

This presentation premiered at WaterSmart Innovations

watersmartinnovations.com



Hydrawise™

Wi-Fi Irrigation Controllers, a New Tool for Contractors

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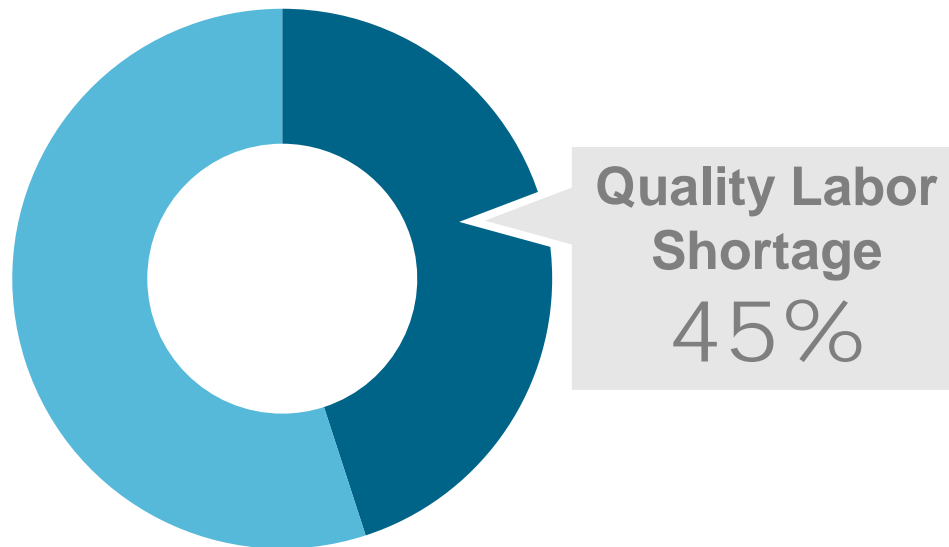
Water Savings or efficiency

Improving or producing water savings

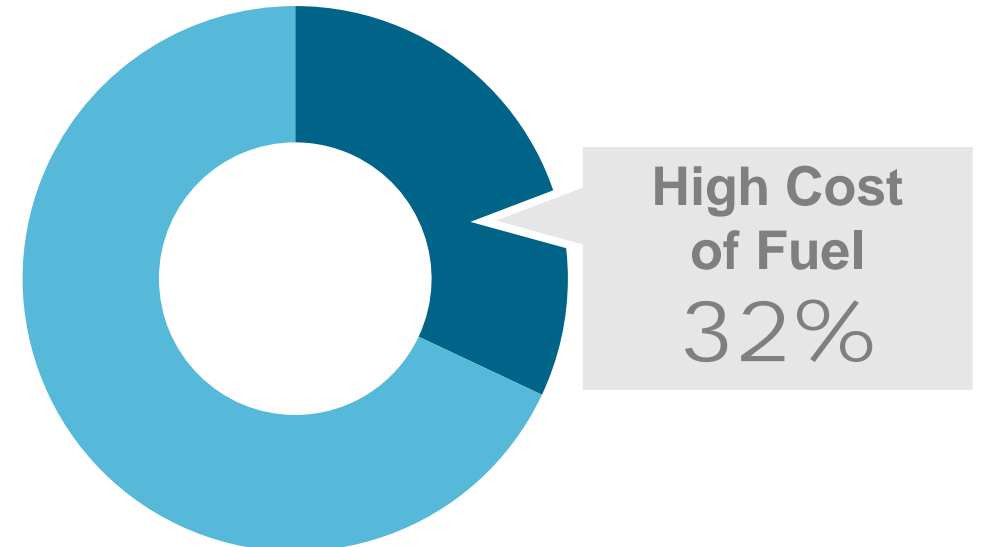
- Do not rank in the top 10 issue's facing landscape contractors.
- Contractors are not rewarded by water savings

Contractor Challenges

Finding Qualified Labor



Costs of Running a Business



Source: *Lawn & Landscape*, State of the Industry Report, [Lawn's 2016 Report](#).

