



5 BILLION LITRES OF WATER SAVED

CLIMATE CONTROLLED WATER MANAGEMENT

A Healthier Landscape with
40% Less Water

The Smartest Solution For Your
Landscape

Water Management is a
Process, Not a Product

Why ExactET

Comparison to Other 'Smart'
Controllers

SmartET Controller - Designed
Specifically for Water
Managers

The Results Speak for
Themselves

Four Simple Steps in
Converting to Climate
Controlled Water Management



THE SMARTEST SOLUTION FOR YOUR LANDSCAPE

THE PROBLEM: Water is your biggest irrigation expense

- Conventional irrigation controllers waste as much as 60% or more by over-watering
- Most of this waste is due to watering on a pre-programmed, fixed schedule (typically 3 days per week)

Average Annual Irrigation Water Expense for Commercial & Multi-Family Residential Properties in Calgary

\$9,000*

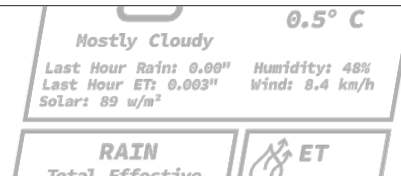
**Under conventional irrigation*

	2013	2014	2015	2016	2017	2018	2019	2020
Climate Controlled	33	31	33	26	49	39	24	34
Timer-Based	66	60	66	66	66	60	66	60

Comparison of average days watered – Climate Controlled vs Conventional Irrigation

THE SOLUTION: Climate Controlled Water Management

ELIMINATES WASTE by automatically adjusting the watering schedule for changing climatic conditions.



IMPROVES HEALTH & SUSTAINABILITY of your landscape – follows best horticultural practices of deeper, less frequent deep root watering

ELIMINATES OVER-WATERING AND UNDER-WATERING by customizing the climate-based watering schedule to apply the right amount of water for each of the varied micro-climates within your landscape



1 – 2 YEARS ROI on most commercial and multi-family residential properties

REDUCES THE NEED FOR FERTILIZATION
by 50% or more



WATER MANAGEMENT IS A PROCESS, NOT A PRODUCT

Installing a 'Smart' Irrigation Controller doesn't automatically result in a green, healthy landscape with significantly less water usage.

A major study that tracked 2,294 California sites using 14 different brands of smart controllers found only a disappointing 6% average decline in water consumption in the first year – 42% actually used more water.

For example: HydroPoint/Irritrol/Toro increased watering 0.5%; Hunter decreased watering only 13.3%; and Weathermatic decreased watering 6.1%

THE REASONS WHY MOST 'SMART' CONTROLLERS DON'T WORK:

1) Incomplete, Inaccurate or Unreliable Weather Data:

Most 'Smart' Irrigation Controllers either use partial weather from low-end sensors and/or extrapolate from free weather sources that are often not reliable – Garbage In, Garbage Out

'Smart' Irrigation Controllers don't use measurable effective rainfall. Most use a low-end rain sensor.



Typical Inaccurate Contractor Schedule

Program: (A) Lawn – Spray Heads

Start 1:12:00 AM

Zone 1: 15 minutes
Zone 2: 15 minutes
Zone 3: 15 minutes
Zone 4: 15 minutes

2) Inaccurate Scheduling and Programming

Most 'Smart' Irrigation Controllers don't take into account all the variables to accurately calculate how long to water by individual irrigation zone - i.e. shade; slope; soil type; plant type; root depth; and, sprinkler precipitation rates.

3) No Performance Measurement or Follow-Up

Most 'Smart' Irrigation Controllers and/or the Irrigation Contractors who install them, don't accurately track and report the performance of the Controller - i.e. did it actually deliver on its promise to reduce actual water usage versus the previous conventional irrigation controller.

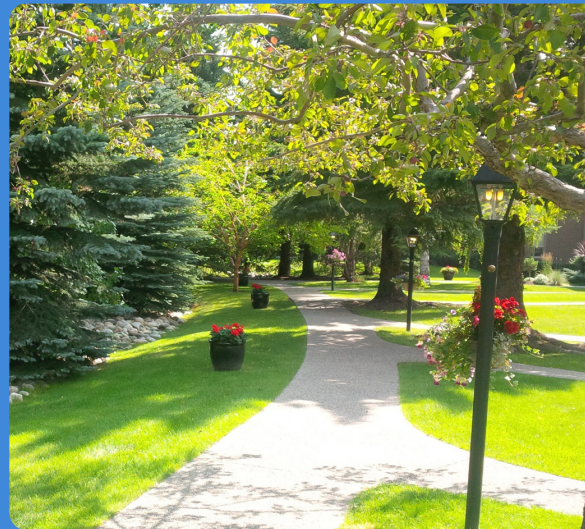


WHY EXACTET

ExactET has a proven track record of delivering on its promise of **Green, Healthy Landscapes**, using significantly less water

The ExactET Difference

- ✓ Dedicated network of specialized water management weather stations
- ✓ The SmartET Controller - the only Controller designed specifically for Water Managers
- ✓ Only Canadian irrigation company dedicated solely to Water Management
- ✓ 15 years experience in customizing climate-based watering schedules to meet varying landscape watering needs
- ✓ Monitoring and tracking actual outdoor water usage
- ✓ Providing clients with a season-end Water Management Sustainability Report detailing water savings
- ✓ Average annual water savings of 40%
- ✓ 1-2 year ROI for most Commercial & Multi-Family Residential properties
- ✓ Returning \$2.64 in water savings for every \$1.00 invested by clients



COMPARISON TO OTHER 'SMART' CONTROLLERS

We have tested and reviewed all the various 'Smart' Controllers on the market and only use industry leading climate-based technology designed specifically for Water Managers.

