



Monitoring-as-a-Service Platform
for Multi-Unit Property Owners



COMPANY OVERVIEW



Sensor Industries' multi-unit property monitoring system delivers actionable insights that reduces fresh water loss and mitigates catastrophic damage from indoor floods.



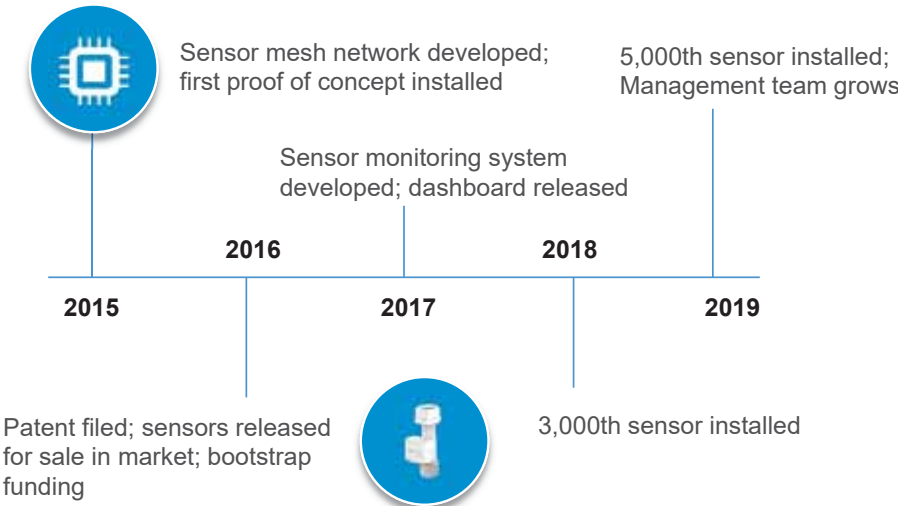
We provide cost-effective solutions and technologies that identify and control unseen wasted water to save multi-unit property owners hundreds of gallons of water each month and reduces water costs.



COMPANY OVERVIEW

The industry's only cost-effective Monitoring-as-a-Service (MaaS) platform for multi-unit property owners

- Founded by property owners seeking to increase NOI
- Large customer base of referenceable clients
- Strong financial backing
- Contractual commitments to over 70k sensors
- Patent pending technology (US20160350880A1)





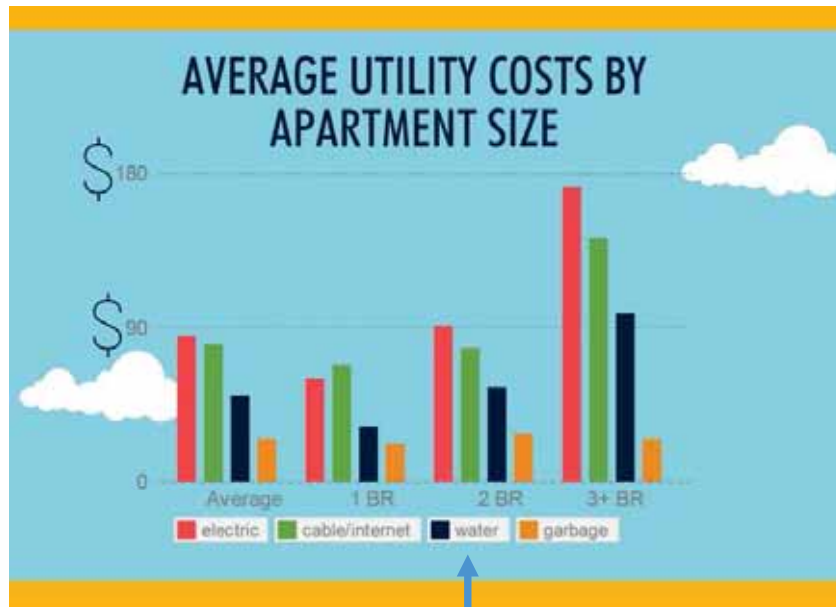
Customer Portfolio

Sensor Industries Clients Include:

HOSPITALITY • STUDENT HOUSING • MULTI-FAMILY • COMMERCIAL • SENIOR LIVING



Number one hidden cost? Hint: It's not Electricity



PROBLEM 1 – TOILETS

Leaking toilets are the #1 source of water waste for multi-unit property owners - easy to fix, hard to monitor



A stuck open flapper valve causes toilets to leak up to 5,000 gallons per day



Billions of dollars in NOI are lost each year due to leaking toilets



Tenants / Guests do not report toilet leaks to property managers

TAKEAWAY:

No cost effective solution exists to monitor and notify property owners of leak loss

What Do Leaking Toilets Cost Me?

