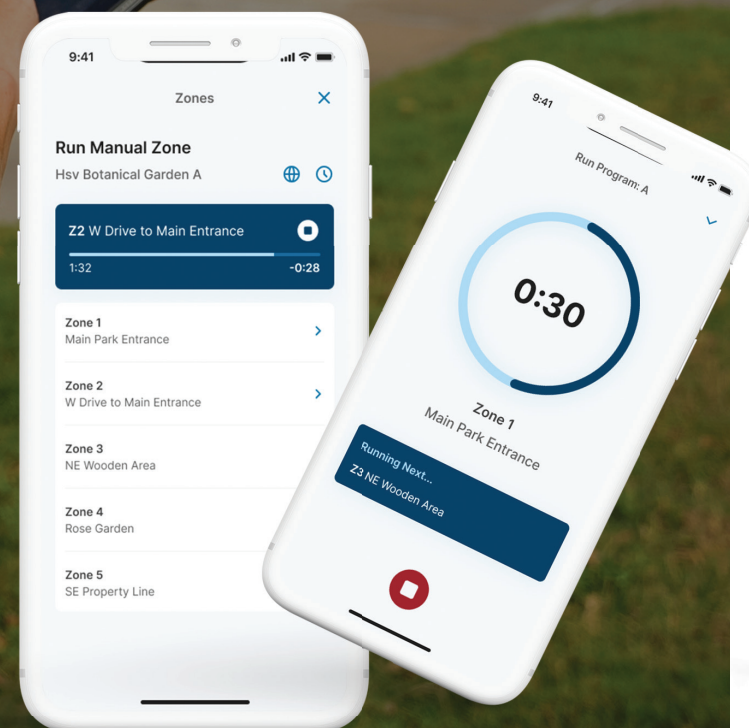


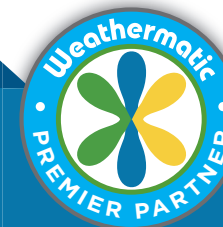
# MAXIMIZE PRODUCTIVITY WITH SmartLink<sup>®</sup> by Weathermatic



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## WEATHERMATIC PREMIER PARTNER CASE STUDY:



The primary goal of the Weathermatic Premier Partner Program is to provide a solution to improve the labor efficiency and revenue opportunities for a Partner's irrigation business. The following is a case study highlighting the effectiveness of building a strategy to get this done.

In 2020, this full-service landscape company became a Weathermatic Premier Partner. Like most landscape maintenance organizations, they approached their irrigation repair business as a requirement for fulfilling their maintenance contract responsibilities. The irrigation group was largely unorganized and was reacting to every irrigation issue. They had a hard time catching up.

Things began to dramatically change in 2020 when the leadership team decided to focus on creating a more profitable irrigation business. This required evaluating and changing their irrigation practices to eliminate inefficiencies and improve accountability. Key to their strategy was to adopt technology to help improve labor efficiency, gain remote access to all of their irrigation systems and provide an opportunity to be on the leading edge of irrigation to attract new talent.

The Premier Partner Program enabled the company to cost effectively convert all the irrigation controllers they managed to the SmartLink platform as a significant part of their overall strategy.

	2020	TODAY
Revenue	\$15,000/mo	\$65,000/mo
Gross Profit	< 20%	58%
Irrigation Team	8 Technicians	6 Technicians
Inspection Process	All on paper	SmartLink cloud-based
Unapproved Proposals per Year	300	0
Scheduled Inspection Completion	< 35%	100%
Steps from Inspection to Invoice	10	3
Inspection Schedule	Lots of inefficiencies and time wasted	Efficient schedule where monthly inspections are often completed in 3 weeks
Recruiting irrigation talent	Ineffective. Difficulty in hiring adequate staff	Waiting list of potential new employees

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