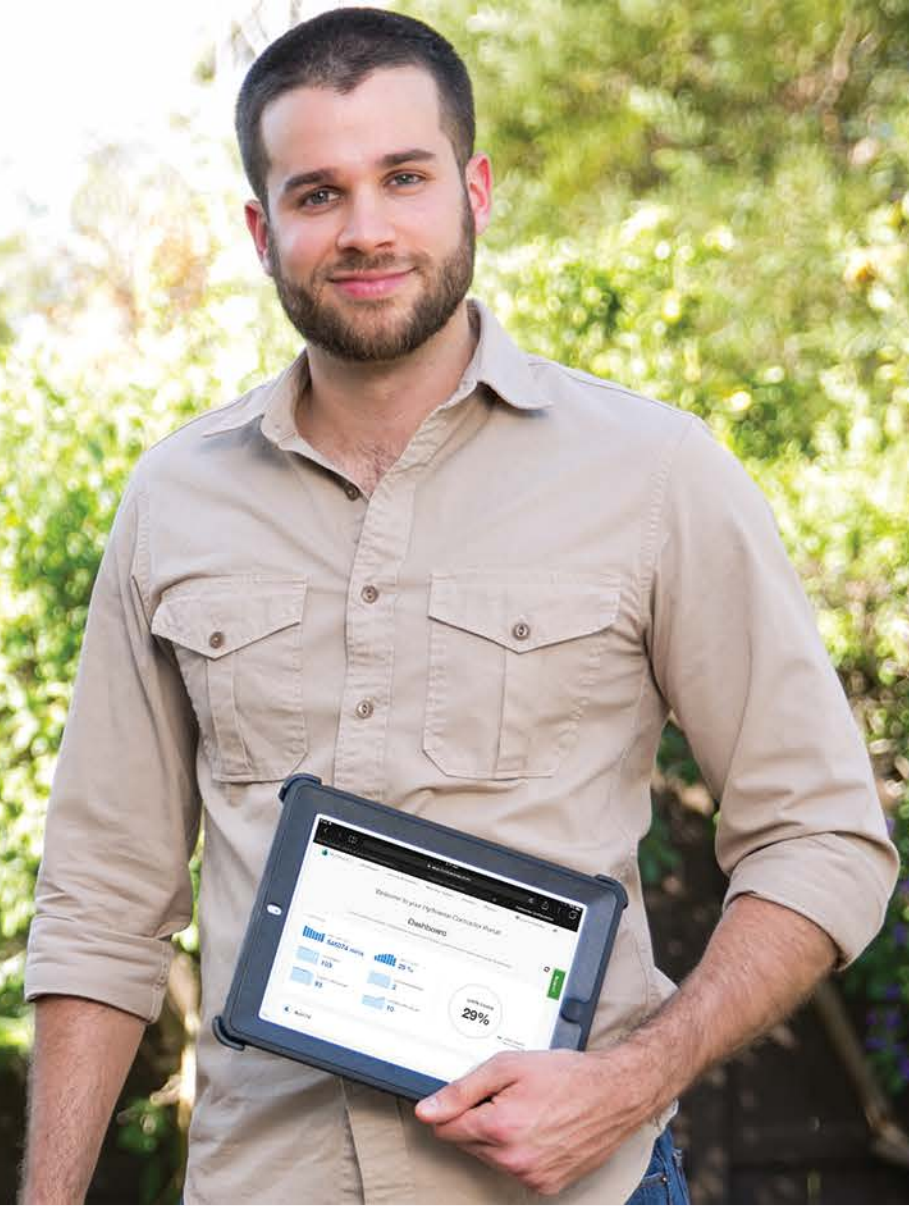
Steady Growth in the Industry

- Despite the lack of labor, the forecast for this year is positive.
- Building permits are up 13% from December 2015 to December 2016.



Source: *Lawn & Landscape*, State of the Industry Report, [Lawn's 2016 Report](#).

Who wants another
irrigation technician?



