE

111

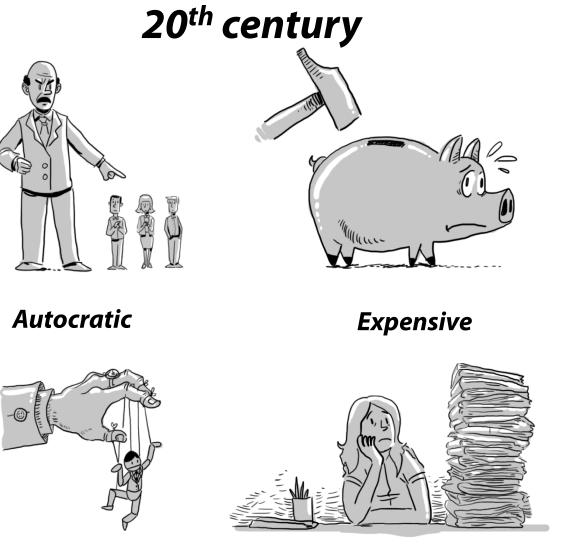
11111

101000 11111



# Offers SUSTAINABLE reputation and recognition

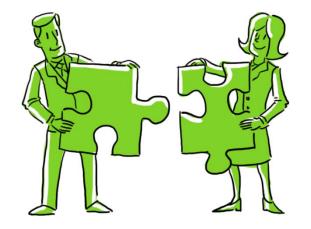
#### **Comparing sustainable recognition**



