



TO BE THE GLOBAL IOT PRODUCTS
AND DATA SERVICE PROVIDER

Online Billing & Management

Innovative smart metering system for water

HANGZHOU LAISSON TECHNOLOGY CO., LTD.

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01

Problems faced

by Water Company

Have you encountered such difficulties?



LONG Collection Period

- Door-to-door Meter Reading
- Manual Meter Data Input
- Manual Invoice/Receipt issuing
- On-site Revenue Collection



LOW Collection Ratio

- Reject to pay without any penalty
- Illegal Deal with Meter Reader
- Errors during Manual Meter Data Input



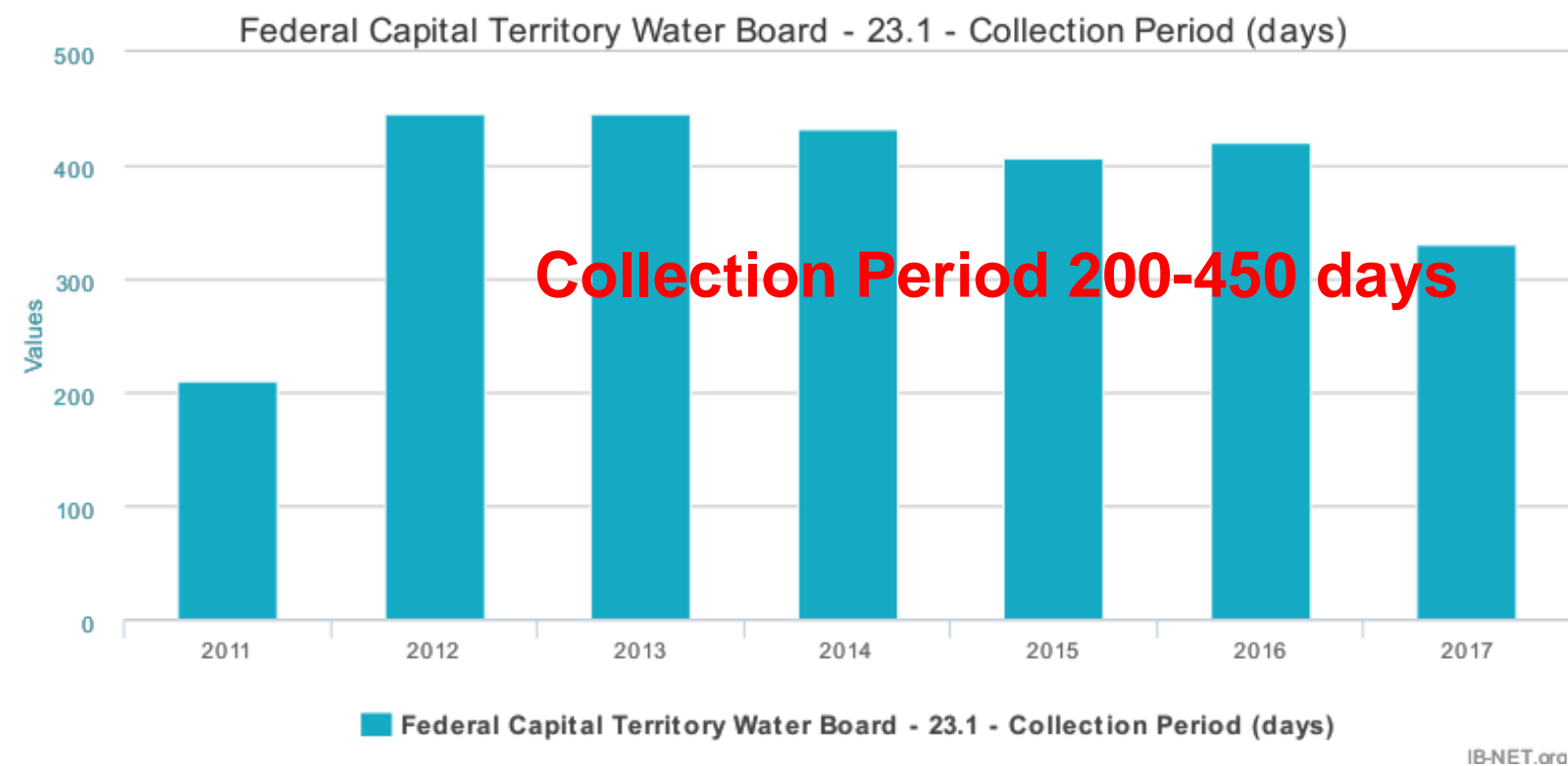
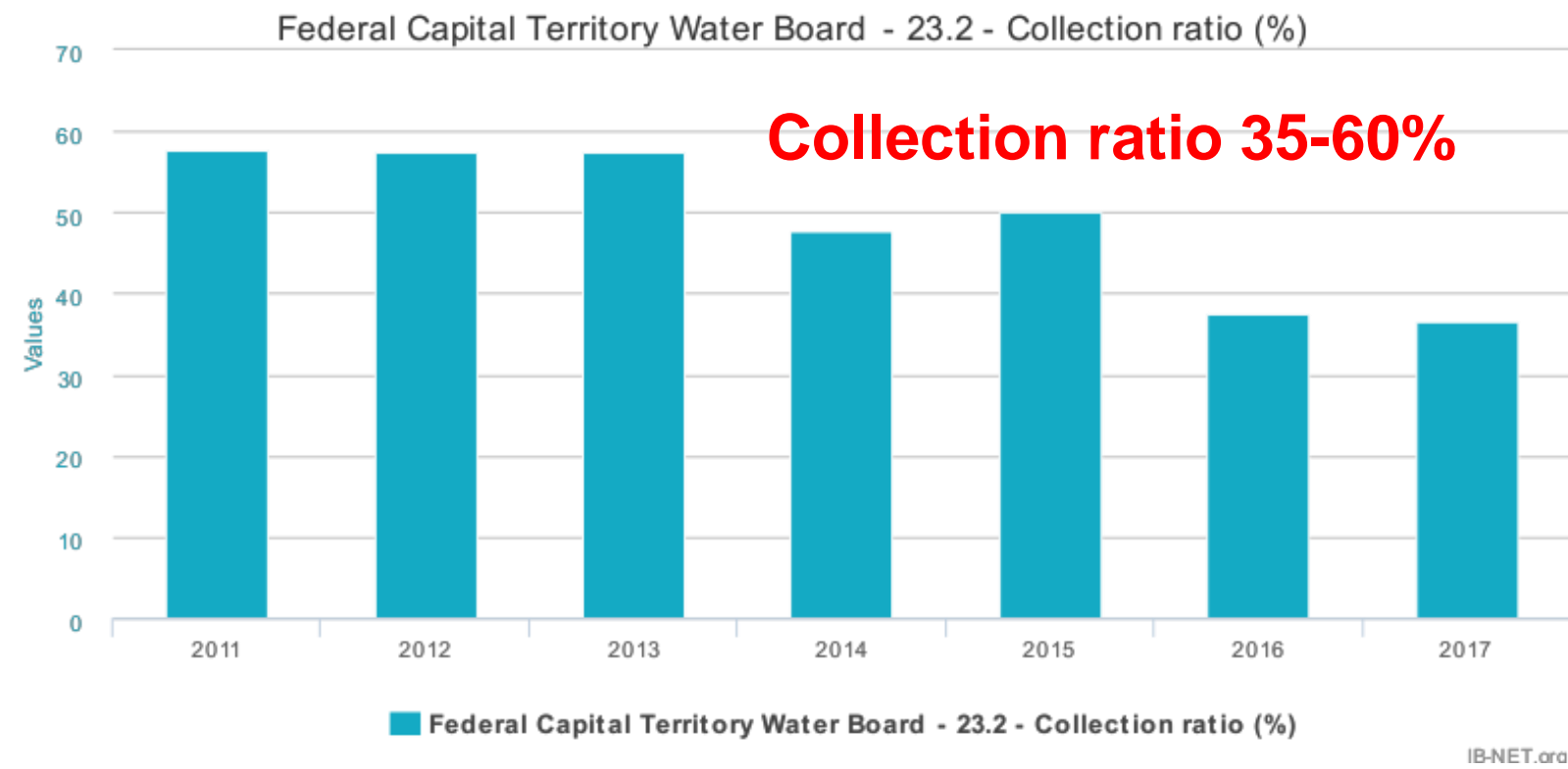
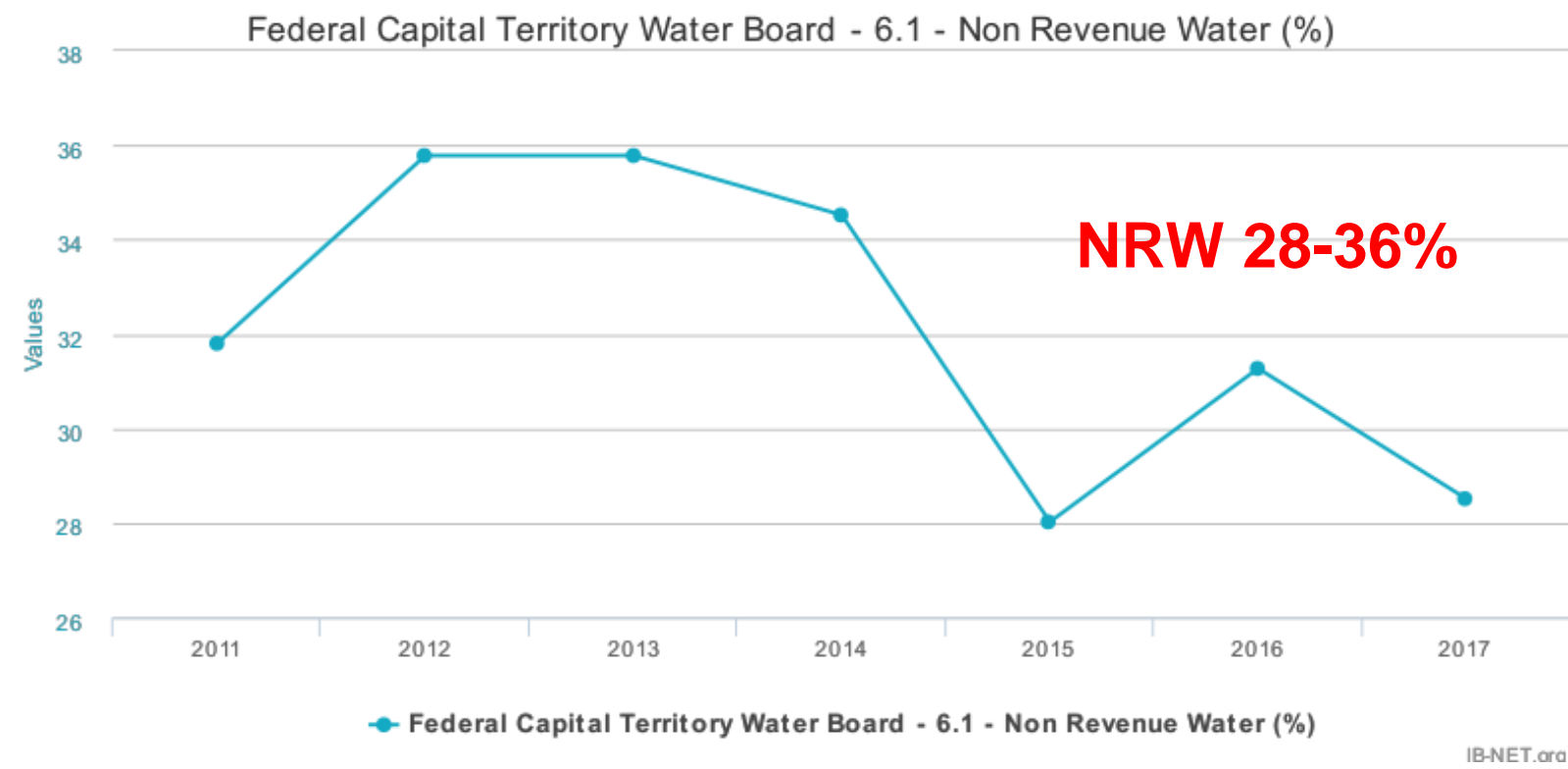
HIGH Non Revenue Water