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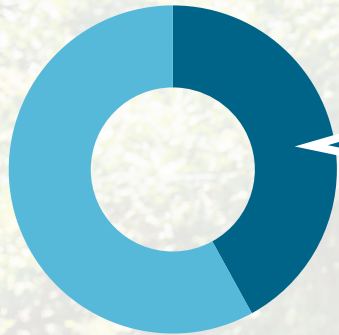
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Obstacles for Growing Your Business

You are in business for profit, and the industry is in a labor crisis. One of the most difficult tasks you have is finding a good irrigation technician, a fact backed up by current irrigation industry research.

Homeowners want better, *smarter* products.



Realtors' clients most
interested in smart
home devices
42%

Source: NAR, Consumers and Realtors® Show Greater Interest in
[Smart Home Technologies](#), 2016.



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What you should expect from a professional Wi-Fi system:

Basic Features

- ✓ Wi-Fi
- ✓ Weather ET Adjustments
- ✓ Personal Weather Stations
- ✓ Multiple Weather Stations
- ✓ Homeowner Access
- ✓ Contractor Access
- ✓ Smartphone Access
- ✓ Web Access

Hardware

- ✓ Stations
- ✓ Enclosure
- ✓ Full Programming on Hardware
- ✓ Dedicated Master Valve
- ✓ Flow Alerts
- ✓ Faulty Wiring Alerts
- ✓ Control Lighting

Contractor Features

- ✓ Contractor Access
- ✓ Contractor Dashboard
- ✓ Customized Permissions
- ✓ 5 to 1,000+ Controllers
- ✓ Job Sheets
- ✓ Irrigation Schedules and Layouts
- ✓ Advanced Reports
- ✓ Calendar View
- ✓ Controller Change Logs

The Hydrawise Solution

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Contractor map

Here's what Hydrawise can do for your business:



Save Time and Labor

Hydrawise is designed to efficiently manage a range of landscapes across various climate zones.



Save Water

Advanced, web-based climate monitoring automatically adjusts irrigation systems to local weather conditions.



Protect the Landscape

Flow rate and valve monitoring instantly alert you in the event of a problem, so you can quickly be there for your customers when they need you the most.



Build a Stronger Business

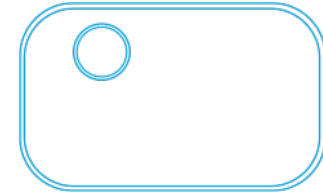
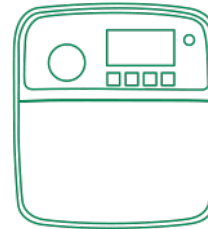
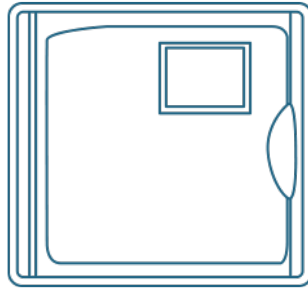
Add services, grow revenue, and increase customer satisfaction.

With Hydrawise, you can save time and make money. In this presentation, you'll:

- Learn how to better manage your customers.
- Learn how to boost revenue by offering customers an increased level of service.
- See testimonials of contractors who are using Hydrawise.
- Discover tools to help you sell Hydrawise to your customers.
- Find extra resources to ensure you have top-level support.

The Hydrawise Solution

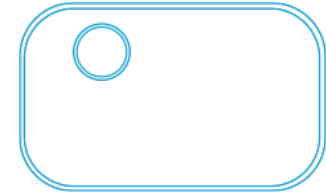
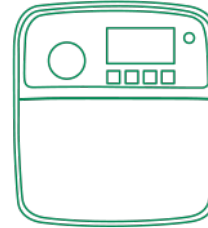
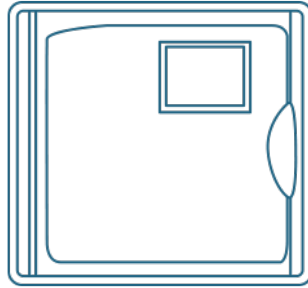
- = Features that are included in basic plans.
- ◐ = Limited features included in basic plans.