Manipulable

Borring

21<sup>st</sup> century





Collaborative



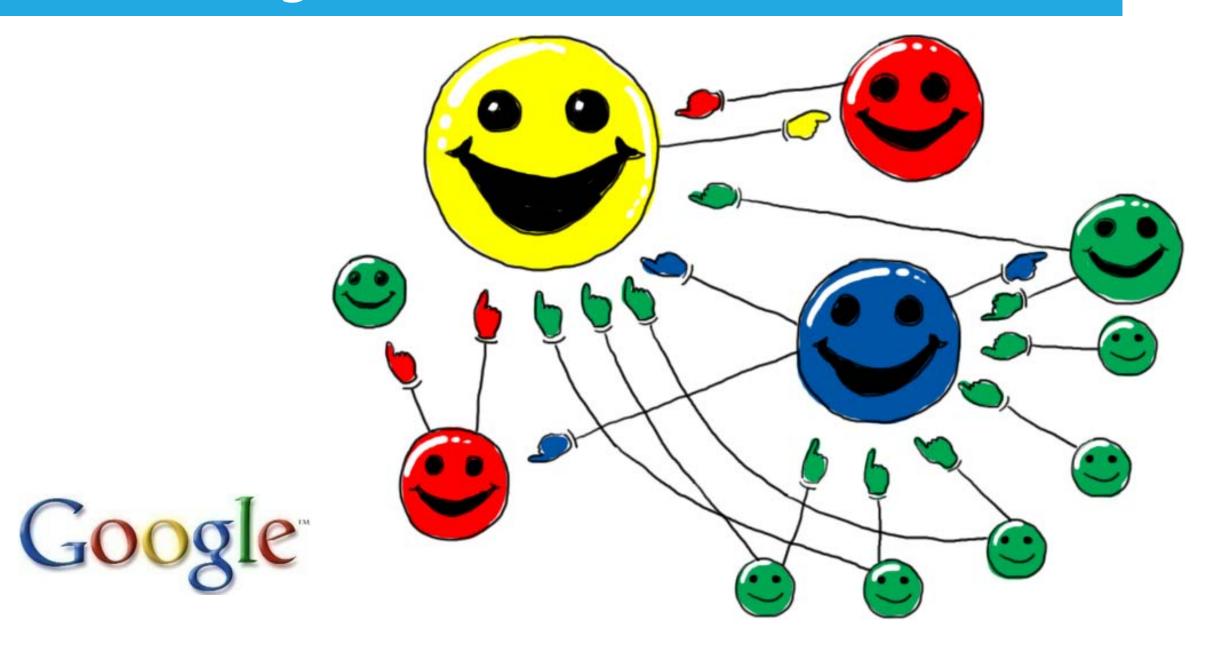
Reliable and real-time

Economical

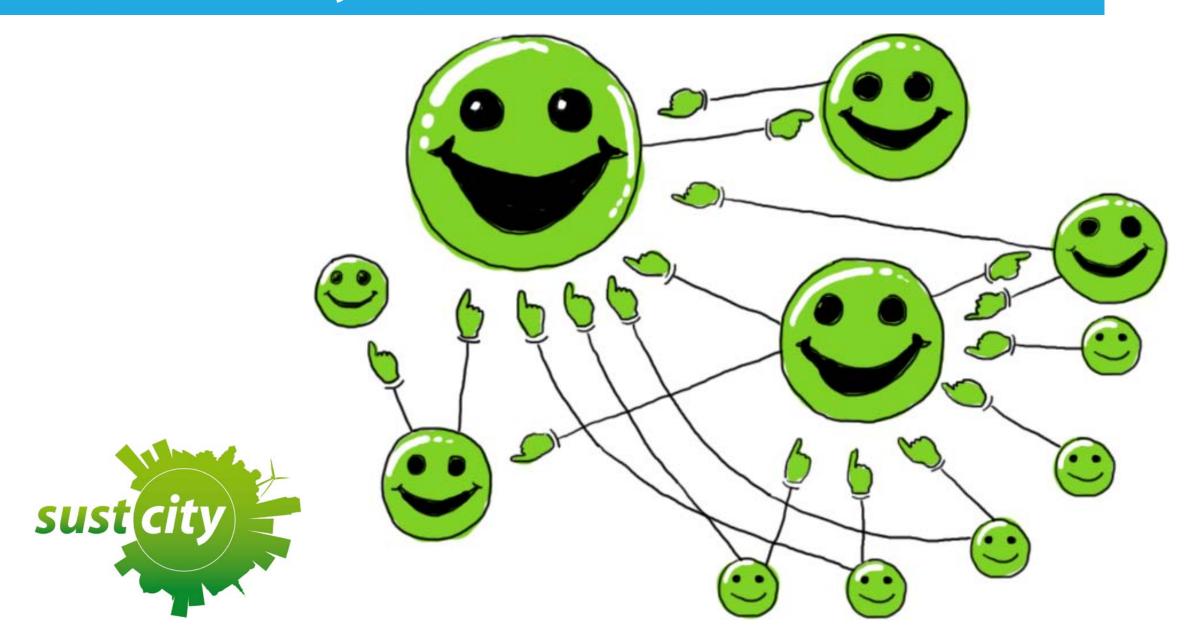


Engaging

### How Google works



# How SustCity works



### Other profile and reputation platforms



#### Reputation



SCORE ANALYSIS

INFLUENCERS

KLOUT STYLE

ACHIEVEMENTS

TOPICS

LISTS



Influencer of (2K)

Influential about



marketing

blogging

share on twitter + share on facebook + see al...

#### Score Analysis Store Stare

share on twitter + share on facebook + see all

You generate actions and discussions with nearly every message



### **Profiles in SustCity**



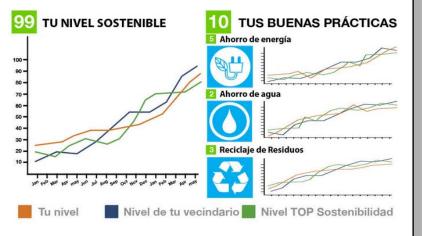


Datos generales

Posada Rural Oasis se ubica en Caño Negro, un sitio ubicado entre los cantones de Guatuso (45 km), Upala (35 km) y Los Chiles (25 km), en la provincia de Alajuela, al norte de Costa Rica. Es un pequeró pueblo de gente humilde, campesina y luchadora. Poseea su alrededor una enorme y bella laguna de agua dulce que, en época lluviosa, es anegada por el imponente rio Frio. Además, la zona posee un Refugio Nacional de Vida Silvestre, sitio RAMSAR y corazón de la Biosfera Agua y Paz.