- Water Leakage/Tube Burst
- Unauthorized/Illegal Connection
- Failure of Water Revenue Collection



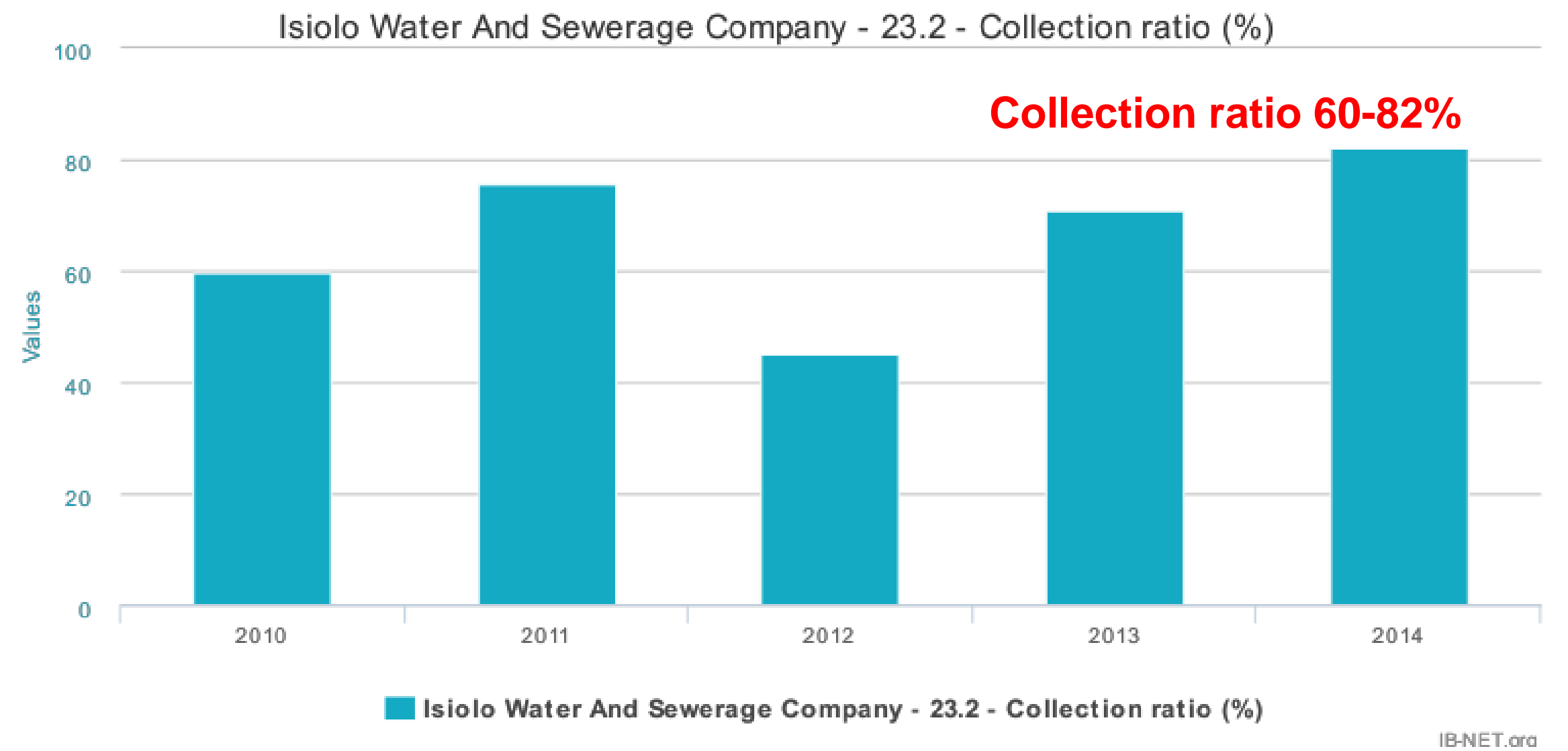
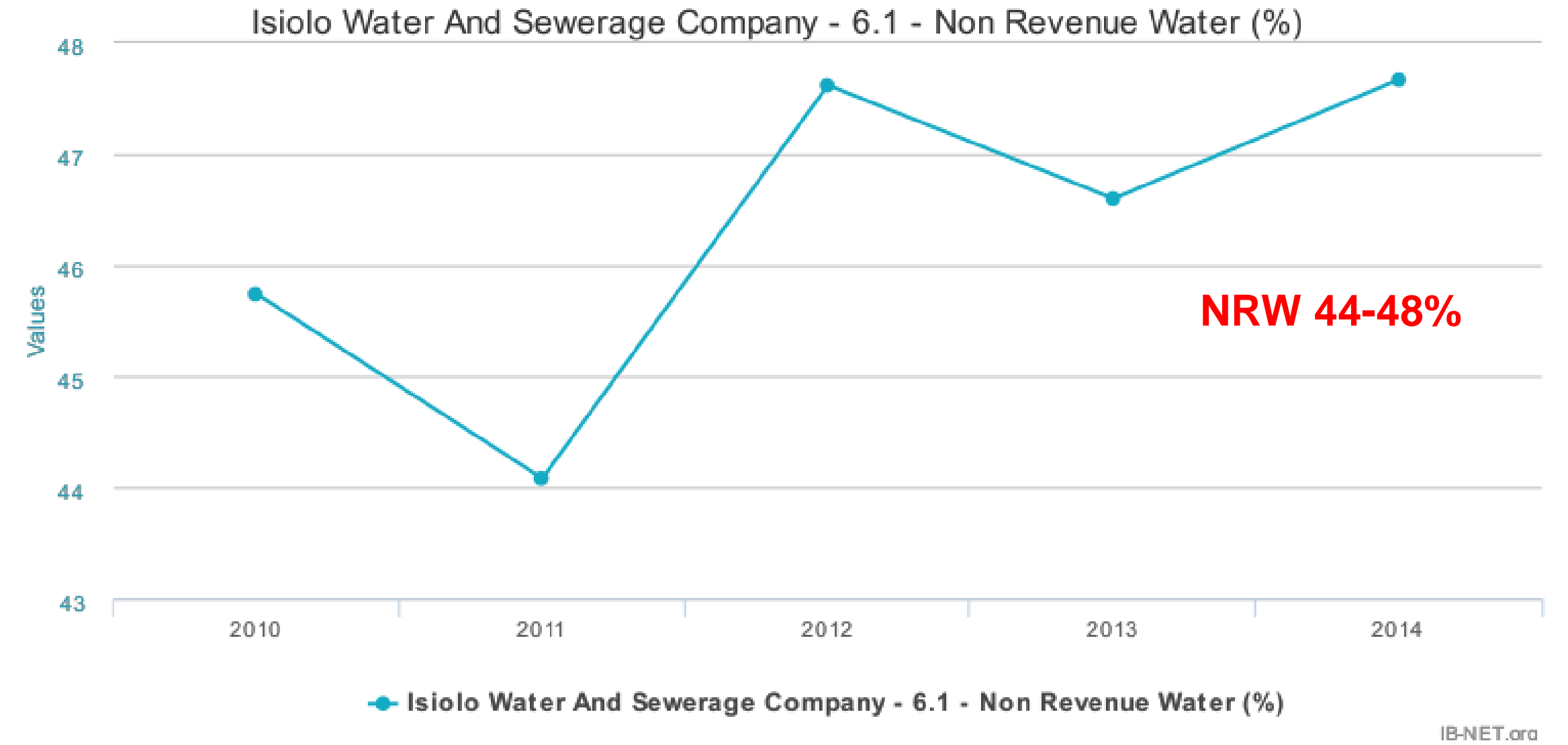
Nigeria