Basic Features	Pro-HC	Competitor 1	Competitor 2
Wi-Fi	●	●	●
Weather ET Adjustments	●	●	●
Personal Weather Stations	●		<i>Third Party</i>
Multiple Weather Stations	●		
Homeowner Access	●	●	●
Contractor Access	●	◐	◐
Smartphone Access	●	●	●
Web Access	●		●

The Hydrawise Solution

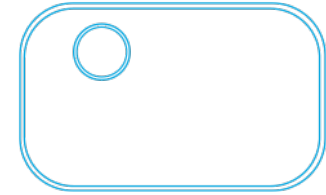
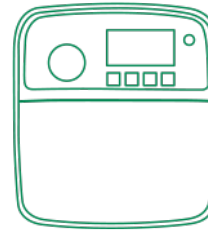
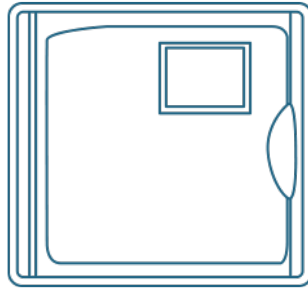
● = Features that are included in basic plans.



Hardware	Pro-HC	Competitor 1	Competitor 2
Stations	36	22	16
Enclosure	Indoor/Outdoor	Indoor/Outdoor	Indoor
Full Programming on Hardware	●	●	
Dedicated Master Valve	●	●	●
Flow Alerts	●		
Faulty Wiring Alerts	●		
Control Lighting	●		

The Hydrawise Solution

- = Features that are included in basic plans.
- ◐ = Limited features included in basic plans.



Contractor Features	Pro-HC	Competitor 1	Competitor 2
Contractor Access	●	◐	◐
Contractor Dashboard	●		◐
Customized Permissions	Contractor Plan		
5 to 1,000+ Controllers	Contractor Plan		
Job Sheets	●		
Irrigation Schedules and Layouts	●		
Advanced Reports	●		◐
Calendar View	●		●
Controller Change Logs	●		

“My customer has a giant puddle in his yard.”

Without Hydrawise: Your customer just called. They're angry because there is a big puddle in their yard. You have to stop what you're doing and head out there to diagnose the problem.

With Hydrawise: With flow monitoring, Hydrawise detects the leak immediately. You receive an alert and use the app to shut the water off. Even better, you know exactly where the leak occurred and schedule an appointment to go out and fix it.

Impact: Your customer is saved from a massive water bill, and you save time because you can schedule the fix when it suits your schedule.



“My customer’s valve wire was cut during yard maintenance.”

Without Hydrowise: Your customer is upset about some dead plants and said they haven’t noticed the irrigation working in that area. They want you to pay for a replant, but you don’t even know what the problem is.

With Hydrowise: You receive an alert when the valve fails that indicates the exact valve in need of attention. You fix the valve before any plants are lost.

Impact: Your customer’s landscape is protected and your value to the customer is enhanced.



“I have a customer who doesn't have Wi-Fi installed in her new home.”

Without Hydrowise: Other Wi-Fi-based controllers require Wi-Fi to be installed to program the controller.

With Hydrowise: You can program Hydrowise at the facepack to start irrigation before Wi-Fi is installed. After Wi-Fi is installed, the controller's built-in Wi-Fi immediately takes advantage of the water-saving weather adjustments.

Impact: There's no need for you to delay installation until Wi-Fi is installed.



“My crew needs to prepare for winterization and spring startup.”

Without Hydrowise: Your irrigation technician needs to bring an assistant to manage the controller during heavy maintenance.

With Hydrowise: Using the Hydrowise app and zone photos, one crew member has an easy-to-use remote for each customer location.

Impact: Your technician is well prepared and you achieve significant labor savings at each location.



“My customer is hosting an event and asks me to suspend watering.”

Without Hydrowise: You drive to your customer's house to suspend watering until after the event.

With Hydrowise: You use the app to suspend watering until after the event.