You Own 1000 Toilets

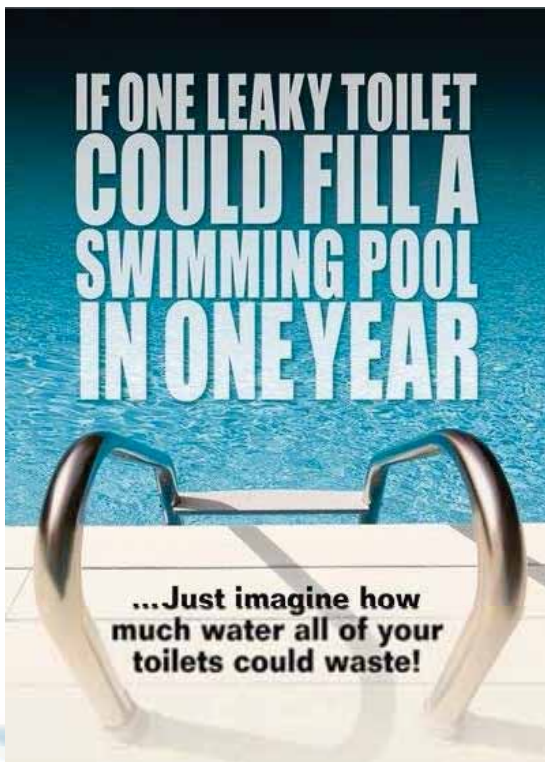
478 annual leak events, 34,000 gallons of water lost per day, 1.01 million gallons lost a month, 12.4 million gallons a year, **\$310,000 lost per year.**

You Own 500 Toilets

239 annual leak events, 17,000 gallons of water lost per day, 509,000 gallons lost a month, 6.2 million gallons a year, **\$155,000 lost per year.**

You Own 100 Toilets

48 annual leak events, 3,400 gallons of water lost per day, 102,000 gallons lost a month, 1.24 million gallons a year, **\$31,000 lost per year.**



PROBLEM 2 – FLOOD DETECTION

Floods caused by leaking plumbing, hoses, and appliances cause major damage and expense



\$20,000 – \$60,000
The average claim for a multi-family unit flood



We detect on average one flood per week per 50 floors of high-rise



High-rise floods cause damages up to \$1 million, depending on the number of floors

TAKEAWAY:

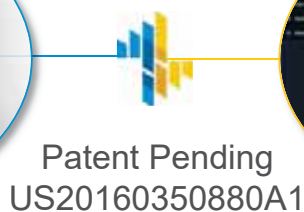
A single undetected flood can cause catastrophic damage and expense

SOLUTION

Monitoring-as-a-Service (“MaaS”) platform rescues wasted water



**Full Stack
Internet of Things Platform**

A central graphic consisting of a small bar chart icon above the text "Patent Pending US20160350880A1". A blue line connects the hardware image to the left, and a yellow line connects the software image to the right.

**Monitoring &
Notification Software**



***“I have tried everything –
Sensor’s solution is the only thing that works.”***



Marc Menowitz
CEO/Founder, ApartmentCorp
26,000 Unit Portfolio





*“In the past we had on average **a flood a month** that would require repairs. Some of these floods were severe that resulted in the **millions of dollars in damages.**”*

We have not had an uncaught flood, or even a minor one, since we installed the system.”

Jeffrey Buttikofer
CFO, COO, Realtech Construction Co.
26 story high-rise medical office building
in Los Angeles
800 flood sensors installed

SCALABILITY

Once SI-Mesh is installed, we can layer on a wide range of additional sensors for increased property management efficiency

From protecting valuable museum artwork with Light Meters, to saving lives with Carbon Monoxide, Smoke, and Occupancy monitors, the MaaS platform has endless possibilities for scalability and innovation.



