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Governor Deval Patrick

[Home](#) > [Press Office](#) > [Press Releases](#) >
[Governor Patrick Announces Global Partnership](#) >

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Governor Patrick Announces Global Partnership Between Massachusetts' Desalitech and Japan's Toyo Engineering Corporation

Deal Will Strengthen the Commonwealth's Growing Water
Innovation Industry



Governor Patrick joins officials from Desalitech and Toyo Engineering Corporation for an announcement relative to the Massachusetts water innovation sector in Tokyo. (Photo: Bonnie McGilpin / Governor's Office)

TOKYO - Tuesday, December 10, 2013 - Governor Deval Patrick today joined representatives from Japan's Toyo Engineering Corporation and Massachusetts-based Desalitech in Tokyo to announce a global partnership that will introduce environmentally responsible and highly economical water and wastewater treatment solutions to Japanese, East Asian and international markets, and keep Massachusetts at the forefront of the global water innovation economy. The announcement was part of Governor Patrick's *Massachusetts - Asia Innovation Partnership Mission*, aimed at strengthening the Commonwealth's relationships with Japan, Hong Kong and Singapore in order to create growth and opportunity throughout Massachusetts.

"We are in Japan because we know that if we want to sharpen our edge in the innovation economy, we must strengthen our existing relationships and build new ones," said Governor Patrick. "The new venture between Desalitech and Toyo Engineering is a testament that our strategy is working and that Massachusetts is competing on the global playing field."

Desalitech, previously based in Israel, relocated to Massachusetts earlier this year, following Governor Patrick's trade mission to Israel in 2011. The company focuses on reverse osmosis processes for effluent treatment and greatly reduces negative ecological impacts while improving the productive and responsible use of natural resources. Desalitech was named in the 2013 Global Cleantech 100 as a top company in clean technology.

Massachusetts is home to nearly 300 water industry companies, organizations and institutions from a variety of sectors, including research and education; innovation and entrepreneurship; and engineering.

"This agreement is great news for Desalitech and for Massachusetts," said Secretary of Energy and Environmental Affairs Rick Sullivan. "By bringing innovations that address our global water challenges as well as other energy saving technologies to the marketplace, we are growing the Massachusetts water industry."

"As the demand for clean water grows, Massachusetts is positioned to lead the way," said Alicia Barton, CEO of the Massachusetts Clean Energy Center. "This agreement will advance our economic goals at home while helping to solve complex water challenges around the world."

"Global water challenges increasingly impact our health, economy and quality of life. Desalitech's CCD-RO solution provides the highest water recovery available, the flexibility to treat challenging water sources, the highest energy efficiency and low disposal costs," said Nadav Efraty, CEO of Desalitech. "With our respected and capable partner, Toyo Engineering, we are working to make water safe, abundant and affordable for all."

"As a global Engineering Procurement and Construction leader, Toyo offers comprehensive solutions to meet its customer business and sustainability objectives," said Katsumoto Ishibashi, Toyo Engineering CEO. "With water and energy resources under tremendous strain all over the globe, Toyo is committed to providing best-in-class high efficiency water and wastewater treatment."

"Our goal is to reduce our customer's water and energy footprint while increasing

process reliability and flexibility," said Toyo Senior Executive Officer Kumar Akhilesh, Infrastructure Business Unit Director. "This combination of better performance and greater environmental responsibility is important for Japanese and global markets."

The signing occurred following a discussion on clean energy innovation sponsored by the American Chamber of Commerce of Japan.

The Patrick Administration has spent the last several months working with water industry leaders to organize a new Water Innovation Network that, when launched, will build upon the successes the Commonwealth and companies have had in creating more efficient and cost-effective water supply and wastewater treatment solutions to drive demand for Massachusetts-made products.

Earlier on Tuesday, Governor Patrick joined representatives from Massachusetts' EnerNOC, Inc. and Japan's Marubeni Corporation to announce that the companies are forming a joint venture, named EnerNOC Japan, KK, to provide demand response in Japan. This international partnership will bring Massachusetts innovation across the globe to address worldwide energy challenges.

From December 7-17, 2013, Governor Deval Patrick is leading a coalition of the Commonwealth's government and industry leaders on the *Massachusetts - Asia Innovation Partnership Mission* to strengthen the state's partnerships with Japan, Hong Kong and Singapore, and expand opportunities between the Commonwealth and region for economic development and job creation in the innovation, life sciences, financial services, clean tech and transportation sectors.

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