Federal Capital Territory Water Board



Kenya

Gusii Water And Sanitation Company



Environmental Factors

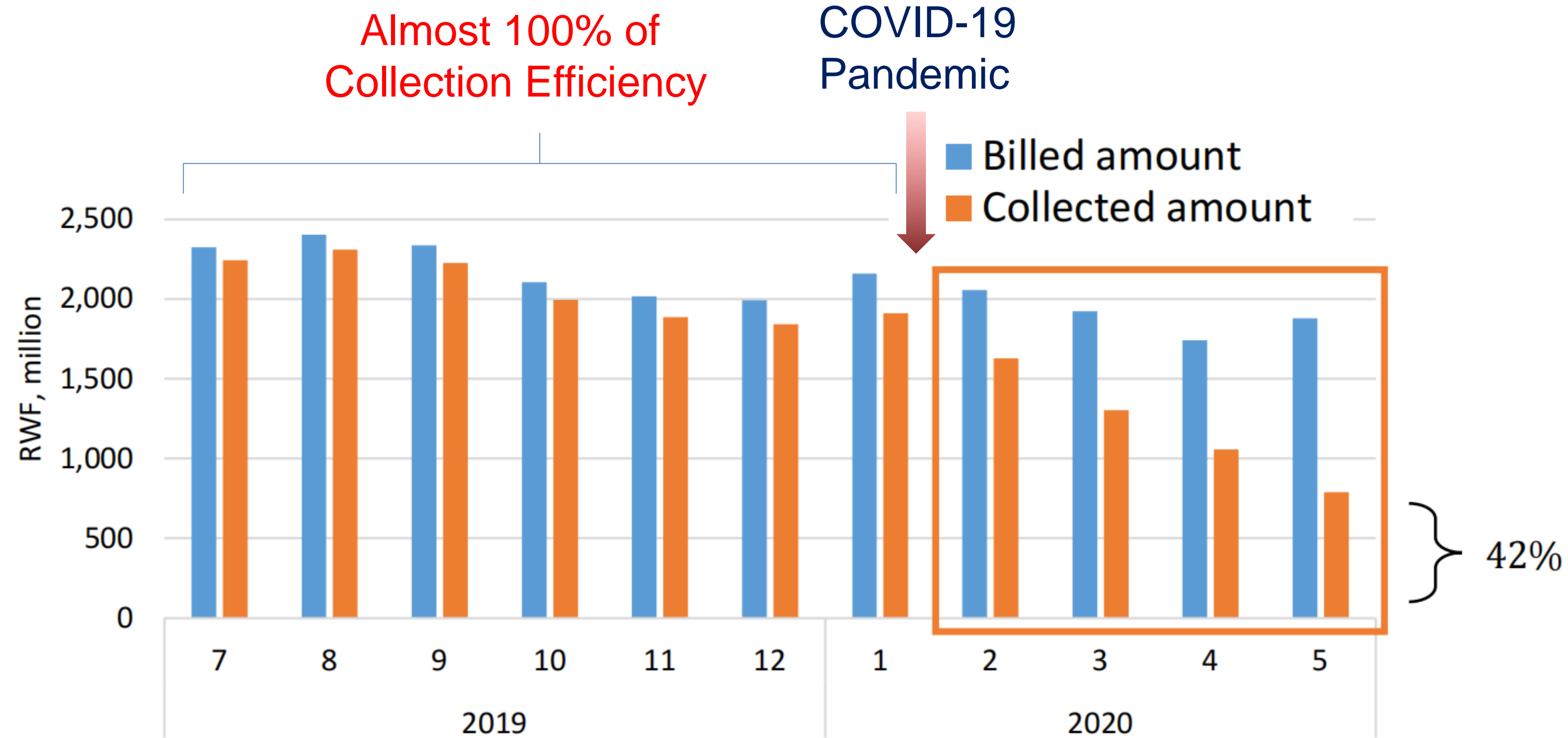
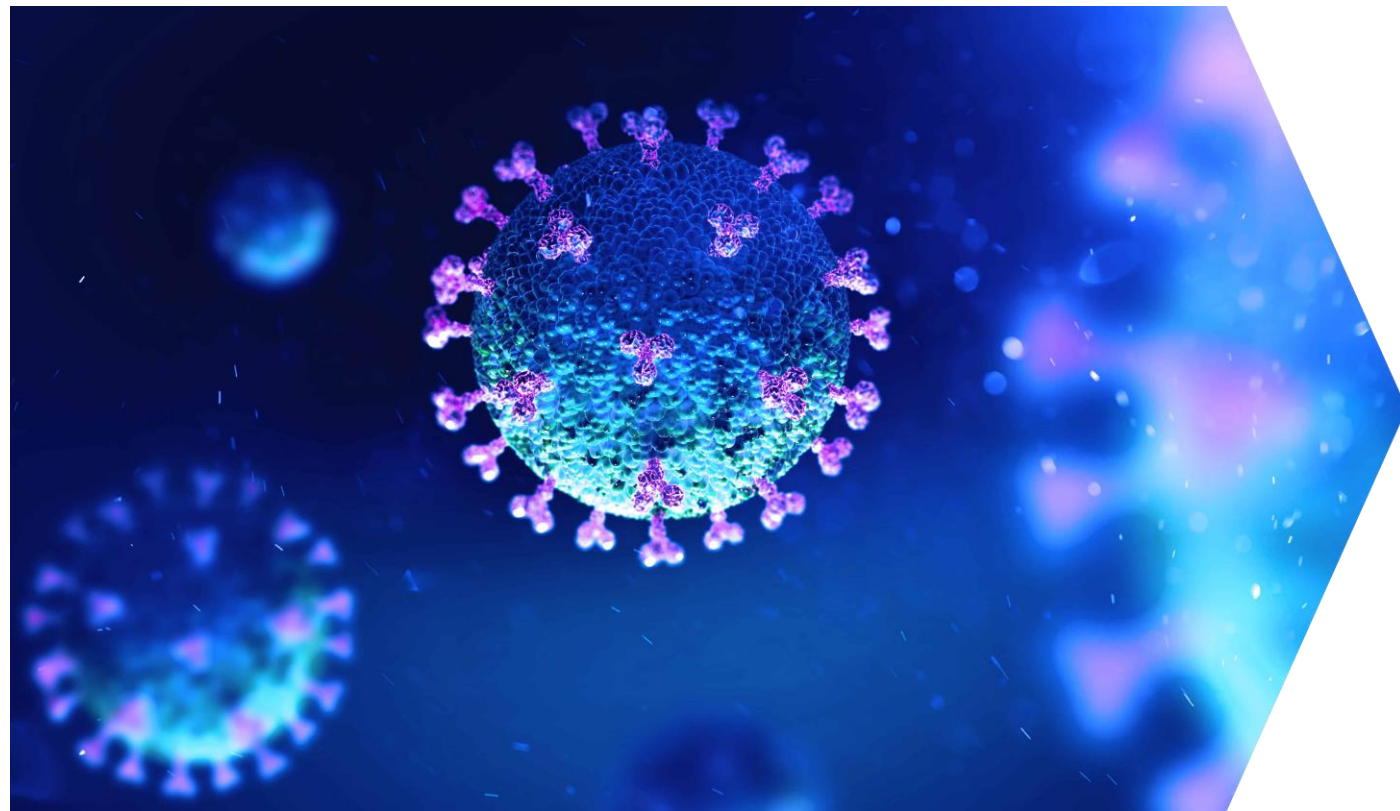