Occupancy Monitoring



Environmental Monitoring



Carbon Monoxide Monitoring



Asset Protection



Light Meters



Open/Closed Sensors

Toilets leak more than you think.... Providing the opportunity to not only SAVE money but to GROW the net asset value of your buildings

Sensors Database Snapshot in time:

- 8,480 SI devices installed in 3,800 units
- 69 properties, 44 companies
- 55 million total gallons processed
- 32 million total gallons associated with leaks
- **Water wasted from toilet leaks 50%+**



*"With Sensor Industries I've been able to add over **\$8M in value creation on just 8 properties in less than 1 year.** In my 40 years of owning a large portfolio of Multi-family residential units, Sensor Industries is the first solution I've come across that **not only saves us money - but makes us A LOT of MONEY!**"*

Marc Menowitz

CEO/Founder
ApartmentCorp 26k Unit Portfolio

CASE STUDY

RiverPointe, a 164-unit multi-family property.

BEFORE

Account Summary SEWER and WATER	
Account Number	2278254-1052878
Customer Name	RIVERPONTE HOUSING, LLC
Service Address	765 COUNTRYBROOK DR W
Service Period	05/07/2018 to 06/06/2018
Bill Date	06/12/2018
Previous Balance	\$21,656.30
Payments Received	\$21,656.30
Balance Forward	\$0.00
New Charges Due	07/10/2018 \$21,722.66
Total Amount Due	\$21,722.66

New charges due 07/10/2018. A 10% penalty may be added if not paid by this date. This date does not extend the due date for any past due billing charges.

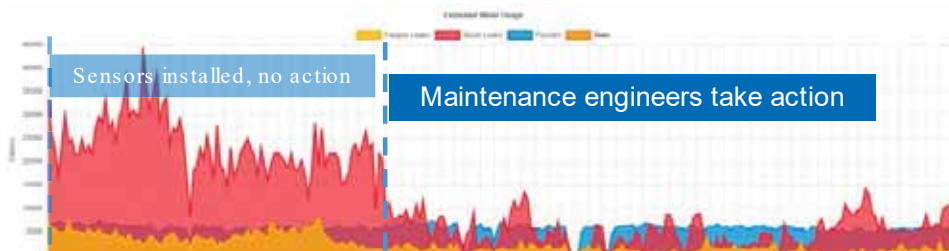
AFTER

Account Summary SEWER and WATER	
Account Number	2278254-1052878
Customer Name	RIVERPONTE HOUSING, LLC
Service Address	765 COUNTRYBROOK DR W
Service Period	02/05/2019 to 03/04/2019
Bill Date	03/12/2019
Previous Balance	\$14,629.38
Payments Received	\$14,629.38
Balance Forward	\$0.00
New Charges Due	04/09/2019 \$14,431.74
Total Amount Due	\$14,431.74

New charges due 04/09/2019. A 10% penalty may be added if not paid by this date. This date does not extend the due date for any past due billing charges.

Significant Volumetric/HCF Reduction

The most effective solution for monitoring toilet water waste from leaky or malfunctioning toilet is a point-of-use sensor with real time notifications.



No behavioral modification required from tenants.



RAPID ROI

RiverPointe Apartments

Total Hardware Investment:	\$21,980
MaaS Subscription Fee:	\$7,872
Installation:	\$4,360

Total Investment:	\$34,212
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Annual Savings:	\$87,492
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ROI Payback	5 months
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RAPID ROI

Palm Vista Apartments (100 units/106 toilets total)