Impact: You save an hour driving to your customer's house to suspend watering manually.



"Customers are asking for Wi-Fi technology."

Without Hydrowise: You offer an older style controller with sensors. However, your customer wants newer technology. They do some research and purchase a controller online, and you lose the sale.

With Hydrowise: Your customers get the convenience of Wi-Fi. They can see their water savings at a glance and are very impressed.

Impact: You grow your business with higher margin product sales, and your customers are happy that you have the latest technology.



“I need to make seasonal adjustments.”

Without Hydrowise: You have to drive to every customer site and spend time adjusting each controller.

With Hydrowise: It automatically adjusts watering schedules based on local weather conditions.

Impact: You save 15 minutes per site, plus travel time.



Contractor Testimonials

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High-End Homes

“We looked at all of the
irrigation control options,
and **we chose**
Hydrawise.”

— Alfred and Tony Dilluvio
Aqua Turf Irrigation, New York, USA

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Revenue Realization

Hydrawise alerts ensure that Alfred and Tony can deliver the top-level service that their high-end customers demand. This helps keep their revenue stream solid even during unforeseen circumstances, such as broken pipes or faulty solenoids. With Hydrawise, these issues can be corrected before any landscape damage occurs.



Multi-Site Management

“We have thousands of customers. Hydrawise helps us better manage their sites.”

— Lee Brown
Ryan Lawn & Tree, Missouri, USA



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Revenue Realization

Managing the yard maintenance of thousands of homes with Hydrowise helps Lee achieve significant labor savings. With Hydrowise, Lee saves hundreds of hours of travel and labor on controller adjustments during unexpected weather events because he can instantly make watering schedule changes right from his smartphone.





Independent Contractor

“Hydrawise helps me
work smarter, so
I have more time to
build my business.”

– Gordon Gill
Water Right Irrigation Home Services
Melbourne, Australia

Revenue Realization

With Hydrowise, he doesn't have to worry about low-balling any bids because the powerful, convenient functionality of the software keeps him well ahead of his competitors in terms of the level of support he can provide at all times.



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Hardware and Installation

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Controllers and Hardware Options



Pro-HC Indoor/Outdoor
Featuring a dedicated master valve, built-in Wi-Fi, and a strong case, available in 6, 12, and 24 stations.



HC Indoor
The original Wi-Fi controller. It's a great option for indoor controllers and can expand to 36 stations.



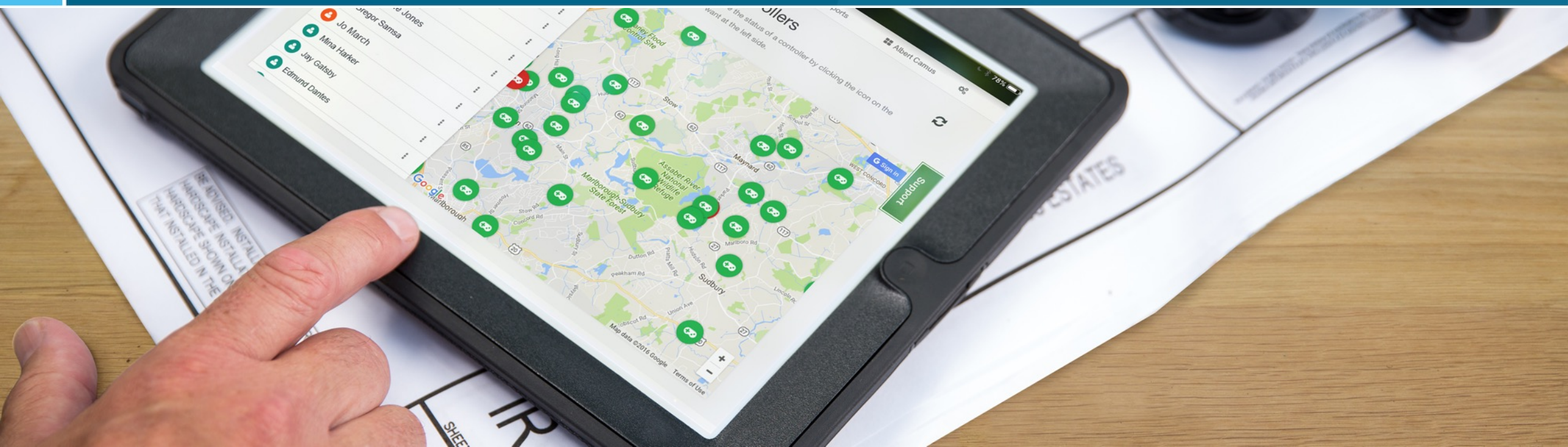
Flow Meter
The flow meter helps monitor irrigation systems to ensure pipes and sprinklers are operating correctly.

