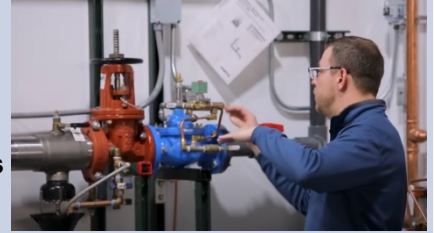


# Case Study

## Pushing the Envelope: Smart & Connected Flood Protection

Customer	<b>Test Gauge, Inc.</b>
Location	<b>Dundee, IL</b>
Industry	<b>Commercial</b>
Category	<b>Plumbing Flow Control Solutions</b>
Product Installed	<b>Watts SentryPlus Alert™</b>



### What the Client Needed

When Test Gauge, Inc constructed a brand new, state-of-the-art training facility they were extremely selective about the backflow products they would install for live training and demonstrations with customer success at top-of-mind.

### Solution

As the Internet of Things starts to get adopted more in the backflow industry, they saw a necessary opportunity to further educate their customers on the latest cutting-edge technology like automated flood protection.

Being the first system to offer automated flood protection, contractors across the Midwest weren't familiar with the SentryPlus Alert™ system, how it works, and how it can benefit their clientele. Watts was there to support the team at Test Gauge, Inc. every step of the way by supplying training materials and assisting with in-person training at their facility.

### Results (ROI)

Through various training classes with Test Gauge, Inc, their customers learned the benefits of a SentryPlus Alert™ automated flood protection system, how to answer questions about the technology, and how easy it is to install and use accurately.

By educating their customers on the latest innovations in plumbing, Test Gauge, Inc. can continue to lead the nation as the fastest growing supplier of backflow products.

“We are actually giving them a hands-on approach, teaching [our clients] how it can positively affect their business. How it can help a building owner, and making sure that they have the best product installed for their needs [in case of a] catastrophic event.”

- Rick Marvel  
President | Owner