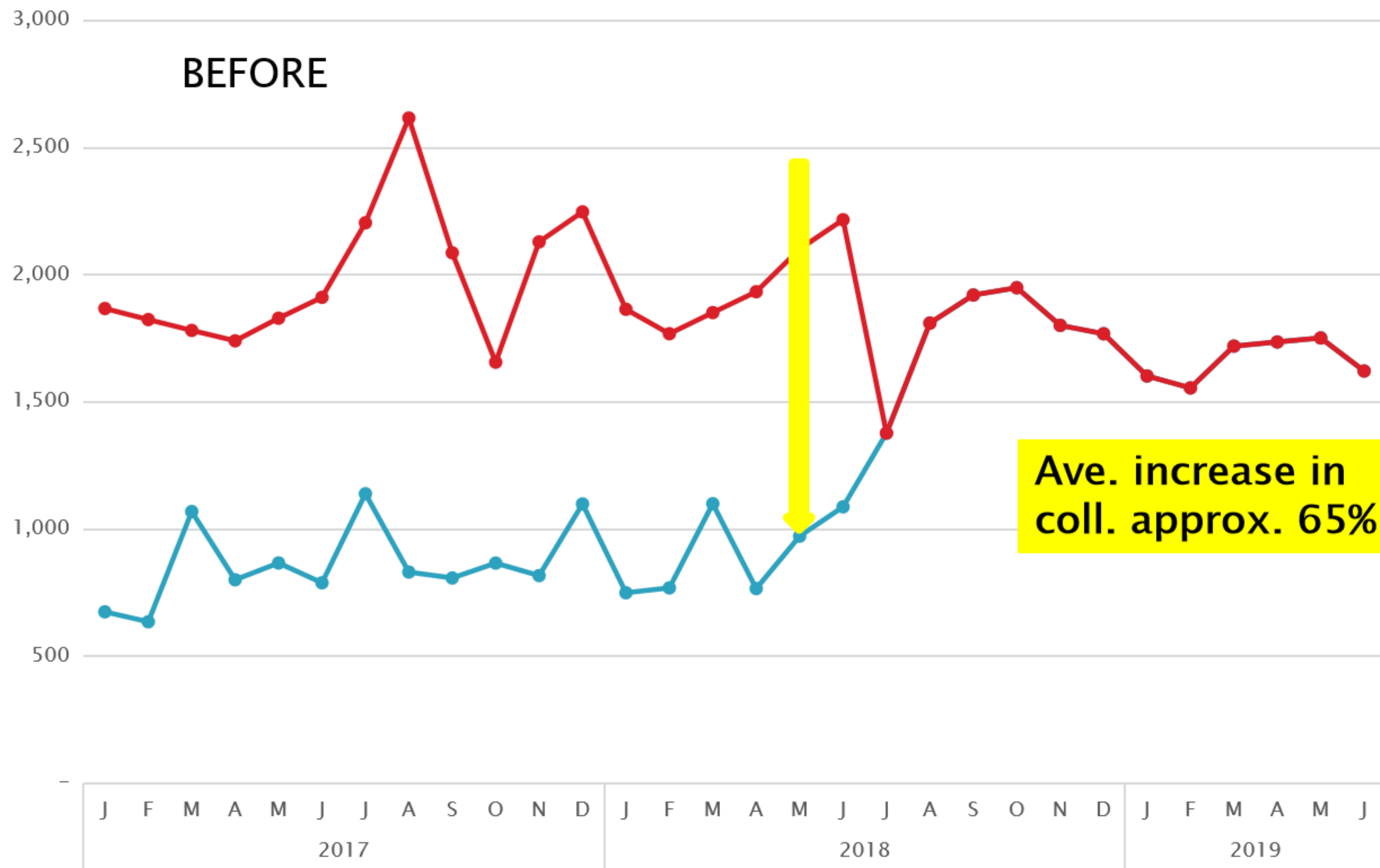
Figure 2: Comparison of Billed and Collected Amounts, WASAC, Rwanda

