



1. "QTI, what is it?"

Quantum technology Inside (QTI) is a quantum technology of water filtration.

2. "What is Quantum?"

Quantum: no water waste, no plastic waste, no added chemical, does not filter mineral salts. Only the atoms and ions (the smallest parts) of pollutants are modified with a constant stream of water under pressure passing through particular components of nanoscale size.

3. "What is your business model?"

- sell a manufacturing and distribution license.
- ensure the transfer of technology
- Reasonable fee for signature, royalties for the term of the license that cannot exceed the patents term.

4. "QTI, we understood but you do not have the machines to incorporate your techno" ?

yes, we have .

- the first Leautus® model with manual pump is ready. 100 prototypes have already been produced and were used for the tests. Moreover it permitted to validate the cost price.
- the plans of the automatic machine Leautus® {1} are ready.
- Leautus® {0} patent is under process.

Are there evidences for that?

Yes

see in Youtube or Youku, channel: Leautus

5. "We want to buy the patents now"

23 patents have been filed in several countries and additional patents / extensions are in registration process. Their value is still very low compared to the potential gain over 20 years for Wiracocha. Today it is not realistic for an industrial to pay for a fair value (> USD 100 million) and for Wiracocha it is not acceptable to sell the technology at a too low price taking into account the perspectives it opens. Hence the reason to enter first into a license agreement, with possible support by Pierre Marconi, which looks to be the best solution to concile both positions.

6. What is the right process to sell a license?

- understand technology
- 'validate' or share estimates.
- When the company has understood the potential, we are talking about the transfer options and the price.

7. "What are the different solutions to have safe water in the world?"

There are two ways: filtration of water and bottled water.

- **Water filtration:** the main technology (80% of the filtration devices) is Reverse Osmosis (R / O) ¹: invented 40 years ago: technologically outdated (great waste of water, retains mineral salts, must be connected to faucet and sink for draining dirty water. This explains that the different manufacturers of R / O machines sell in their country but are not differentiating enough to sell at export.

¹ See infography on website, full study in cloud "study"



• **Water in plastic bottles:** invented last century, outdated today (plastic pollution of bottles, release of plastic bottles, price)

8. "Are these solutions sustainable?"

No

We come to the end of a cycle for both solutions. These technologies are respectively a century old and 40 years old.

Is the taste of the water filtered by this technology pleasant?

Yes

Water has even great taste. No chemicals are added, there is no contact with plastic and the mineral salts are preserved. The taste tests performed showed Leautus® filtered water was even preferred to certain prestigious bottled water. (See the film ² and the study of the tests).

9. "Is the period favorable for the launch of QTI?"

Yes.

Globally the period cannot be more favorable: increase of any kind of pollution in the water, demand of green and sustainable product, global warming and Day Zero. These problems are global, constantly rising with no hope of backwards step. (see radioactive pollution of water in Fukushima).

10. "Day zero? "

With global warming, the level of seawater rises and it mixes with fresh water. The brackish water obtained can not be filtered by conventional treatment plants. As a result you have brackish water at the tap, unfit for drinking by humans. Major cities around the world today are in 'Day

² see in cloud .“ Water taste test “ in “movie “ file and “ Water taste test march 28 “ in “study” file.

Zero' (Cape Town, Jakarta, Tokyo, London, Miami). The problem is of considerable magnitude.³

11. "Your estimates are unrealistic."

Really?

The estimates are twofold, profitability and potential.

- Profitability: Costs, retail prices and margin have been validated (see China and India benchmarks). It would allow a gross margin above 75% together with remaining competitive compared to current market offers.
- Potential: estimated with 3 Leautus® models (9 models are already identified), on the basis of worldwide sales, excluding consideration of salt water and radioactive filtration model.

- The potential is enormous: this is due to the global response of QTI technology to the problem of water pollution (possibility of selling QTI in all market segments) combined to accumulation of the above-mentioned factors: outdated competing technologies, change of consumers mindset and behavior with respect to plastic pollution and water quality, the global warming and "Day Zero".

12. "QTI, is this technology sustainable?"

Yes,

No water waste, no plastic waste, no chemicals add, keep mineral salts.

The materials used, the patents, the technologies used ensure a visibility of at least 20 years, letting the time to the industrials using QTI to take premium positions in this new water marke.

