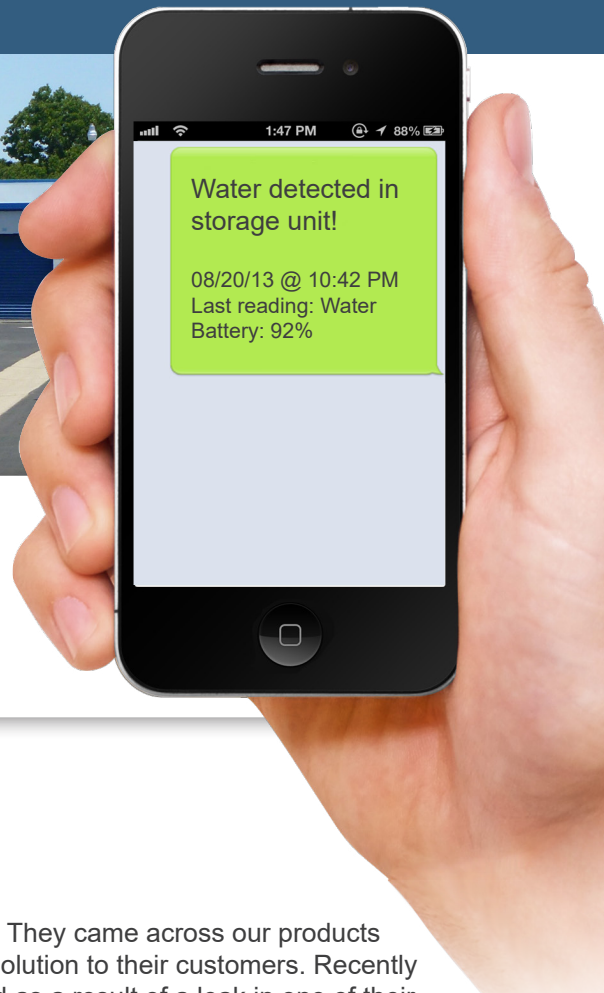




The Leader in Low Cost Monitoring Solutions



Wireless Sensors Use Case: Storage Facilities

The Problem:



Monnit was contacted by the owner of a self storage franchise. They came across our products and wanted to partner with us in offering a remote monitoring solution to their customers. Recently they had a customer whose stored possessions were damaged as a result of a leak in one of their building's roofs. They realized that there was no existing way for them to know about these types of issues until they are discovered by a customer or staff notices water pooling outside of a unit door.

The company wanted to implement a reliable water detection and temperature monitoring system, that could be easily setup and transferred between units. The goal was to offer remote monitoring as a value added service for their storage units.

The Solution:



Monnit provides a reliable remote monitoring solution that includes wireless water detection sensors and temperature sensors as well as a variety of other useful sensors. With the sensors being wireless, they can be easily moved between units and used where they are needed. Water detection sensors are placed with the detection wire at the lowest point of the floor and temperature sensors are placed in the center of the storage unit.

The sensor data is sent wirelessly to a MonnitLink™ gateway located in the facility's office. The gateway sends the information to iMonnit™, the online sensor monitoring system. When a customer signs up for the added service, the office staff assigns sensors to their unit in the software (as a sub network) and the customer is added as a user with login access to view their assigned sensors. The wireless water sensors detect the immediate presence of water and the wireless temperature sensors are set to take readings every 60 minutes. Notifications are setup to alert the customer and select staff members via SMS text message if any water is detected or if temperatures get too high or low.

Wireless Sensors Used

Wireless sensor used:	How it is used:
Water detection sensors	To detect any water on the floor of individual storage unit.
Temperature sensors	To monitor and track temperatures inside storage units.
Infrared motion sensors	To detect any unauthorized access to a storage unit.
Open/closed sensors	To detect any unauthorized access to a storage unit.

The Result



For an initial investment of ~\$750, the facility owner purchased a central gateway and enough sensors to monitor temperatures and water in six units as a trial. They started offering the service at \$8/month to customers and quickly assigned the first group of sensors. Since their initial trial, they decided to add door and motion sensors to their offering, making the sensor types al-a-cart so the customer can choose what they want to monitor. The sensors paid for themselves in the first few months of use, and now generate straight profit for the company. Over the first 6 months of use, the sensors have detected a few instances of water in units, as well as alerted customers if anyone was accessing their units without permission (a simple phone call to the office if incident is during business hours and the staff will check on the unit.)

Using Monnit's comprehensive monitoring solution, this customer is now able to:

- Generate recurring revenue from renting the system to their customers.
- Offer value added services to their customers differentiating them from their competitors.
- Avoid insurance claims against them by detecting issues before damage occurs.

"These things are awesome! We do not see as many issues and claims, and we have increased the revenue of our units by renting these systems out to our customers! It's a win-win for both our company and our customers. Thank you for making such a great product!"

- Donald W., Business Owner

It doesn't matter where in the world you are or what time it might be, deploying a Monnit wireless sensor and monitoring solution connects you from anywhere, 24/7 so you'll know immediately when a problem starts.

For information about our products or to place an order, please contact our sales department at 801.561.5555.

Visit us on the web at www.monnit.com.



Monnit Corporation
3400 South West Temple
Salt Lake City, Utah 84115
801.561.5555
www.monnit.com