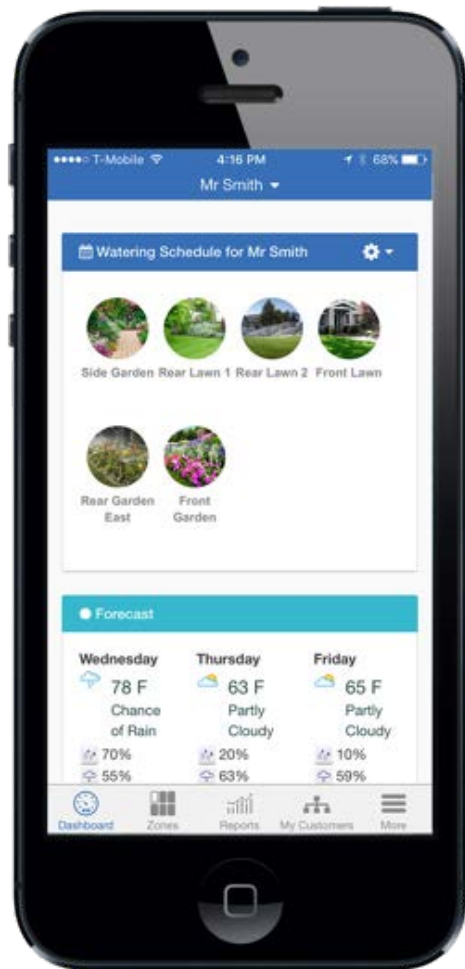


Rain-Clik®
With built-in Quick Response® technology, the sensor shuts down irrigation right when it starts to rain.