13. "Why a similar technology cannot be invented by others? "

³ see in cloud “newspaper “



- QTI is a new disruptive technology.
- Inventing a similar technology would require to combine 3 elements: a membrane, appropriate components and a device fitting all together.

Today, companies are very specialized and may manufacture some parts, never all. The performance and the unique positioning of QTI is to have been invented by the same person⁴.

All parts are made to be assembled and work together.

Patents are established to protect the whole. In addition to these 3 key items, QTI invented the refill (the intermediate part between the membrane and the components). It is unique in the world. This brings a long processing capacity, a low renewal price and a business model – regular replacement of the refills - particularly profitable for the manufacturer.

(Similar to Nespresso model, applied to a larger scale as every body in the world needs safe water) .

14 "There are thousands of pesticides, you tested only 3? "

Yes,

There are thousands of pesticides used in agriculture around the world. Pesticides can be grouped by active molecule group. We tested bifenthrin, chlorpyrifos and DDT. More than 200 pesticides have the same active molecule. So we will have the same reduction result.

Does QTI reduce antibiotics?

Yes,

Qti reduces antibiotics.
(Chlortetracycline and enrofloxacin)

Study on the main antibiotics was conducted⁵ and the tests were filmed⁶.

When did the tests start?

- The first tests started in Strasbourg (France) in 2013.⁷
- From 2013 to 2017 the different parts and components have been tested.
- they were completed in July 2017 by Professor Marc Henry on mineral salts.⁸

15 "There will be copies of Leautus® and refill very quickly on the market".

May be,

Copy is the price of success. We have planned to put an anti-copy label (QR code) on each box of refill. (See the movie AIO tag security). This security device, already used in luxury industry, will make counterfeiting difficult as immediately recognizable.

16 "What are the reasons for the pollution of tap water? "

Mainly 2 reasons:

- 70% of the world's water is used by agriculture. Agriculture uses pesticides everywhere and no filtration station, however sophisticated, can filter pesticides on thousands of liters.
- Once filtered by the filtration station, the water travels through hundreds kilometers of pipe. These pipes are lead or plastic, maintenance free and out of age. This is the second reason for pollution. (See study in the cloud).

17 "Water pollution is important in China, but in my country tap water is good. "

⁵ see in cloud ' study' State key laboratory of organic Geochemistry

⁶ see in cloud ' movie' Antibiotics reduction

⁷ see in cloud 'movie' research & development

⁸ Tests TDS-Evian for Leautus

⁴ LinkedIn : see Pierre Marconi



Unfortunately the 2 reasons of pollution explained (**16 above**) are valid worldwide. The same causes produce the same effects. Communication on real water quality is a delicate subject kept quite confidential by the Authorities.

18 "Can you give an example of disruptive technology? "

In the 18th century people used candles to light themselves. Thomas Edison invented the light bulb one day. All candle makers said "it will never work". A few years later, all the candle factories closed ...

19. "I buy bottled water, the quality is good, why would I change for Leautus®?"

A new independent study "**90% of bottled water contains microplastics**" underlines a high level of plastic residue inside the plastic bottles of the 10 largest global brands of bottled water. (Complete study in the cloud).

By buying Leautus® you save money, you are sure of water quality and you stop plastic pollution.

20. QTI can reduce water pollution with radioactive materials? is it an important pollution?

This pollution is unfortunately important .
in Japan, for many years following Fukushima accident.
In France, several nuclear power plants will have to be dismantled in the next few years. It is a very difficult and dangerous work. The oldest plant, Fessenheim is above the largest water table in Europe. Contamination is likely.

In the US,⁹ Up to 170 million Americans in all fifty states may be exposed to radiation-tainted drinking water. Using data from 50,000 public water systems, the Environmental Working Group found that more than 22,000 utilities reported the presence of radium in treated drinking water between 2010 and 2015.

26,000 tons of radioactive waste sits at the bottom of Lake Powell10

Located on the Arizona–Utah border, Lake Powell serves the drinking water needs of 40 million people in the Southwest while welcoming over 3 million recreational visitors every year.

Concrete example like those proliferate worldwide.

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If you don' t find answer , pleased warn pierre@wiracocha.biz

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⁹ <https://www.ewg.org/tapwater/reviewed-radiological.php#.WrDNBJNuY6g>

¹⁰ <https://inhabitat.com/26000-tons-of-radioactive-waste-sits-at-the-bottom-of-lake-powell/>