

# Water efficiency and our advanced services

Jodi Robinson – Operations Manager  
23<sup>rd</sup> March 2017

# Contents

- Introduction to our Advances Services
- Baselineing
- Smart metering
- Water efficiency
- Leakage
- Infrastructure
- Contingency planning
- Working together
- Case study
- Summary

# Our Advanced Services – proactive water management

Helping business to save water, reduce costs and manage incidents

- Our Advanced Services add value by improving your water management
- Our team provides water and wastewater services
- We have 5 years experience across many sectors
- Governance and project management incorporated in our Integrated Management System (IMS)
- Phased approach (Baselining, recommendations, implementation)

# Baselining

Understanding your customer data is the key to managing consumption and saving or recovering money

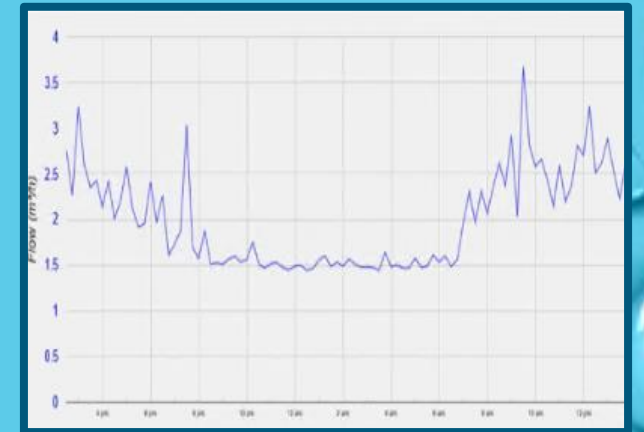
- Bill validation
- Tariff optimisation
- Benchmarking
- 'RAG' sites

0.5	0.51 - 0.69	0.7	0.7912
0.5	0.51 - 0.69	0.7	0.3092
0.5	0.51 - 0.69	0.7	0.6079
0.5	0.51 - 0.69	0.7	0.3208
0.5	0.51 - 0.69	0.7	0.4026
0.5	0.51 - 0.69	0.7	0.2163
0.5	0.51 - 0.69	0.7	1.9016

# Smart metering

Smart metering is a great way to understand your water consumption and to identify areas where you can save money

- Supply, installation and maintenance of (AMR)
- Access to data via our web portal
- High consumption alerts
- Access to reporting suite
- Data logger can be linked to billing cycles
- Data can be sent by CSV and imported into existing energy management system



# Water Efficiency

Water efficiency is about saving you money on water and energy bills, but it's also a means of achieving environmental and sustainability targets

- Water efficiency audits
- Water efficiency app
- Water reduction strategy
- Water Plus shop
- Process engineering
- Ongoing benchmarking

Derek Almond  
Water Plus Limited  
Two Smithfield  
Leonard Coates Way  
Stoke-On-Trent  
ST1 4FD

**Waterplus**  
Water Plus Limited  
Water Plus Limited  
Water Plus Limited

Estimate No: 580-17916AB  
Date: 21/03/2017

### ESTIMATE

Dear Derek Almond

Further to our survey of your premises our surveyor has found the following results showing your estimated water usage and possible savings that could be offered to your company.

Area	Use	Water used	Energy used	Money used
Washrooms	Toilets	0	0	£ 0.00
Kitchenette	Kitchenette Taps	0	0	£ 0.00
Lauderette	Washing Machine	0	0	£ 0.00

The table below shows the products we recommend and the savings to be made.

Water Saving	Energy Saving	Money Saving	Estimated ROI
30.00		0.00	approx. 5.55 Weeks
1.20	2.000000	1.000000 0.00	approx. 11.55 Weeks
2.51	0.000300	1.000000 0.00	approx. 2.20 Weeks
30.00		0.00	approx. 5.55 Weeks
30.00		0.00	approx. 5.55 Weeks

**Waterplus**  
Water Plus Limited  
Water Plus Limited  
Water Plus Limited

Call now 0800 822 3922

### Saving water and money

A sustainability story

Choose from our range of great value, durable and WAPC approved water saving products.