Total Hardware Investment: \$9528.33

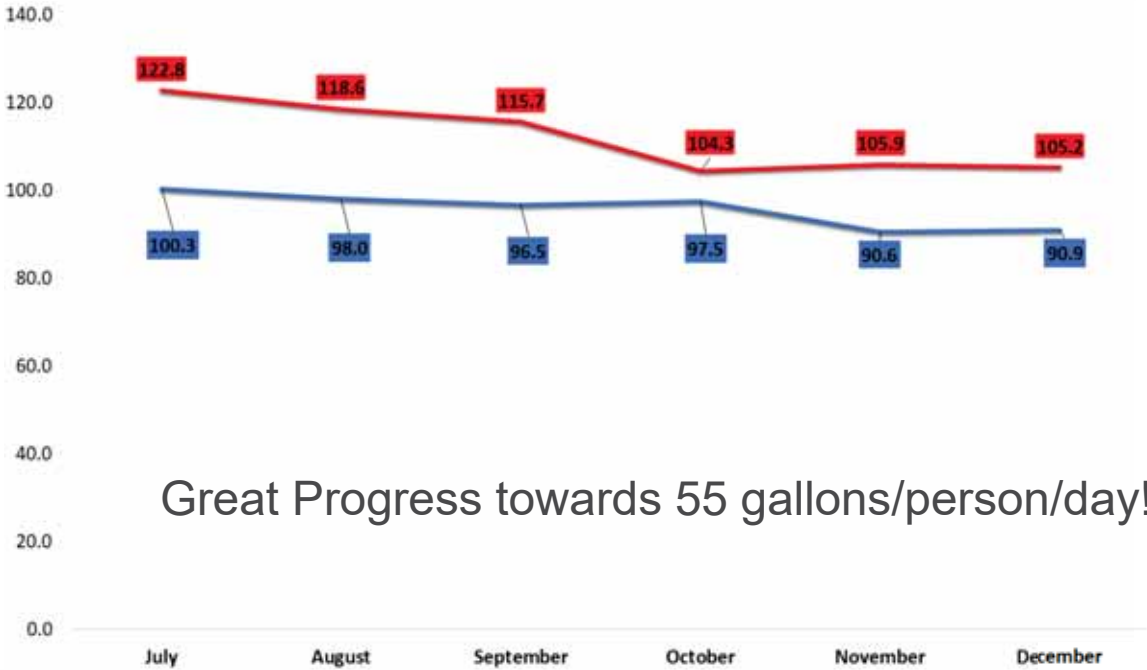
MaaS Subscription Fee: \$1000

Total Investment \$10,528.33

Annual Volumetric Savings: ~920 HCF

2018 vs 2019

GALLONS PER PERSON, PER DAY



14.5%
Reduction
YOY

Great Progress towards 55 gallons/person/day!





PRICING

One-Time Equipment Charge with Monthly Monitoring Services Fee

HARDWARE (ONE-TIME)

Toilet Sensors (Per Toilet):	\$59
Flood Sensors (Per Sensor)	\$49
Repeater (Per Door):	\$35
Gateway (Per Property):	\$450
Installation (Per Door)*	\$20



MONITORING (RECURRING)

MaaS (Per Sensor):	\$2/mo*
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Once the platform is installed, adding additional sensors is simple and inexpensive.

* Includes site toilet audit - Average installation cost plus travel

Use Cases

MULTI-FAMILY APARTMENTS

- 54% of toilet water usage is attributed to leaks
- 11 flood detections



STUDENT HOUSING

- 58% of toilet water usage is attributed to leaks



HOSPITALITY

- 17% of toilet water usage is attributed to leaks
- 198 flood detections



PRODUCT

Customer dashboard



PRODUCT

Rank Complexes



PRODUCT

Printable Work Orders



Currently Leaking Toilets

Show: 10 entries

Table with columns: Complex, Unit, Serial, Last Event

Complex	Unit	Serial	Last Event
Active Street	1111 (Bathroom-Master)	8099	Jun 25, 2019, 10:42 AM
Complex	4205 (Bath-Suite)	8076	Jun 25, 2019, 10:42 AM
One Locks	205 (Bathroom-Master)	8014	Jun 25, 2019, 10:40 AM
One Locks	102 (Bathroom-Master)	8172	Jun 25, 2019, 10:40 AM
One Locks	118 (Bathroom-Master)	8147	Jun 25, 2019, 10:40 AM
One Locks	276 (Bathroom-Master)	8195	Jun 25, 2019, 10:39 AM
One Locks	112 (Bathroom-Master)	8190	Jun 25, 2019, 10:39 AM
North-Park Apartments	9-2 (Bathroom)	8181	Jun 25, 2019, 10:42 AM
North-Park Apartments	11-2 (Bathroom)	8182	Jun 25, 2019, 10:40 AM
West-Park Apartments	410 (Bathroom-Bath)	8360	Jun 23, 2019, 10:49 AM