Caño Negro es un sitio agradable para descansar y disfrutar del aire puro.

#### ACTIVIDAD LOS ÚLTIMOS 90 DÍAS



#### ACTIVIDADES MÁS RECIENTES 10 de junio, 2013: insertado el consumo mensual de agua 1 de junio, 2013: insertado el consumo mensual de agua 25 de mayo, 2013: subido en el nanking aposicion 99 25 de mayo, 2013: subido en el nanking aposicion 99 **BUENAS PRÁCTICAS** 🚺 Agua Revisas y comparas tu factura del agua Tiene sanitarios que ahorran agus Energía por encima de los 24º Reciclaje de Residuos Compra productos a granel OBJETIVOS 50.000 toneladas de PET recogidas en 60% 2013. Quedan 297 dias Bajar el consumo de electricidad en un 90% 20% en 5 meses logrado Quedan 45 dias Reducir las emisiones de CO2 en un 25% 20% en 10 meses Quedan 127 dias

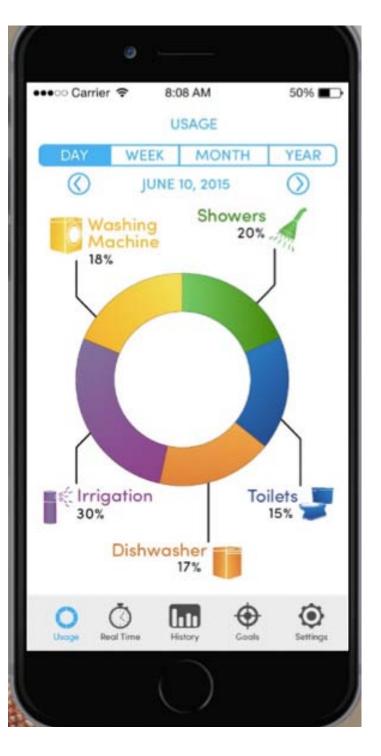


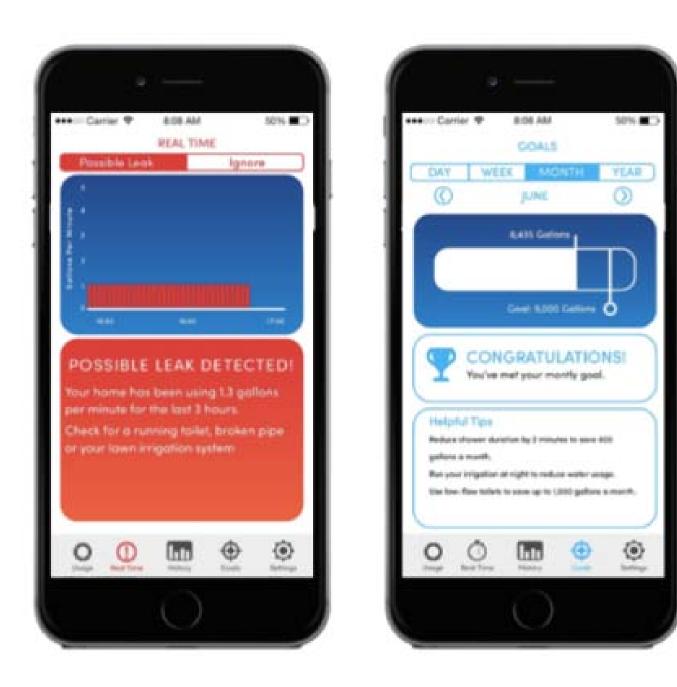
#### Integration with smart meters









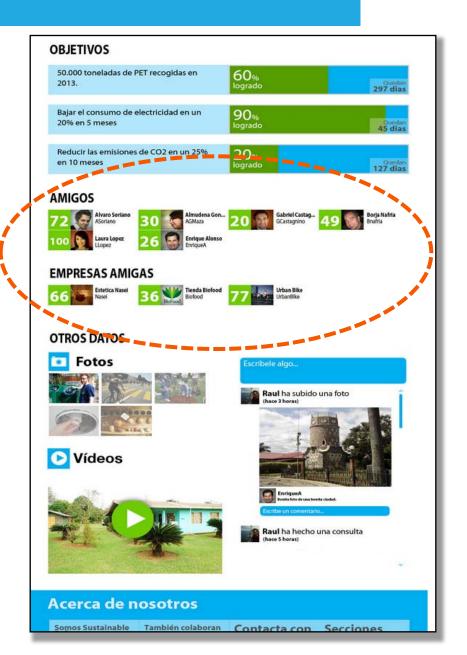


### Sustainability rankings



### Profile (citizen)



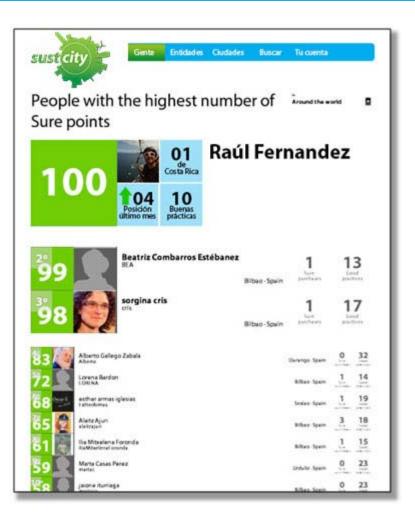


# Profile (city)













**Citizens**: The most sustainable citizens get access to **special discounts** and awards.

**Businesses**: The most sustainable business are ranked higher and get more exposure resulting in **more sales**.

**Cities**: Have a tool to give citizens and business a **voice** and showcase their sustainable actions.

<b>The Klout Perk effect</b> what is your klout score worth?					
0-10	C K K K K K	11-39	C K K C K K C K K K K K	40-99	KKKK
total value		total value		total value	
<b>\$ 183</b> perks	value	<b>\$ 251</b> perks	 value	<b>\$ 1,019</b>	 value
			Huue		huue
MetroMint Water	\$6	All that +		Everything +	<i>*</i>
