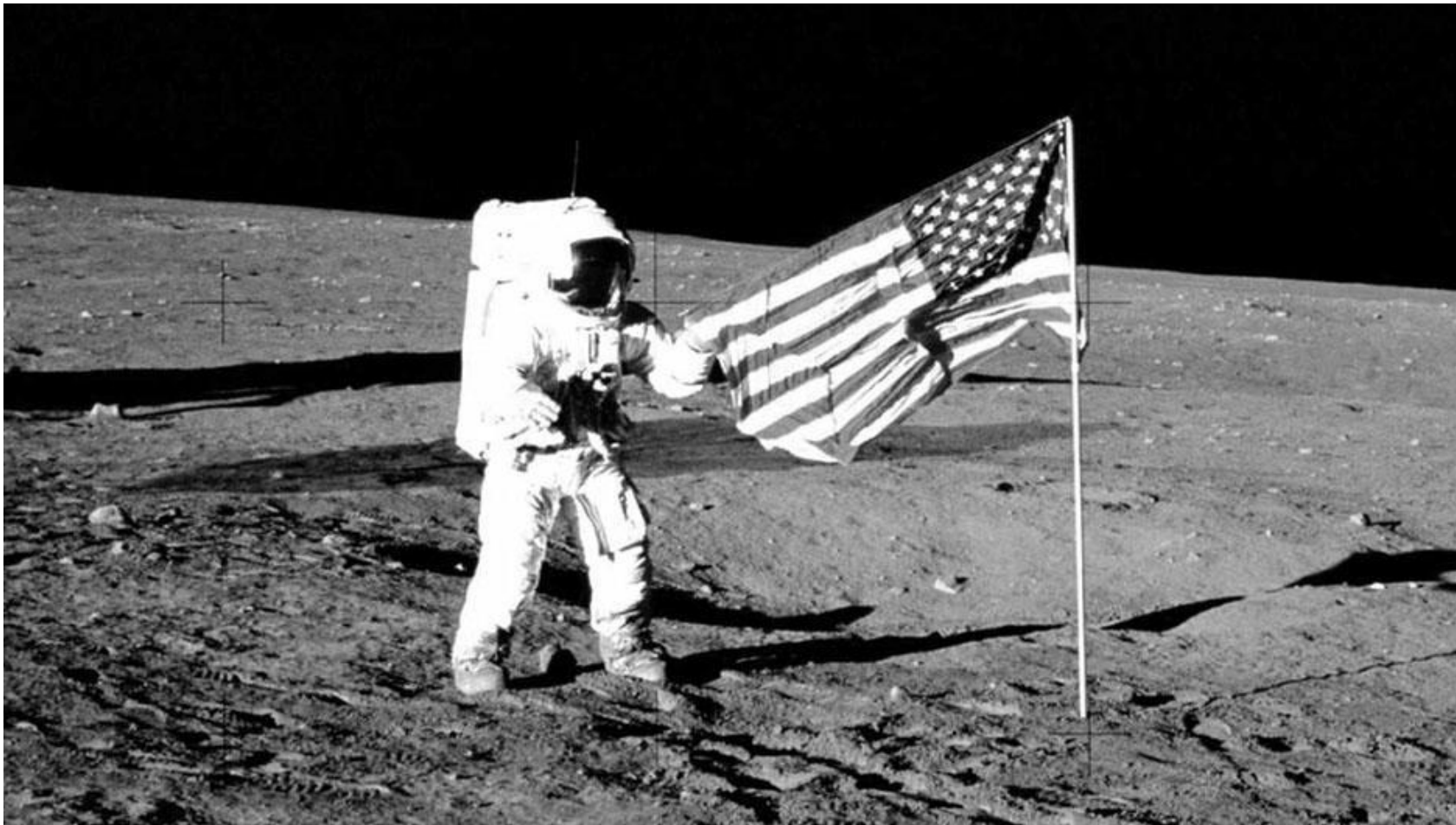


# HOW TO PLAN FOR SUCCESSFUL DEPLOYMENTS





**Sectors:**

- Water Industry
- Flood Resilience
- Insurance Technology
- Facilities Management

**10,000 plus remote sensors  
deployed annually**





# THE CHALLENGE



- 40% of Wastewater IoT locations can face cellular challenges
- 30% of sites can give lower data relevance due to asset type
- 40% of sites present other installation challenges