Showing 1 to 10 of 10 entries

Print

Total: 1 sheet of paper

Print Cancel

Destination: 250-AMT550-627

Pages: All

Pages: 1

Color: Black and white

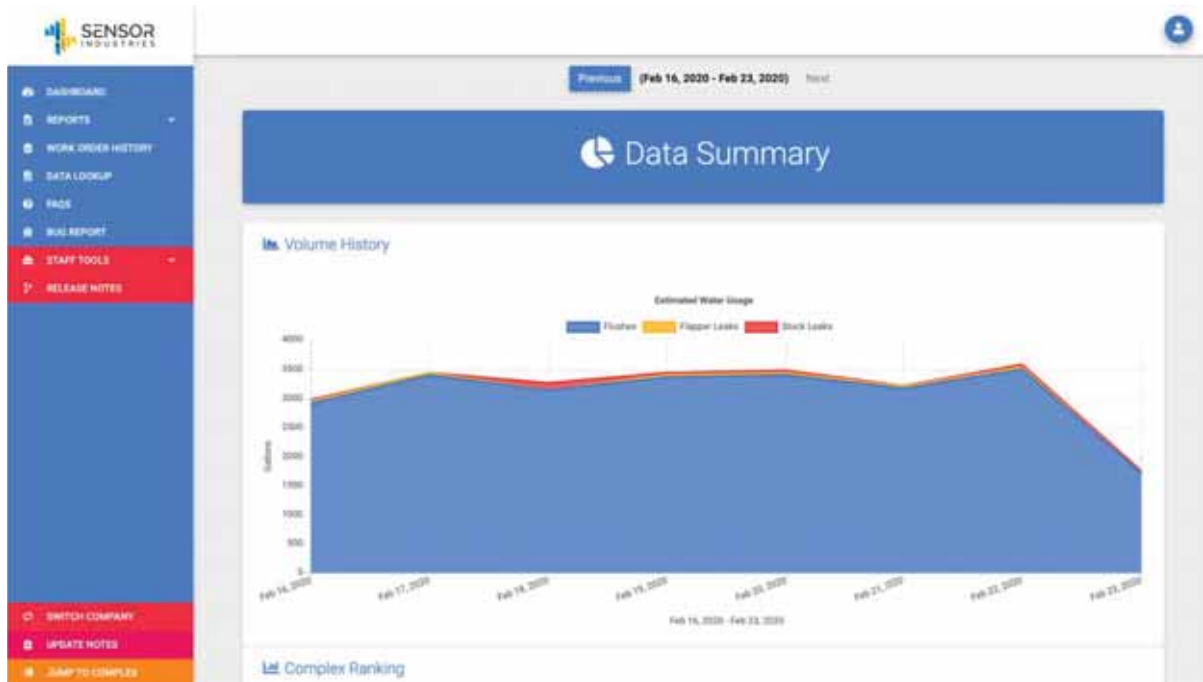
More settings

Print using system dialog... (Ctrl+Print)

SI-Dash

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PRODUCT Weekly Summary Reports



PRODUCT

Different User Types



Owner

Summarized Data, Property Ranking

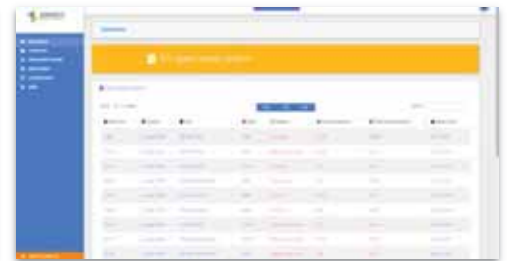
This is the 30,000 foot view for a property owner. This persona is for asking the question: "Which of my properties is performing the best? Which is performing the worst?"