Axe Hair Gel Four Pack of Slim Fast	\$3 \$8	2015 (RED) Quilt	\$0 \$0	Stephen Kings "Mile 81" book BuzzFeed Membership	\$4 \$0
Hyundai Party		Evening with Chevrolet \$10 to Liftopia.com	\$10	Add Klout Topics	\$0 \$0
\$50 credit to Red Beacon	\$50	A jug of FitFrappe Protein	\$24	Chiquita Banana Bike	\$170
Gallon of International Delight	\$12	Pure Nighclub WOMMA Party	\$0	Autographed copy of "That is All"	\$20
Mercy Alcohol Beverage	\$5	A&E's bag of Bones Novel	\$9	A tube of Smashbox Photo Primer	
Macy's Red Carpet		\$10 to Leftlane sports	\$10	Euro RSG Idea Book	\$50
Season 4 of NBC's 30 Rock	\$34			\$15 Itunes giftcard	\$15
Handbags.com \$25 credit	\$25	Two Degrees sample pack	\$15		\$0
VIP membership to CHILL					\$7
Demand Media Contest				Free Windows Phone	\$300
TopChef Cook Book	\$15				
<ul> <li>A second s</li></ul>					

 these are estimated values based on online research and perceived value may be different for dollar amounts equaling zero. whattheklout.com

#### Levels of quality control



#### Levels of quality control

L10 Voluntary external verification: Users can hire an external inspection to review that their claims are genuine. This service can be provided by Sure staff or by associates. The verification is valid for a predetermined time period. Users that pass the process successfully, get a special visual distinction.

**L9 Random checks:** The legal terms that the users agrees to when registering in Sure in the name of self, company, etc. states that they allow random unannounced checks to verify the validity of their Sure statements. Not allowing for these checks to be conducted or finding a falsification will bring into effect the '3 strike policy'.