Source: WASAC and Nihon Suido Consultants Co., Ltd.

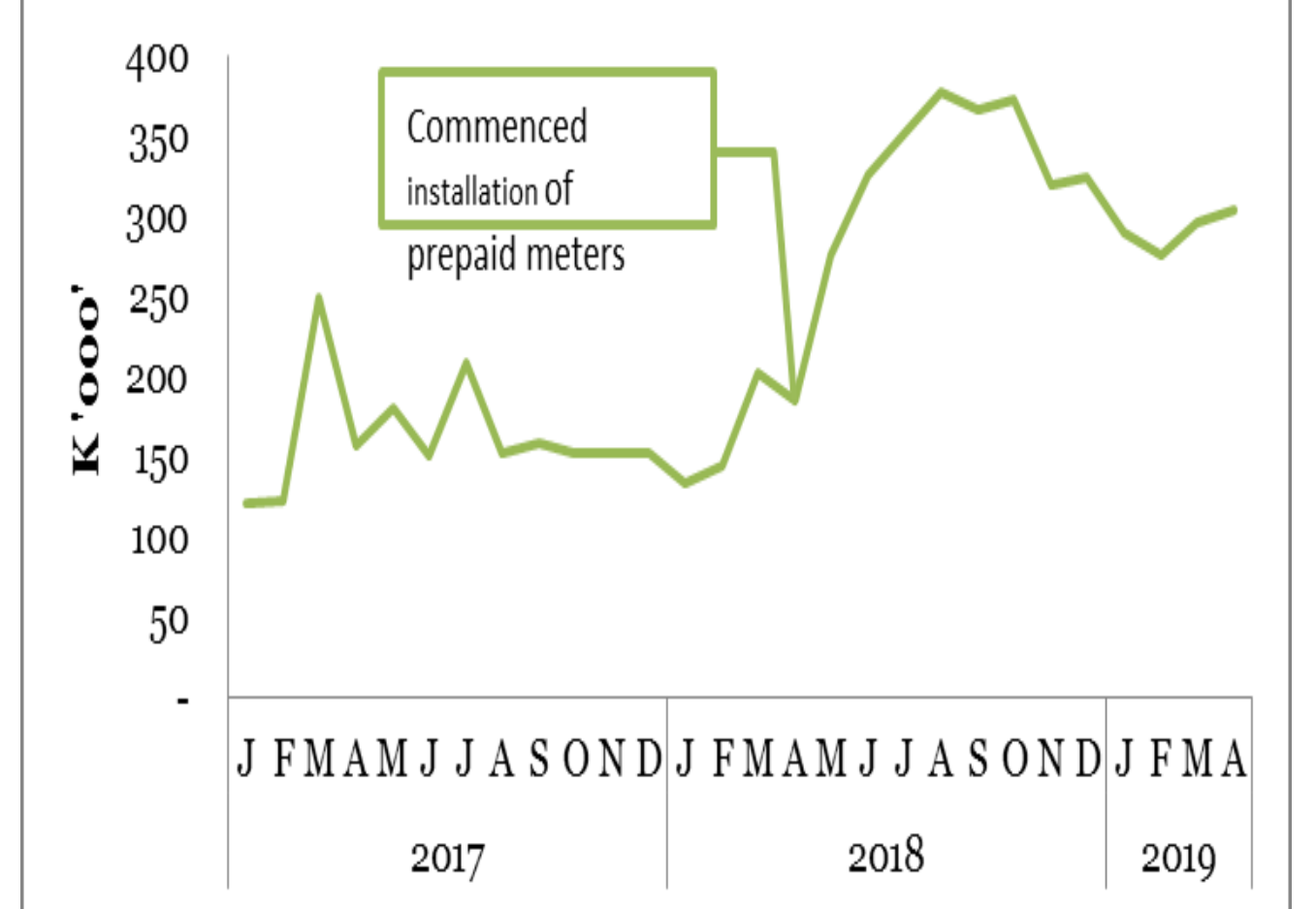
In the past four months (from February to May 2020), WASAC estimated a USD 3 million loss in revenue compared to the previous year. According to WASAC, revenue reduction is attributed to the non-payment of large customers, such as business offices, and restraints.