Manager

Realtime Data, Work Orders, Management

This is a valuable management tool for individual complex managers. This helps managers answer the question: "How well is my maintenance team handling the leaky toilets at our property?"



Maintenance

Current Work Orders

This persona is tailored for the maintenance technician who is asking the questions: "What is an issue right now? What work orders do I need to complete today?"



**WATER IS THE EARTH'S
MOST PRECIOUS RESOURCE**

**LET'S SAVE
10 BILLION GALLONS BY 2021**

CONTACT US

**NICK BENZ
NICK.BENZ@SENSOR-INDUSTRIES.COM
(805) 312-3065**

APPENDIX

Additional reference materials

Our system is designed to tackle the needs of multi-unit industries and provides:

- Easy setup and installation
- Easy-to-monitor and maintain systems
- Low-cost, high-quality
- Secure
- Scalable and extensible platform that supports a service-based business model

We've accomplished this through the following:

- Modular FCC approval on the open band 900mhz allows us to bring new sensors to market quickly
- Network supports new sensors automatically
- OTA firmware updates to Sensors and Mesh
- Only one device (Gateway) connected via using IP networking
- No port forwarding required
- Plug-and-play automatic building and self healing mesh network
- Up to 5-year battery life on replaceable and inexpensive standard CR2032
- Sensor data as a server side service, requires ongoing service contract to access data





CUSTOMER TESTIMONIALS

Multi-unit property owners love Sensor



"I have tried everything– Sensor's solution is the only thing that works."

[Marc Menowitz CEO/Founder, ApartmentCorp 26,000 Unit Portfolio](#)



"We are thrilled with Sensor Industries sensor system. In the past we had on average a flood a month that would require repairs. Some of these floods were severe that resulted in the millions of dollars in damages that would have been minimized had we had the system earlier. We have not had a serious flood, or even a minor one, since we installed the system. I would be happy to discuss your system with any prospective client that you may have."

[Jeffrey Buttikofer CFO, COO, Realtech Construction Co.](#)
[26 story high rise medical office building in L.A. with 800 flood sensors installed](#)



"Sensor Industries absolutely worked as advertised. Sensor Industries is with you from the start of the project to the end and beyond. They spend the time with you to ensure that you are well prepared for the installation and provide guidance so that any unforeseen pitfalls can be avoided. Our client's are now seeing the results and benefits of deploying such a robust leak/flood detection technology solution."

"To be without Sensor Industry leak/flood technology solution is to decide to throw away your money."

[Errol Small Managing Director, Encompass Group – Reseller Partner – TimberCreek REIT 40,000 Unit Portfolio](#)



CUSTOMER TESTIMONIALS

Multi-unit property owners love Sensor



“Within a day of installing the SI-Toilet sensor system in our 14 unit building we found a malfunctioning toilet which had been driving our water bill to inexplicable levels. Not only has our water bill dropped significantly, but with our weekly reports we have been able to repair new problems immediately before they can become costly. I recommend the SI-Toilet sensor system to any property owner who wants to conserve water and save money.”

[Jim Whilt - Owner, Santa Barbara, CA](#)



“Because our water bills from LADWP were fluctuating greatly, we agreed to put the SI-Toilet sensor system in one of our buildings. The data immediately showed several problem toilets which were wasting over half of all the water being used by all the toilets. Fixing those and keeping new problems under control is reflected in our water bills and at the beginning of 2017, rolled out the leak sensors into another seven properties in our portfolio.”

[Joanna Crawford - Owner, Los Angeles, CA](#)



What our clients are saying:




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WATER WASTE FACTS

20% of all toilets leak an average of 200 gallons per day

- *The average toilet can waste about 200 gallons of water per Day – **City of Daytona Beach***
 - *A medium size toilet leak wastes 250 gallons/day – **New York City Environmental Protection***
 - *A continuously running toilet can waste 200 gallons/day – **Water Leak Facts : Water Damage Defense***
 - *More than 20% of gravity-flush toilets leak – **Southeastern Water Association***
 - *About 20% of all toilets leak – **Saint Paul Regional Water Services***
 - *It is estimated that 20% of all toilets leak! – **City of Kirkland Washington***
- 



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