

Director of Property Management Installs Water Leak Detection System

FM Approved Trident system qualifies for reduced insurance rates, avoids costly damages with a targeted approach and certified protection

Organization

International real estate services company

- **Manages billions of square feet of property**
- **Operates in dozens of countries**
- **Serves enterprise owners**

1.3 Million
square feet monitored

2 potential water disasters
averted within first months

100% ROI
compared to cost of
last leak before installation

“Trident™ is very cost-effective. Considering what it cost every time we had a leak...it will help us avoid issues in the future.

For the protection and the peace of mind you get, Trident is well worth it.”

— Director of property management, Global real estate services firm

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)



THE DETECTION GROUP®

A **WATTS** Brand

www.thedetectiongroup.com



Challenges

- Navigating high-pressure demands for profitable, yet protected, buildings
- Facing lower budgets, higher insurance premiums
- Feeling swamped by the sheer number of water sources

Solution

- Placed Trident sensors in areas leaks most likely occur, without breaking the bank
- Implemented FM Approved system for prevention, unlocking lower insurance rates
- Gained easy way to manage wireless sensors through remote platform

Results

- Cost-effective protection
- Achieved up to 800% ROI in avoided costs for detected leaks within months of installation
- Experiences relief of reliable and proactive management

Worrying About the Cost of Water Leak Detection

She never thought they could afford it.

In her role managing close to five million square feet of office and residential space, the director of property management with a global real estate services company knew about water leak detection, but she assumed it was out of reach.

With so many water sources in a structure, it seemed impossible to place detectors everywhere, and even if they could, it would be a hefty investment.

Still, the director also knew the cost of damage from leaks could be astronomical.

That's why it didn't surprise her to hear from an owner – one of the world's largest insurance carriers – with a directive to install water leak detection in its buildings. The insurance company recommended **Trident™** from The Detection Group.

Considering an FM Approved System

Unlike other products, Trident delivers built-in redundancy and remote management. Most important to the building owner, however, is Trident's status as the only FM Approved wireless water leak detection system.

“The insurance company was looking at it from a proactive perspective,” the director explained. **“It wants to have a reliable water leak detection system in place to prevent mitigation and remediation.”**

To become an FM Approved system, Trident was examined by FM Approvals, the international leader in third-party testing and certification. It met rigorous guidelines for quality, technical integrity, and performance for property loss prevention – specifically FM 7745, the firm's standard for Liquid Leak Detection.

By installing Trident, the director of property management would not only meet the detection requirement but also maximize cost benefits by ensuring the buildings had the highest chances of catching water leaks with a reliable system. Also, by investing in an approved risk management solution, the building could save money on ever-increasing insurance premiums and deductibles.

Engineering a Budget-Friendly Solution

Though still sensitive to price given other financial demands, the director connected her team with The Detection Group who recommended the installation of detectors only in locations where leaks were most likely to occur. She guided planning but left the specifics to the combined team of engineers.

“They went through the CAD files and looked at every source of water – whether it’s restaurant, mechanical, plumbing, anything – and marked up where they want them to go,” the director said. **“I saw what they were going to do and why they chose those locations.”**

In the end, engineers installed Trident wireless sensors across two buildings in common areas, mechanical rooms, by water fountains outside of bathrooms, and in a break room that had historical leaks. The purchase was coded as a capital expense to the general ledger.



Gaining Cost Efficiencies for Owners

“We didn’t put them everywhere, so it wasn’t a lot of money,” the director of property management noted.

In fact, the total cost of the wireless detection system including remote management proved to be less expensive than the fix for a small leak.

“Just before we had the Trident detectors installed, we had a water fountain leak on the sixth floor and it cost \$25,000 to fix it,” the director recalled. **“Since then, thank goodness, we haven’t had any other issues.”**

At least no other issues causing damage.

Since installing the system, administrators and engineers at the properties receive notifications of problems. They can address issues right away and reset the system.

In one instance, a leak was detected in one of the mechanical rooms.

“It wasn’t a flood, but the water was definitely present,” the director said. **“Had we not caught it with the sensor, it could have become a bigger disaster than it was.”**



Advocating for Proactive Protection

If the Trident system had been installed before the water fountain leak, the property could have achieved full ROI within its first detection. Still, the director of property management came to the rescue for her clients and company with protection and savings going forward.

“Trident is very cost-effective. Considering what it cost every time we had a leak,” she said. “It’s the best thing we could have done since it will help us avoid issues in the future.”

In contrast to her reticence early on, she is now a strong advocate for being proactive with water leak detection. She encourages other property managers and tenants to install a reliable system, sharing her story with peers and detailing cost comparisons at town hall meetings.

“For what we’ve done at our building, it’s affordable,” the director of property management said, noting her plans to propose installing it in other office buildings.

“For the protection and the peace of mind you get, Trident is well worth it.”



As soon as any Trident device senses water where it shouldn't be, Trident sets off an on-site audible alarm and uses its own secure RF network throughout the building to send out real-time phone, email, and text alerts so administrators can take action. If an extra layer of protection is needed, Trident's automated shutoff valves will take action.

One leak could pay for the cost of a flexible FM Approved Trident System.

Ready to take proactive steps to safeguard your property and profits?

Reach out to your insurance provider today to see how an approved system can improve your rates.

Then, connect with The Detection Group to explore your wireless protection options.



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