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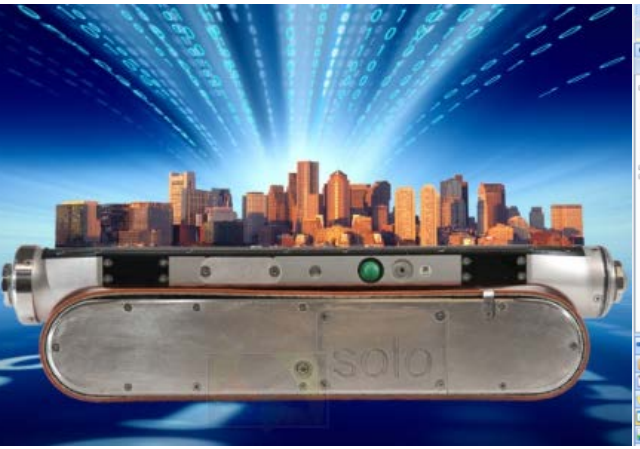
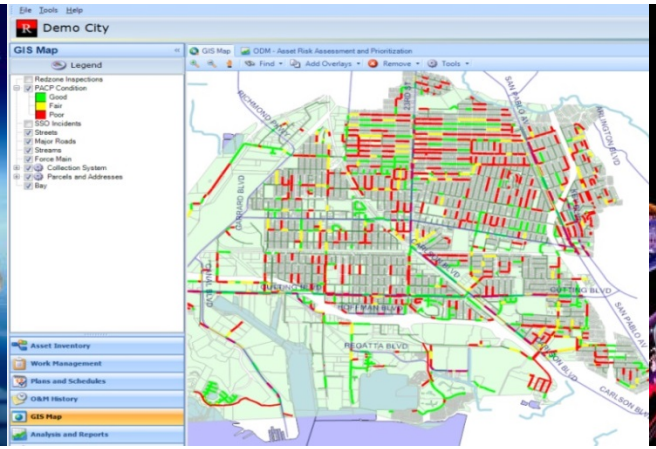
# COMPREHENSIVE WASTEWATER ASSET MANAGEMENT SOLUTIONS

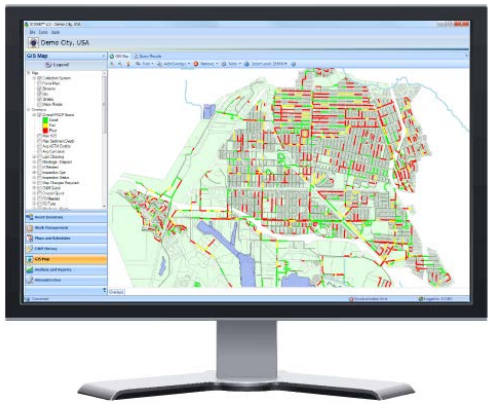

**Ken Wolf**
**Executive Vice President**

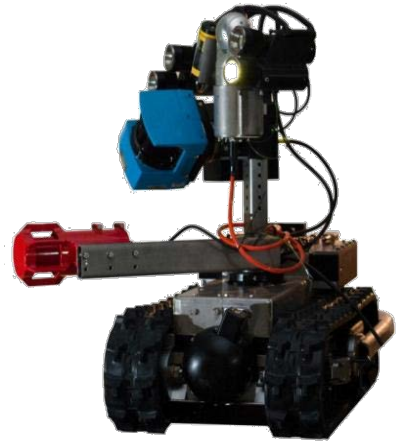




# COMPANY OVERVIEW

- Well-recognized wastewater technology company founded in 1987; focused exclusively on wastewater since 2004
- Strong legacy background in alternative markets:
  - Mining
  - Oil & Gas
  - Nuclear Energy
- Headquarters in Pittsburgh, PA with office in CA & NZ
- ~75 employees
- Recognized innovators

WIRED MAGAZINE



Rimersburg, PA had state DEP consent order removed and $3M required construction cancelled

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# OUR MISSION

The worldwide wastewater industry is plagued by a massive information deficit.