**L8 3-strike policy:** Each call-out regarding a false statement that the Sure team determines to be valid will represent one warning for the user. Three warnings in less than a predetermined time period will represent that the user will be barred from using SURE during a predetermined amount of time. Very serious offences can lead to immediate account closing.

L7 Calling out false statements: Anyone can call out presumably false statements on practices and/or transactions from a third party and they will be asked to provide as much evidence as possible to support their claim. These call outs are received exclusively by the Sure team and are not anonymous. The main objective is to act above all as a deterrent against false statements.

L6 Documentation: The more relevant documentation the users provide to help validate their claim, the more points they get out of the possible total.

L5 Getting third party approval: The more approvals that are received from third parties, the higher the factoring when calculating points out of the total possible. Approvals have higher value when made between individuals (less value when made to products, companies, cities, etc.). Approvals can be made to a Sure profile (of a product, individual, company, city...) in general, or to a particular sustainable practice and/or economic transactions. The better the reputation of the profile making the approval (based on longevity in the Sure platform, current and historic points, approvals received, etc.), the more weight it has.

L4 Validating economic transactions: When a purchase is made, either the buyer or the retailer can input the transaction into Sure. But both, buyer and seller will be able to see the transaction in their profile and the party that didn't insert it in the first place can either leave it without change, can validate it (which will provide a bonus in points), or can flag it as incorrect (which will cancel the points and will trigger a request for the Sure team to to check the operation.

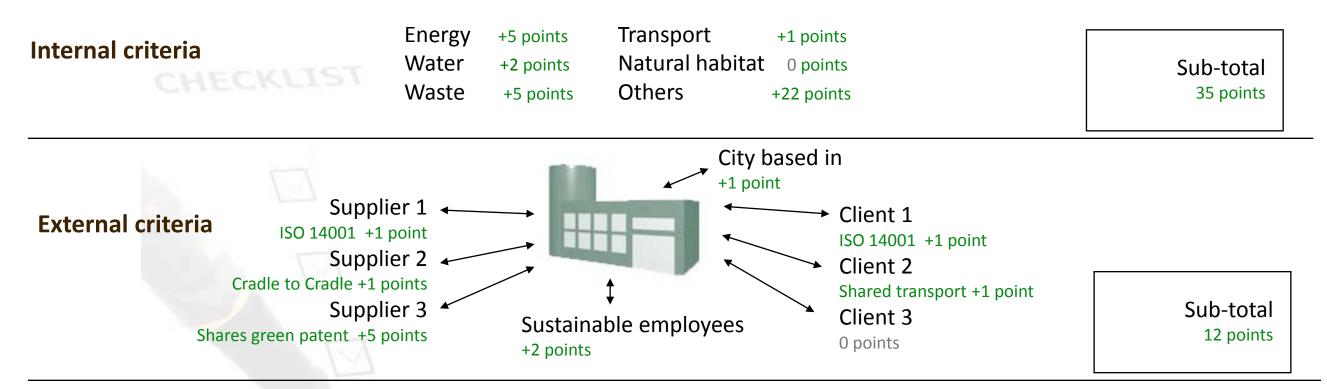
L3 Uploading identification document: Knowing that a user, company, etc. is who they claim to be helps to reduce the risk of users creating fake accounts and abuse the system.

L2 Weighting of practices versus economic transactions: Since sustainable practices are mostly based on unilateral claims, these have in proportion less weighting in the overall Sure score than sustainable economic transactions (purchases, hires, etc.). An economic transaction involves normally at least 2 parties of which one of them tends to be a company that normally cares about its reputation and therefore may be less prompt in providing false statements.

L1 Good faith self-reporting: We trust in the overall good will of the users. Everyone can use Sure for free and it is simple and fast to get started. Users can make sustainable related claims and start earning points. This allows Sure to gain quickly a critical mass of users which is critical for it's growth and success.