Hydrawise Software Features

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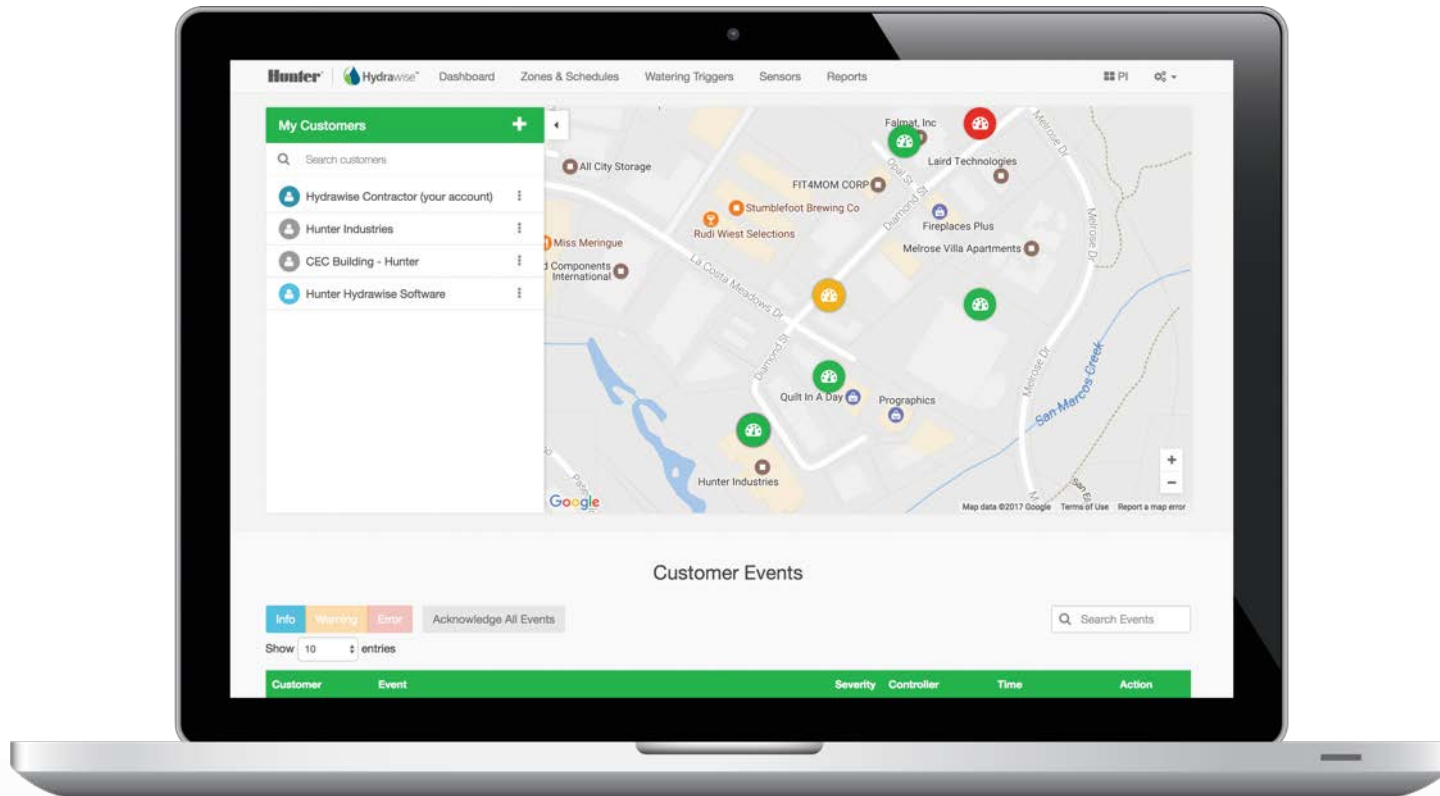