Funds are scarce and vital decisions are being made with incomplete information.

RedZone helps people, cities and the environment by giving wastewater managers the information and tools they need to make fact based decisions on how to spend limited funds

***The status quo is unsustainable…***

# ANSWERING KEY QUESTIONS

## Common regulatory ‘starting point’ questions:

Core Questions of Asset Management:

- What do I own?
- Where is it?
- What is the probability of failure?
- What is the consequence of failure?
- Should we repair, refurbish or replace the pipe?
- What are the costs to replace?
- What are the social costs of failure?
- What are my operations and maintenance priorities for next year?
- What capital budgets should I allocate for the next 1, 5, and 20 years?

*- Asset Management: A Best Practices Guide EPA*

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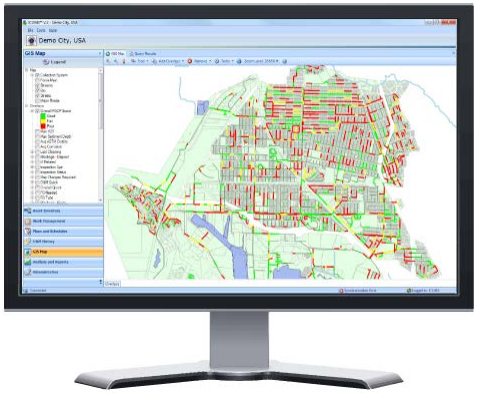
# OUR PLATFORM

## Data Acquisition Tools Robots & Sensors

"Getting information you need"

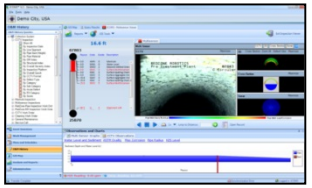
## Asset Management & Planning Software

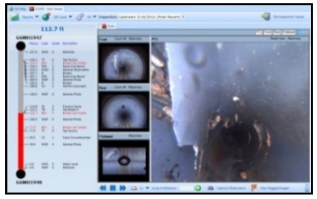
"Making data useful"



**ICOM3**

- Specialized linear asset repository.
- Observation coding
- Industry Standard (PACP)
- EAM Integration
- Dynamic planning R3,
- Maintenance planning
- PTZ & Standard video viewing
- Work planning options





## Execution Services

"Executing the smart spend"

**Payment Plans | EAM Integrations | Engineering | Rehab | Observation Coding | IT services | Project management | Select field work**

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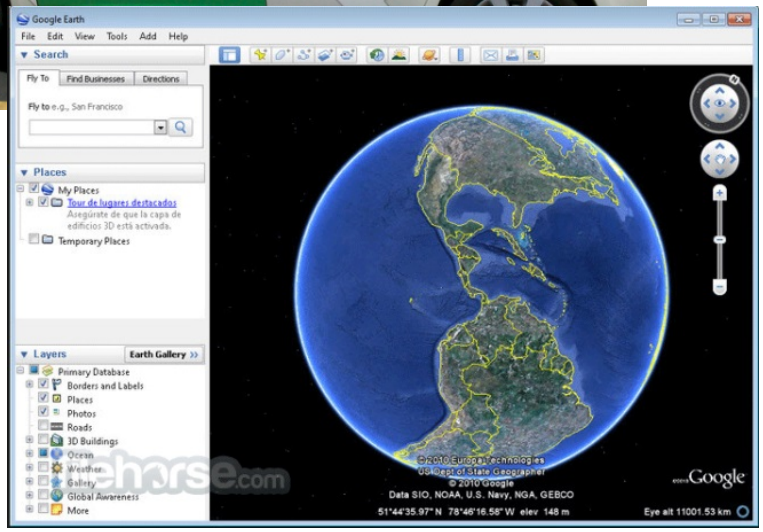
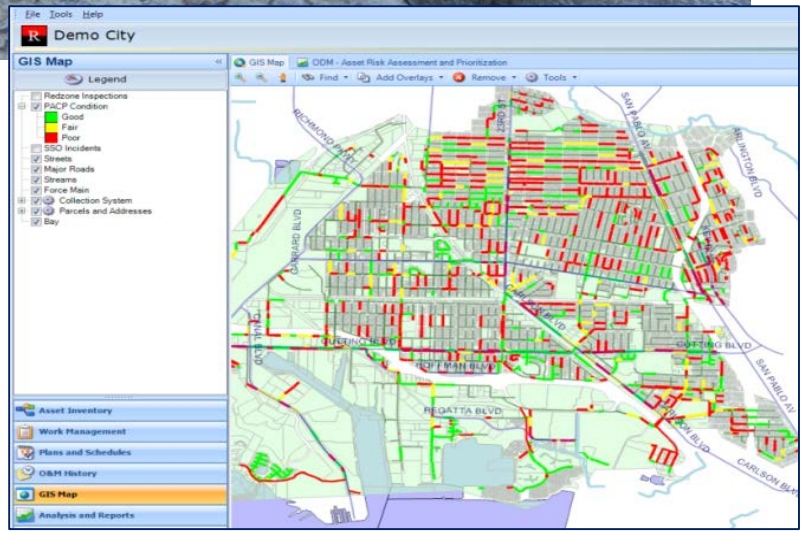
# BUSINESS MODEL COMPARABLE

