



THE **DETECTION** GROUP®

A **WATTS** Brand

Protects Over 23 Million sq. ft. of Shorenstein Building Space



The Shorenstein portfolio of 80+, Class A office and mixed-use commercial buildings spans 13 states across America. Many of the properties, through detailed planning and care, have been able to maintain their historical and/or cultural significance over multiple generations. A representation of those properties in the Shorenstein portfolio are buildings like 50 California Street in San Francisco, 1700 Market Philadelphia, 901 Battery in San Francisco and One North State Street in Chicago.

SHORENSTEIN PICKS TRIDENT

- Shorenstein acquires older buildings in need of cosmetic and technology updates
- Water leaks became more frequent and costly across the portfolio
- Required an affordable, easy-to-install water damage mitigation solution
- Trident Wireless water leak sensors now protect Shorenstein Portfolio of buildings
- Every tenant required to install Trident sensors
- Water leak damage losses held to a minimum
- Savings payout cost of Trident installation

50 California Street
San Francisco

The Detection Group protects many well-known Class A commercial and residential buildings, retail stores, medical and laboratory facilities.

Find out why. Call us today. 415-941-5325 (LEAK)

www.thedetectiongroup.com

TECHNOLOGY UPDATES AND ASSET PROTECTION

First, the Shorenstein Operational Strategy, focuses on protecting their buildings via the highest level of technology available on the market, like the FM Approved Trident wireless water leak detection system. www.thedetectiongroup.com

Second, the well-being of every building is the responsibility of Kevin Kirk, Shorenstein's Director of Engineering. Kirk started his career changing light bulbs and is now responsible for Engineering and Sustainability for over 23 million square feet of commercial building assets. He has seen a lot over the course of his career.



Kirk explained, "Some acquired properties require cosmetic and functional innovations that create distinctive, high-quality and sought-after tenant experiences. That includes flexible layouts, collaborative workspaces, fitness centers, sustainability, and technology, which are hallmarks of Shorenstein properties."

"Because of melding older properties with new technology, it is not always easy for us to find the right mix of talent. We clearly need high levels of technical and computer skills to be on the cutting edge and remain competitive. But we also need the skills of well-trained craftsmen and engineers who can fix issues with old equipment."

"Case in point," Kirk continued, "the Trident wireless water leak system that The Detection Group installed in our buildings is the future, is a competitive USP (Unique Selling Point) for Shorenstein and helps define us as a leader in the category. The technology will instantly alert me if there is a water leak and precisely where that leak can be found. But I still need the trained maintenance personnel to fix that leak and safely get the flow back online."



"Why is it that water leaks always come in the middle of the night... And Friday nights at that?"

Kevin Kirk - Shorenstein Director of Engineering

1700 Market
Philadelphia

TIME TO ACT

While Shorenstein, like every other commercial real estate organization, has lived with water leak damage over the years, it was not until 2016 that water damage events began to escalate in terms of frequency, cost, and tenant disruption.

SCENARIO 1

A water heater tank on top of a 24-floor building ruptured Friday evening. All 24 floors suffered damage as water migrated down to the lobby over the weekend.

SCENARIO 2

Late at night, 18 floors of another building had water leak damage including flooded elevator shafts, which are not only extremely expensive to fix but are very inconvenient for tenants.

Then, several other water damage events took place during the 2016 - 2018 timeframe, which laid the groundwork for The Detection Group's Trident wireless water leak detection system to become a highly recommended installation in our buildings.

Shorenstein has a small group that evaluates technology options on behalf of the properties. The group recommends new technology, but it is the property itself to decide whether to follow those recommendations.



One North State Street
Chicago



901 Battery
San Francisco

For Shorenstein, the decision to work in partnership with The Detection Group and install Trident wireless leak detection sensors was not difficult:

- » Older buildings sometimes have plumbing fittings no longer utilized, e.g., plastic tubing for ice makers that gets brittle and breaks before routine maintenance can upgrade it.
- » The capital expense is very reasonable, so long-term budget planning is not required.
- » There is no direct relationship to obtaining insurance premium discounts since rates in general are rising, the FM approved system is thought to keep premiums at a reasonable rate.
- » The system is wireless and scalable, installation and expansion of the system is easy and fast.
- » Given low cost of the system and high cost of water damages it is easy to justify.



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THE DETECTION GROUP AND SHORENSTEIN PARTNERSHIP

The Detection Group Trident sensors are a mandatory requirement for all tenants.

In Shorenstein buildings it is a mandatory requirement for all new tenant buildouts to install Trident sensors which is detailed in the Construction Standards document that is incorporated into their leases.

“It’s worth noting”, said Kirk, “that while it’s the tenants’ responsibility to ensure sensors are installed, The Detection Group team works closely with both tenants and property management to plan out an installation strategy, so all vulnerable areas are protected.”

Kirk related that one of many important ‘saves’ was the result of The Detection Group placing Trident sensors with sensor cables close to a janitor’s closet floor drain. The drain backed up and began flooding the room. Fortunately, Trident sensors detected the problem and alerted engineers who fixed it before the water could spill down into an electrical room below it. Major disaster averted.

Kirk pointed out that besides the Trident system providing them with instant protection against water leaks, The Detection Group works closely with internal engineers to adjust or expand the protection network according to each building’s specific needs.

The relationship also provides access to proprietary software linked into each building’s dedicated portal allowing Shorenstein to track the location and frequency of leaks over time and evaluate the integrity of fittings and/or if each sensor is in exactly the right place. Because it is wireless, adjustments can be made effortlessly to adapt to the learning.

Then all leak tracking reports and analytics are shared both with internal risk management, as well as insurance carriers, to demonstrate the proactive, and highly effective measures, Shorenstein has taken to mitigate water damage across its portfolio.

And, while we are sorry, we cannot grant Kevin Kirk’s wish about preventing water leaks from taking place at midnight on Friday nights, The Detection Group’s Trident sensors will ensure that the extent of water damage losses is minimized, no matter when they take place.

Trident Capital Expense is very reasonable.