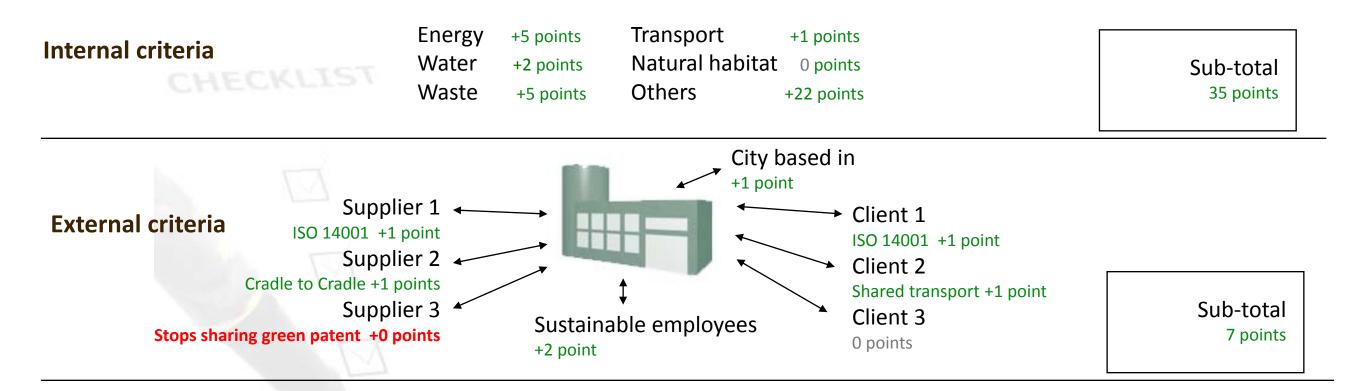
However, if a given action provides a maximum number of X points, at this level they get initially a lower % of these points.