## Above Ground…


## …Below Ground



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# TRUSTED GLOBAL PARTNER




























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# EMPHASIS ON DATA

| Conventional Approach | REDZONE Approach |
| --- | --- |
| Decisions made with incomplete information | Decisions made with complete information |
| ‘Institutional’ knowledge | **Baseline** benchmark data |
| Archived information. Multiple sources. ‘Data exists’ | Analytics. **One primary Source.** ‘Data is useful’ |
| Reactive ‘run-to-failure’ practices (O&M / Rehab). Higher risk. More costly. | **Proactive** fact-driven practices (O&M / Rehab). Less Risk. Saves Money. ROI |
| Reactive/defensive regulatory compliance programs. Higher risk. More costly. | **Proactive** fact-driven regulatory compliance programs. Less risk. Saves Money. |
| Task/work based approach to the system | **System based** approach to tasks/work. |

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# PROVEN CLIENT RESULTS

Trenchless TECHNOLOGY FEBRUARY 2014

*"Having our system-wide data in ICOM3 allows us to be prudent with our spending based on the true current state of the collection system. Based on our findings, we were alerted to some potential failures. We have been able to allocate funding to address these findings before they become major issues. In particular, we have an updated, targeted root control program."* **PCWA SA MANAGER**

*"With the YES baseline data in ICOM3, we have successfully tripled our pipe lining budget and we know the money is being cost-effectively spent. Whereas in the past it was difficult to recommend sewer projects and request funding based only on crew reports and limited information"*
**EAST MOLINE ENGINEER**


Rimersburg, PA had state DEP consent order removed and $3M required construction cancelled

MUNICIPAL SEWER & WATER

ON THEIR OWN

*"After DEP officials reviewed the authority's efforts to improve its collection system management they removed the consent order and cancelled the requirement to construct a $3 million pretreatment plant"*
**RIMERSBURG PA CASE STUDY**

**NOTHERN KENTUCKY SD1**

- Avoidance cost savings over $400,000 YR 1
- Increased In-house Inspection Production by110% between 2008 and 2011
- Reduced in-house CCTV inspection costs by more than 25%%
- Reduced Dry Weather SSOs by 54%
- Dry Weather SSOs are 50% below industry benchmark
- From 2009 to 2011 increased Asset Renewal by 500% & Reduced Renewal Costs by 71%

FORT WORTH

**FORT WORTH, TX**

Ongoing internal analysis of proactive MSI inspections of large lines in advance of other O&M activities.

- $4.6M+ in targeted cleaning savings
- $1.9M+ in avoided emergency response and bypass

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# THANK YOU

## For more please visit
## **www.redzone.com**