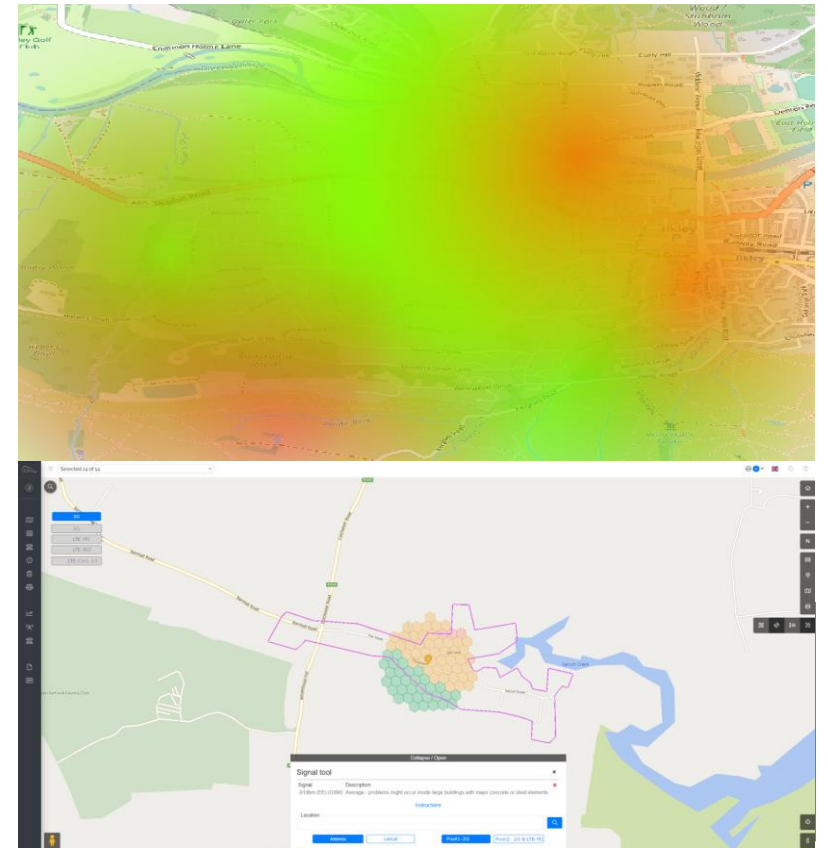
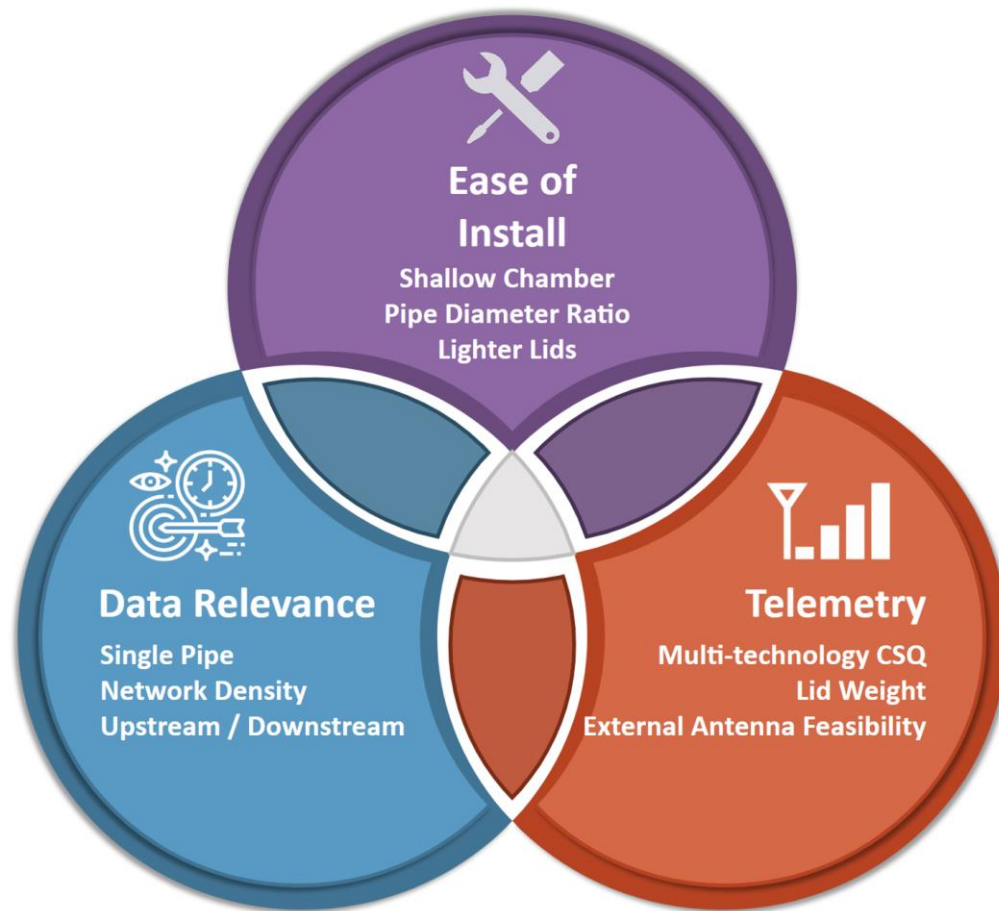
# CONSEQUENCES OF A RANDOMISED APPROACH



