

SENTIOM™

SMART BUILDINGS

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Why it matters in real estate

As building risks and usage get more sophisticated and unpredictable, so does managing them.

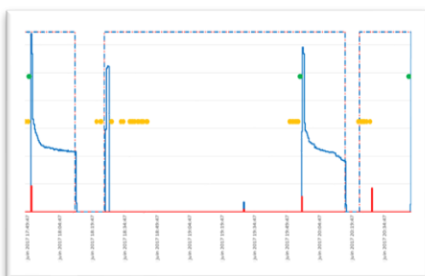
Sentiom's smart building system couple's telemetry with advanced analytics into a usage, events & risk management platform. It includes per unit hot & cold-water consumption and occupancy.

Crafted from cybersecurity incident & event mgmt strategies, the platform brings to buildings: prevention, real-time reaction, & predictability models.

Sentiom technology in action

Some examples of how our AI-driven analytics smart building is solving our client's real-world problems:

- Doors/windows left open at a condo resort triggered a preventative alert before freezing;
- Unauthorized renovations detected because equipment was disconnected;
- Mechanical & water room heating not activated as cold season approached triggered alert;
- System predicts impending failures in appliances with water, and refrigerators.



Executive Summary

Sentiom smart building technology helps multi-dwelling buildings (MDBs) manage property risks & costs. Our solution integrates IoT with AI to automate a building's water security and consumption.



Prevent water damage, save on water, energy & insurance.
Understand occupancy & detect unauthorized subletting/AirBnb.



The Problem for Real Estate Developers

As the market gets saturated, sales cycles are slower and more complex:

- Need to sell a lifestyle adapted to the targeted neighborhood;
- Clients demand more security and safety;
- Message & differentiation are crucial to speed, higher values and better margins.



The Problem for Real Estate Managers

Risks and management are getting more complex, and costs are going up quickly:

- Water & energy consumption costs are rising faster than inflation;
- Water damage is now over 70% of insurance claims in MDBs;
- Unauthorized subletting / AirBnb can lead to damage & trouble.



Solution: Proactive Protection & Real-Time Monitoring

- A smart water valve at the mains of each unit is always shut-off; it only opens, automatically, when occupant needs water. If there is no water, there is no water leak!
- Holistic multi-sensor infrastructure enables whole-building event & risk management.
- Sensing of occupancy, hot & cold-water use, temperature, humidity, with AI algorithms
- Solution requires no app for tenants, and provides landlords scalable management;

Advantage: "Full Building Reliability"

The only comprehensive solution, tailored to the multi-dwelling market:

- Able to guarantee full building's protection over time;
- Holistic solution also provides water savings & mgmt for add. ROI;
- Including multi-sensor & AI capabilities generating valuable, actionable information.



Sentiom's Data Tells a Story

We received a service call from a client. He was getting false alarms from the system... something that we guarantee does not happen with our system.

After examining the data, we contacted the client and explained that it was not really a false alarm. His toilet flush valve was leaking, and our smart valve detected it as a potential broken pipe joint. He was amazed by the sensitivity of the system.

We apologized and altered that leak signature to a maintenance notification, not a leak alert.

THE END OF WATER DAMAGE



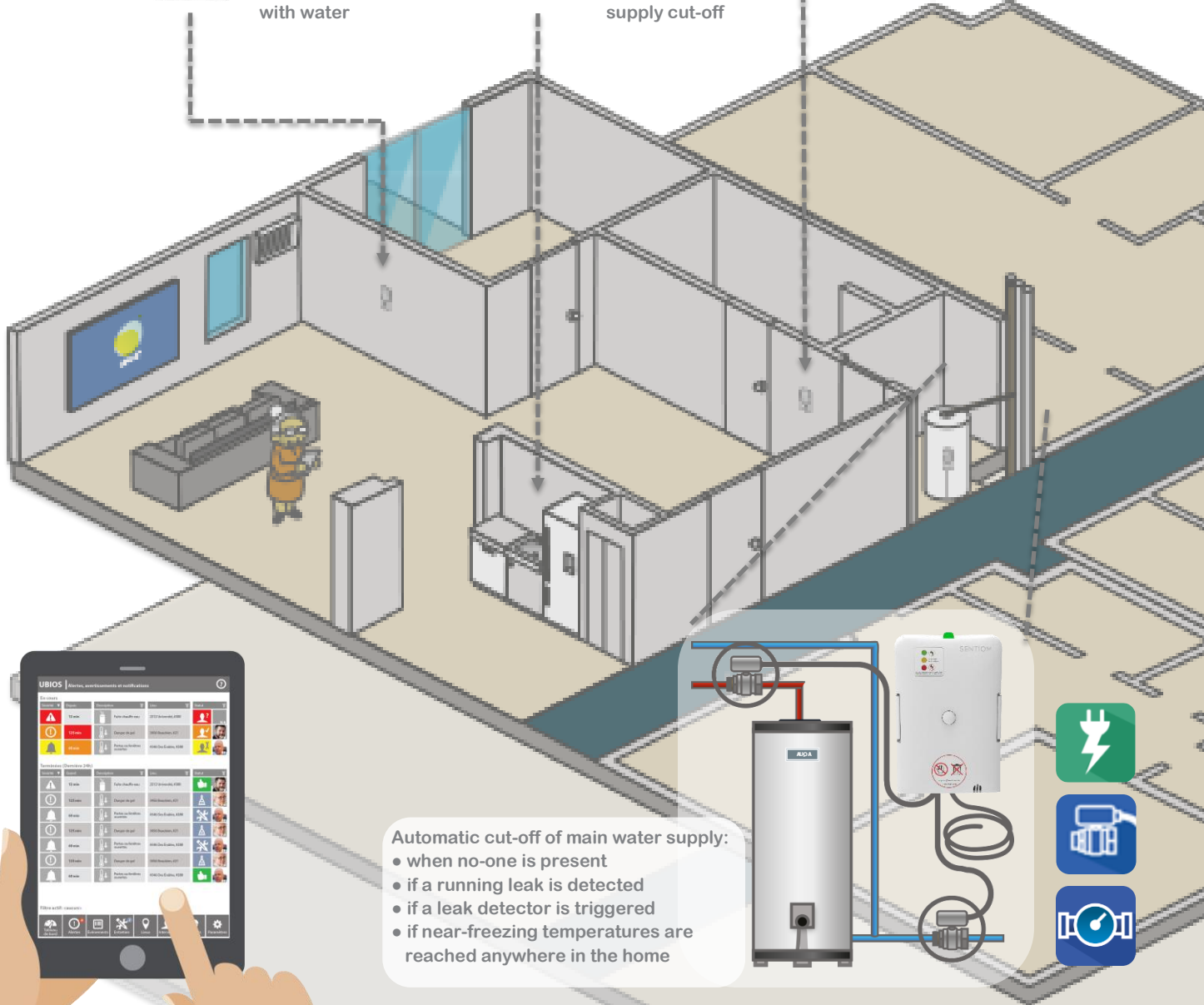
Water on demand, with a motion sensor in every room with water



Water leak detection, with automatic water supply cut-off



Alerts and water supply cut-off when temperature is near freezing or when a window / door is open



Automatic cut-off of main water supply:

- when no-one is present
- if a running leak is detected
- if a leak detector is triggered
- if near-freezing temperatures are reached anywhere in the home



Complete visibility, scaling to thousands of properties under management, with reports on residences' individual risk level based on history.

Building managers get instant notifications & alerts, can supervise water consumption, occupancy, and have visibility of preventative risks analytics.

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