Hydrawise Mobile Phone App

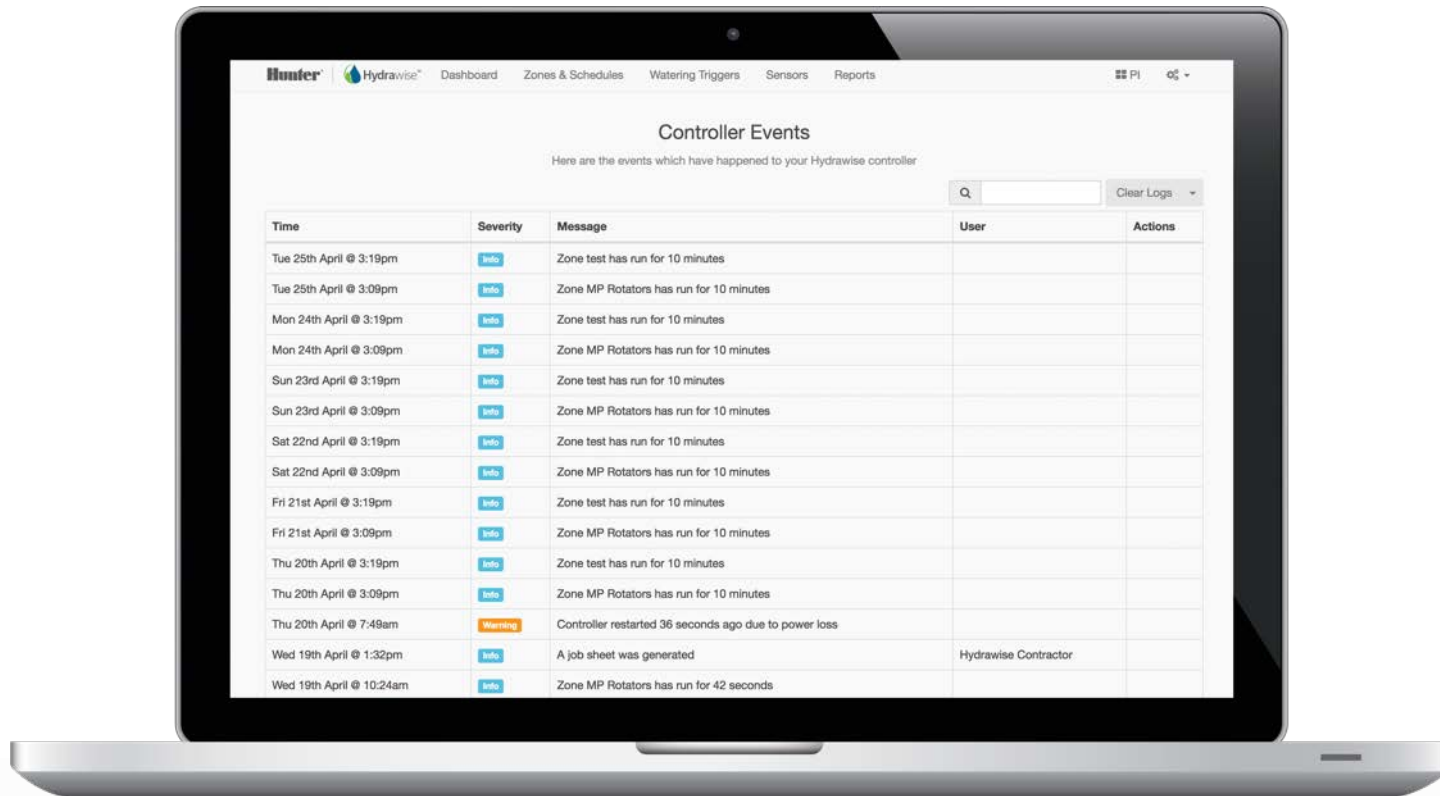
- Access from any web-enabled device
- Custom zone images
- Easy-to-use homeowner interface

Contractor Dashboard



- See all sites you manage
- View all alerts

Full Reports and Logs



Hunter Hydrowise Dashboard Zones & Schedules Watering Triggers Sensors Reports

Controller Events

Here are the events which have happened to your Hydrowise controller

Search: Clear Logs

Time	Severity	Message	User	Actions
Tue 25th April @ 3:19pm	Info	Zone test has run for 10 minutes		
Tue 25th April @ 3:09pm	Info	Zone MP Rotators has run for 10 minutes		
Mon 24th April @ 3:19pm	Info	Zone test has run for 10 minutes		
Mon 24th April @ 3:09pm	Info	Zone MP Rotators has run for 10 minutes		
Sun 23rd April @ 3:19pm	Info	Zone test has run for 10 minutes		
Sun 23rd April @ 3:09pm	Info	Zone MP Rotators has run for 10 minutes		
Sat 22nd April @ 3:19pm	Info	Zone test has run for 10 minutes		
Sat 22nd April @ 3:09pm	Info	Zone MP Rotators has run for 10 minutes		
Fri 21st April @ 3:19pm	Info	Zone test has run for 10 minutes		
Fri 21st April @ 3:09pm	Info	Zone MP Rotators has run for 10 minutes		
Thu 20th April @ 3:19pm	Info	Zone test has run for 10 minutes		
Thu 20th April @ 3:09pm	Info	Zone MP Rotators has run for 10 minutes		
Thu 20th April @ 7:49am	Warning	Controller restarted 36 seconds ago due to power loss		
Wed 19th April @ 1:32pm	Info	A job sheet was generated	Hydrowise Contractor	
Wed 19th April @ 10:24am	Info	Zone MP Rotators has run for 42 seconds		

- Water savings
- Changes and events

Let's Get Started

Go to hydrawise.com and click “Try Now.” Be sure to select “Yes, I'm a contractor” when you register for your account. Then follow the instructions to set up your first demo controller.