**Best Sellers**

- Water Saving Toilet
- Water Saving Tap
- Water Saving Shower Head

**New Product**

- Water Saving Shower Head

**Featured Products**

- Water Saving Toilet
- Water Saving Tap
- Water Saving Shower Head

**Water Plus Shop**

Water Plus Limited  
Water Plus Limited  
Water Plus Limited



# Leak Detection and Repair

In most cases, leaks are not visible on the surface as water naturally runs away underground

- Leak detection survey
- Recommendations and quote for any repair
- Implementation of any repairs
- Range of capability
- Planned or reactive
- Follow up reports
- HSE audits



# Water and wastewater infrastructure

- Important part of your customers business
- Represent a 'significant' risk
- Ageing and under stress
- Unknown location and condition
- They don't operate 'office' hours
- HSE audits
- CDM procedures

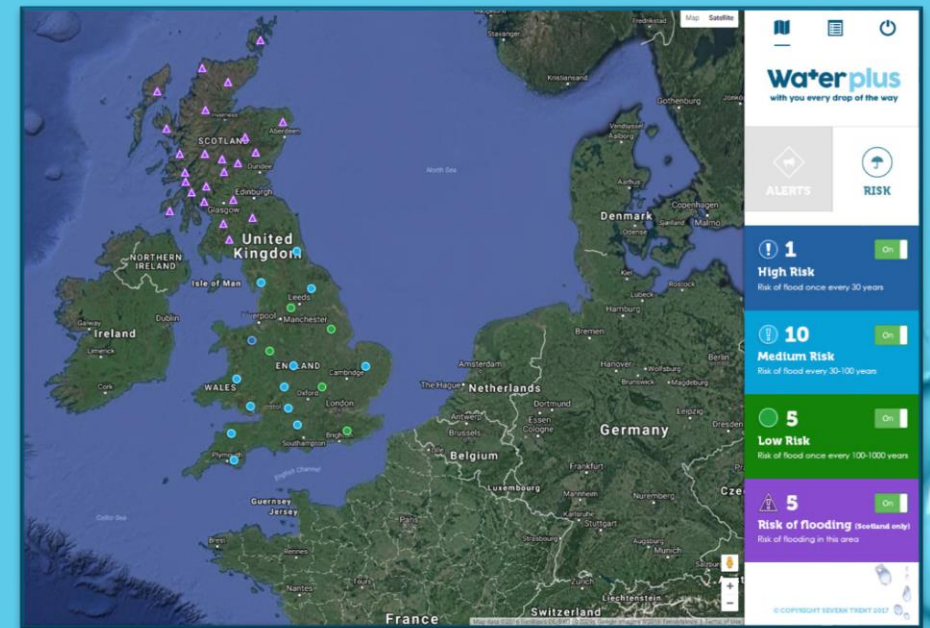




# Contingency planning

Whether you use water as an integral part of your production process, or just for domestic use, an interruption to the water supply has the potential to disrupt your business

- Water Plus 'protect' service
- Evaluate risk to your business
- Implement plans
- Enhance water network
- Assured response
- Emergency supply of water



# Working together

1. Partnership approach
2. Commission based
3. While labelled
4. Finders fee

## TPI discounted rates\*

Fixed Rates	Unit	Rate	Discount Rate
Water efficiency App (self audit tool)	Per site p/a	£ 100.00	£ 50.00
Water efficiency audits	Half day	£ 300.00	£ 250.00
	Full day	£ 600.00	£ 500.00
Smart metering (AMR)	Per meter	£ 750.00	£ 600.00
Leak detection	Half day	£ 450.00	£ 400.00
	Full day	£ 850.00	£ 700.00
Drainage CCTV survey	Full day	£ 850.00	£ 700.00
Water Plus Protect (flood and weather alerts)	Per site p/a	£ 120.00	£ 60.00

\*Pricing relates to 'in hours' working only (Monday - Friday 8am - 5pm)

# Case study – Salford University

## Challenge:

The University of Salford wanted to reduce its water costs by monitoring usage to detect leaks for a quick resolution with minimum disruption to the site.

## Solution:

A smart meter installed on site detected high water usage, indicating leaks, which were repaired by Water Plus.

The installation of valves on the University's network of pipes ensured a second leak could be identified, isolated, and repaired with minimum disruption.

## Value:

The automated meter reading (AMR) from the smart meter helped identify leaks that would have cost the University approximately £1,800 per day in total if left undetected. Additionally, we have installed smart network acoustic loggers on the valves which will immediately identify and pinpoint the location of leaks.

**"I was very impressed with the service we received from the Water Plus team. Our leaks were dealt with professionally, to a high standard and with the minimum of disruption. We are looking forward to smart acoustic network technology helping us to avoid future disruption and save money."**

Steve Pearson,  
Mechanical Team Leader, University of Salford

University of  
**Salford**  
MANCHESTER

**Waterplus**  
with you every drop of the way

## Summary

- Our customers tell us it's not just about price
- Make sure you understand your customers full objectives for water
- Engage with retailers and suppliers to get best value

# Thank you for your time

Want to chat?

Come and meet the team