- 35% of sites result in revisit or relocation
- Project timelines slip
- Subpar data quality

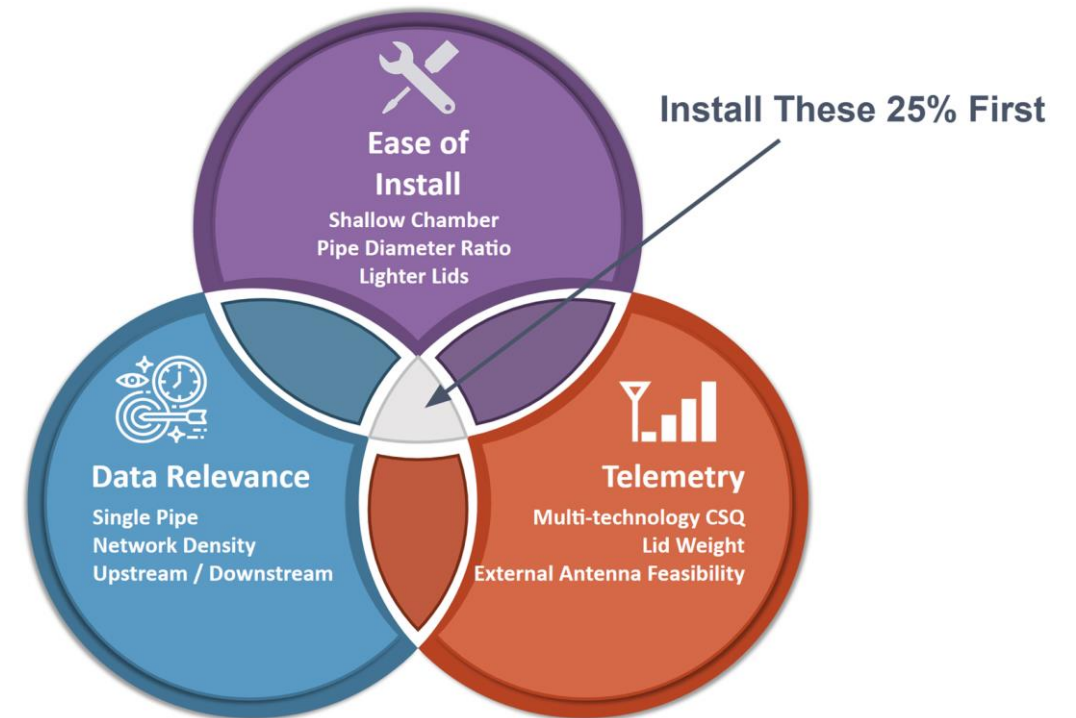
*“Research shows revisits typically cost 2.8x more than a first-time fit.”*