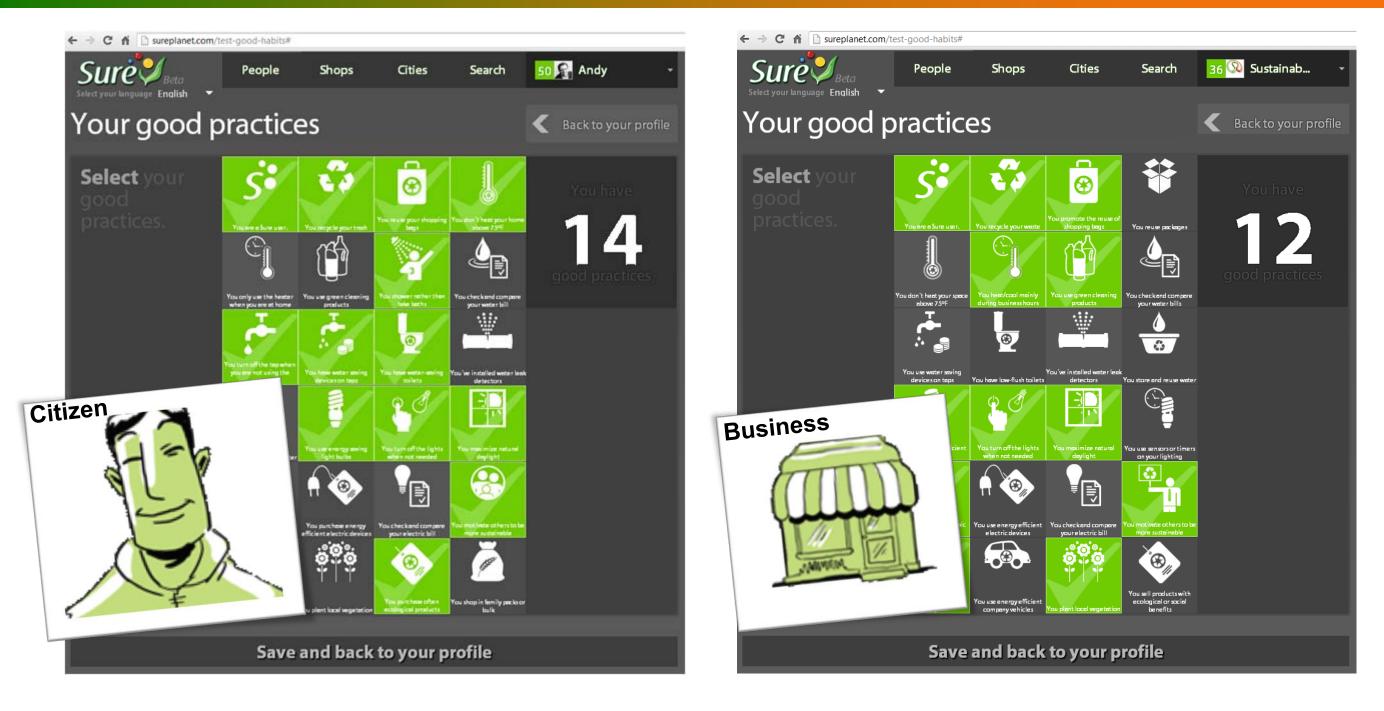






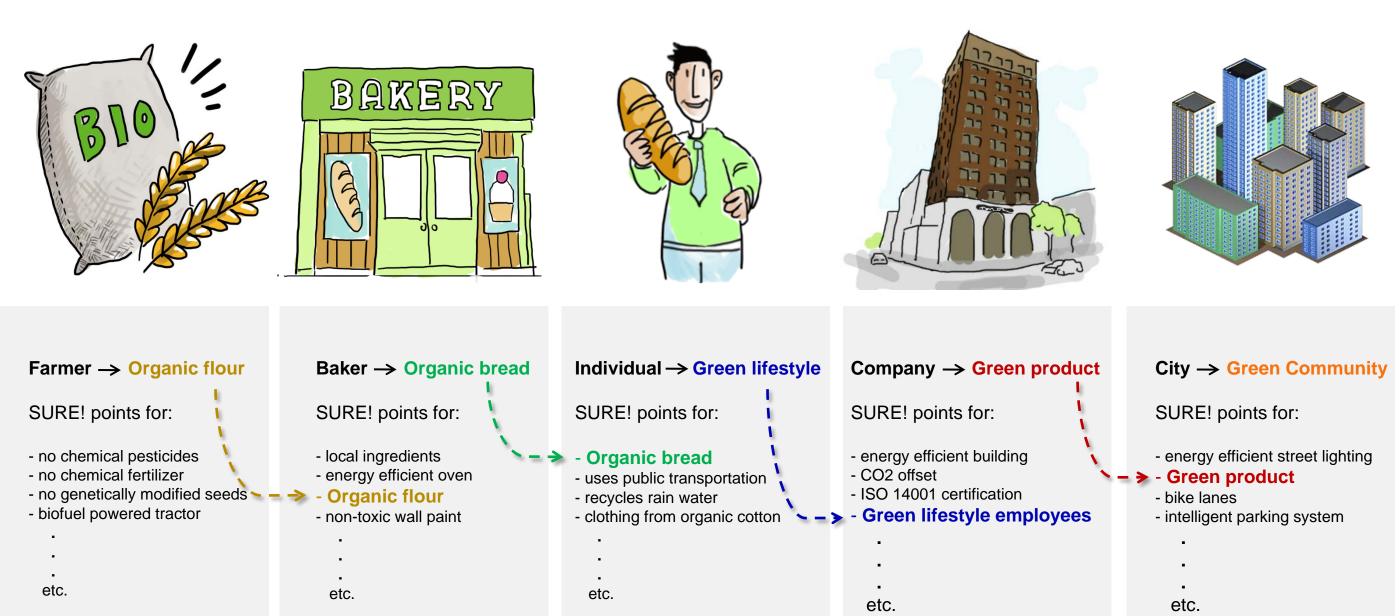


#### Screenshots: Selecting sustainable practices



#### Example of how SustCity works

SURE! is an open, transparent and scalable certification system that helps spread sustainable points between products, companies, organizations, individuals, etc. for their sustainable efforts.



SURE! spreads points, not only in a 'bottom-up' manner, but also 'top-down':