FEATURES	EXACTET WATER MANAGEMENT SYSTEM	IRRIGATION CONTRACTOR INSTALLED 'SMART' CONTROLLER
Uses Weather Information to Control Irrigation	●	●
Uses an App for a Smartphone or Tablet	●	●
Full Central Control Functionality, including Flow Control and Leak Detection	●	◐
Controller Designed Specifically for Professional Water Managers	●	
Target Customer	Commercial, Industrial, Retail, Office and Multi- Family Residential	Single Family Residential
Weather Data from Specialized and Monitored Water Management Weather Stations	●	
Measured Effective Rainfall - Key to Avoiding Over-Watering, Landscape Damage	●	
Detailed, Customized Climate-Based Programming to Calculate Water Efficient Run Times by Program	●	
Monitoring, Controlling and Reporting of Water Usage/Savings	●	
Green, Healthy Landscape with Significantly Less Water Usage	15 Year Average: 40% Less Water	?

THE BOTTOM LINE

For 15 plus years ExactET has been delivering on its promise of a green, healthy landscape using significantly less water, and can prove it. Others can't.

SMARTET CONTROLLER - DESIGNED SPECIFICALLY FOR WATER MANAGERS

At ExactET we employ industry leading water management technology to monitor every aspect of your outdoor water system. At the heart of this technology is the award-winning **SmartET** Controller, designed specifically for professional Water Managers.

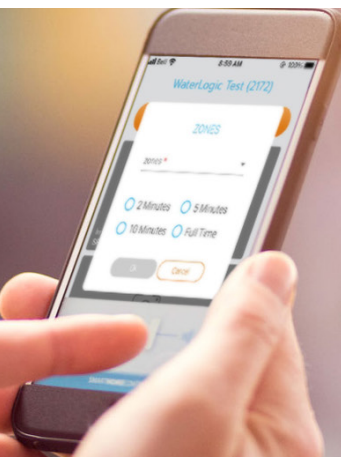
Key water management features of the **SmartET** Controller include:

- Climate (ET)-based water management using real-time weather data from our dedicated network of specialized water management weather stations
- Water management programming follows best horticultural principles of deeper, less frequent root water (i.e. Managed Allowed Depletion)
- Detailed, customizable programming to optimize how long to water all the different areas of the landscape
- Flow control and leak detection
- Remote control and monitoring using Cellular or Wi-Fi connectivity



ExactET is a strategic partner and exclusive Canadian distributor for **smartet**™

**Irrigation Control
in the Palm of
Your Hand**



THE RESULTS SPEAK FOR THEMSELVES

15 years of delivering on our promise of green, healthy landscapes using significantly less water

- **40% less water** than the conventional timer-based control system we replaced
- **1 to 2 year ROI** on most Commercial and Multi-Family Residential properties
- **Returning \$2.64 in water savings** for every \$1.00 invested by our clients

A SAMPLE OF OUR RESULTS:



COURTYARDS OF KING'S HEIGHTS

2020 Water Saved: 1,794,000 Litres

2020 Money Saved: \$2,551

Cumulative Money Saved: \$13,001 (5 Yrs)



YELLOWHEAD CROSSING, PHASE II

2020 Water Saved: 1,665,000 Litres

2020 Money Saved: \$5,427

Cumulative Money Saved: \$21,774 (7 Yrs)



LIVINGSTON PLACE

2020 Water Saved: 385,000 Litres

2020 Money Saved: \$1,047

Cumulative Money Saved: \$15,589 (10 Yrs)



WESTMOUNT CORPORATE CAMPUS

2020 Water Saved: 3,791,000 Litres

2020 Money Saved: \$10,295

Cumulative Money Saved: \$93,032 (10 Yrs)

For more results check out the Proven Results page on our website: exactet.ca/proven-results

4 SIMPLE STEPS IN CONVERTING TO CLIMATE CONTROLLED WATER MANAGEMENT

No changes are required to the sprinklers or landscape

- 1 ExactET **REPLACES** your outdated, inefficient timer-based irrigation controller with the SmartET Controller.
- 2 ExactET **ACTIVATES** the SmartET Controller to receive real-time weather data from its dedicated network of [specialized water management weather stations](#).
- 3 ExactET **PERFORMS** a detailed site review of your landscape and programs the SmartET Controller to apply the correct amount of water for each of the varied areas of your landscape - i.e. taking into account: slope; shade; soil type; root depth; plant type; and, sprinkler precipitation rates.
- 4 ExactET **MONITORS AND CONTROLS** the Water Management System throughout the season and at season-end **REPORTS** the measurable water savings results.



Call 403-242-6660 or email sales@exactet.ca
to get a healthier landscape using 40% less water.