# ALTERNATIVE: PLANNED DEPLOYMENT

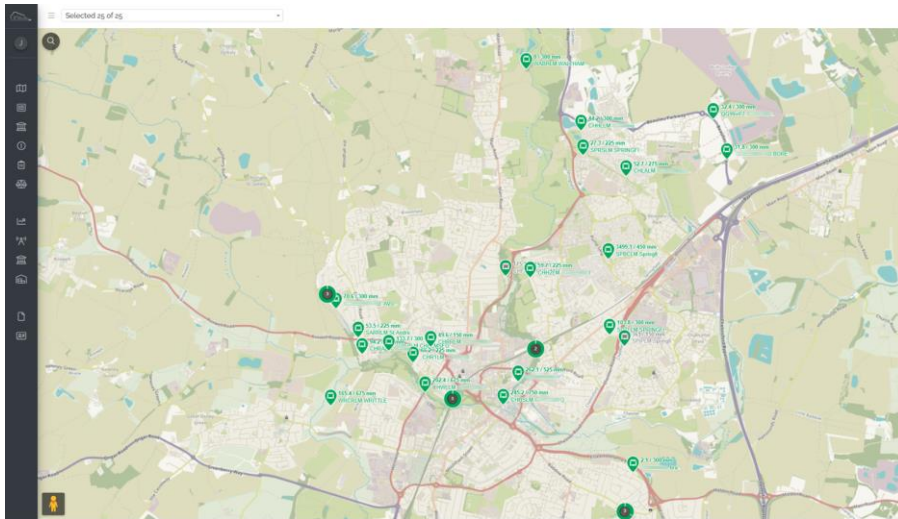


# ALTERNATIVE: PLANNED DEPLOYMENT

1. Front load simple installs
1. Build momentum & experience
1. Right tools & teams for complex sites



# THE RESULTS



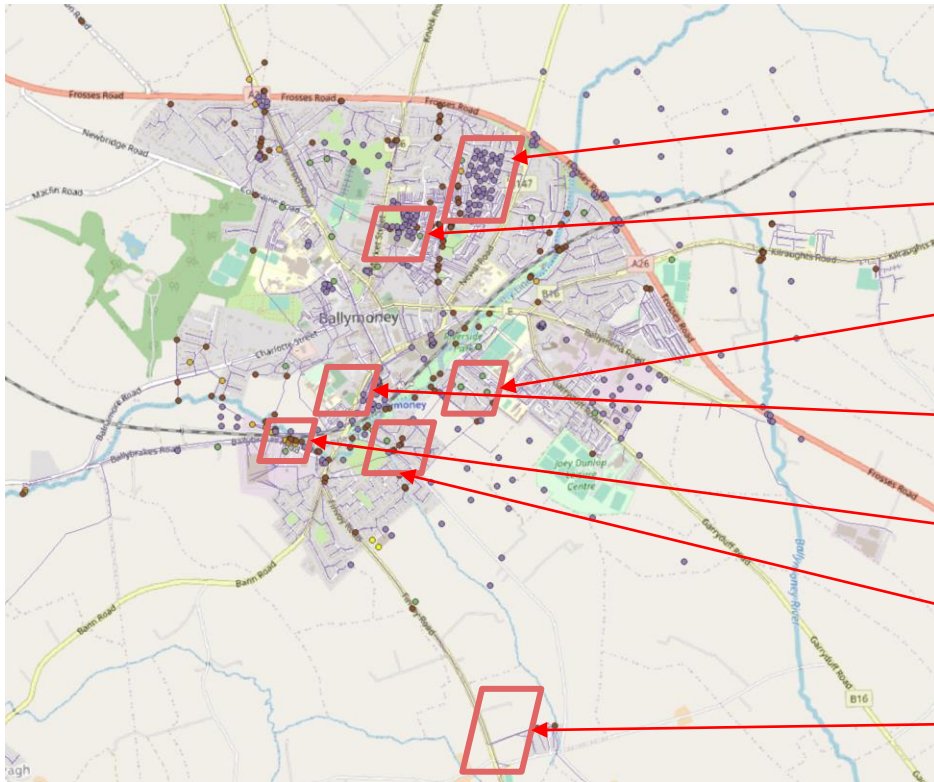
- Deployments completed on schedule
- 50%+ reduction in aborts and revisits
- 24% project cost savings

*“The new found site confidence and positivity spread throughout the entire project.”*

*- Steve Cooper, Customer Project Manager*



# ADDITIONAL TOOLS - RISK MAPPING



Groundwater

Sewer density profile

Work order / Calls Cluster

New housing flood zone

Environmentally Sensitive

Previous Sewer flood measures

Surface water prediction

Identify likely areas of high risk



# ADDITIONAL TOOLS - SURFACE I&I PREDICTION

The screenshot displays a central map area with several data layers overlaid. On the left, a vertical toolbar contains icons for different map views. On the right, there are two main panels: 'Filter Tools' and 'Map Layers'. The 'Filter Tools' panel includes sections for Maintenance, Performance, Analytics, and Asset Tracking, with various toggle switches. The 'Map Layers' panel shows a list of layers including Surface water, Customer layers, Weather, History, NI Devices, and Time. Below the main map, there is a smaller inset map showing a heatmap of surface water prediction. Arrows from various text labels point to specific features on the map and in the panels.

Multi Project

OT Assets

Compare Basket

Alert Manager

Network Map

UDlive Sensors

Groundwater

Streetview

Surface Water Prediction

Map Layers

Time Machine and Replay

Analytic Map Filtering inc Blockage & Spills

Real-Time Weather

And much more...

**Identify likely areas of inflow & infiltration**



THANK YOU