Smart Water Meter in NWSC - Zambia

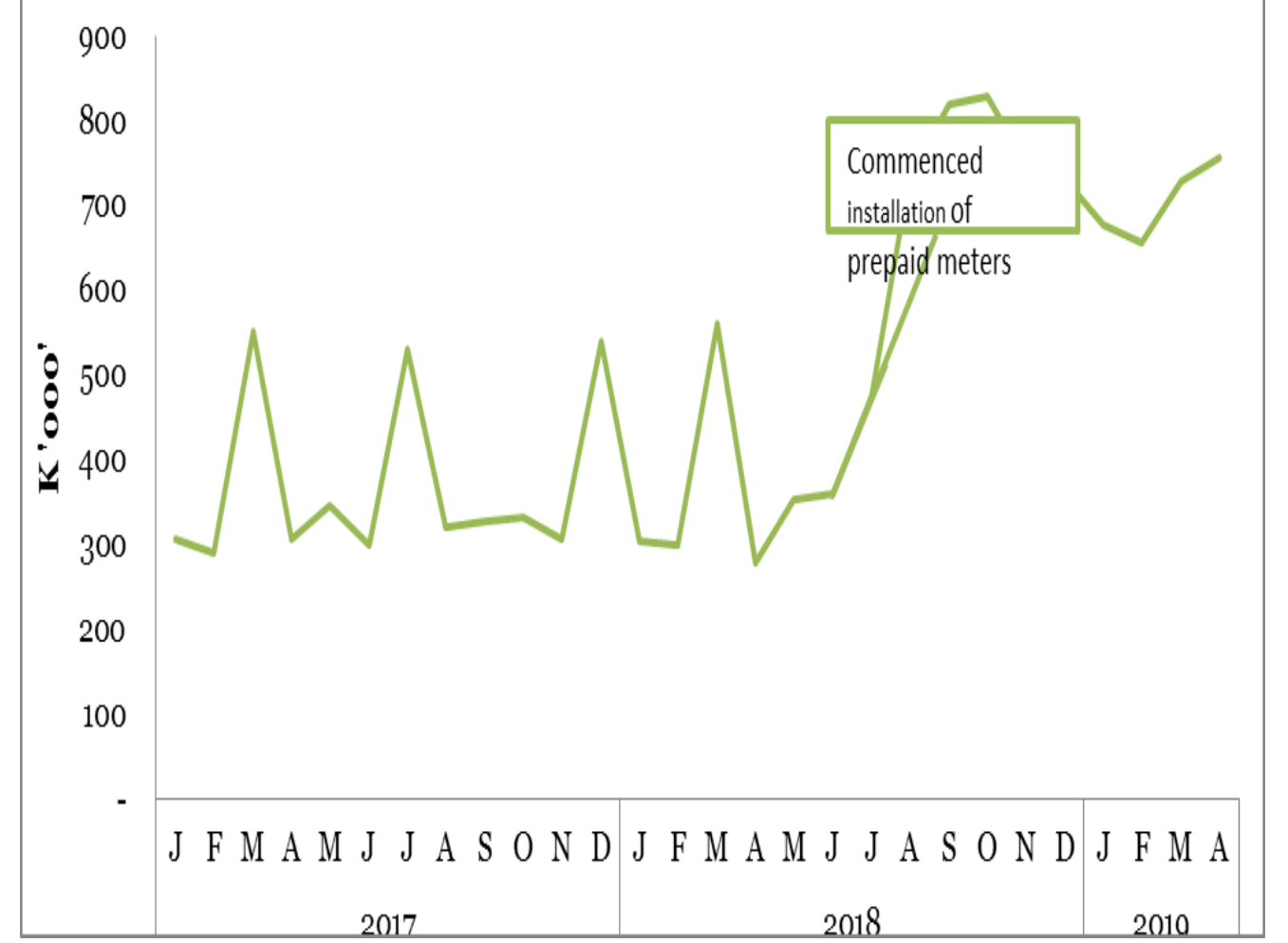
COMPARATIVE PERFORMANCE - BEFORE AND AFTER PRE-PAID METERS INSTALLATION



Buchi Kamitondo Prepaid Billing & Collections



Chimwemwe Collections



02

Smart Metering Solutions

IoT Prepaid Smart Meter Types Optional



01



02



03



04



05

Prepaid

Mobile Vending

Multiple Comm. Methods

Remote Recharge

Automatic Data Upload

10 year's Data Record Storage

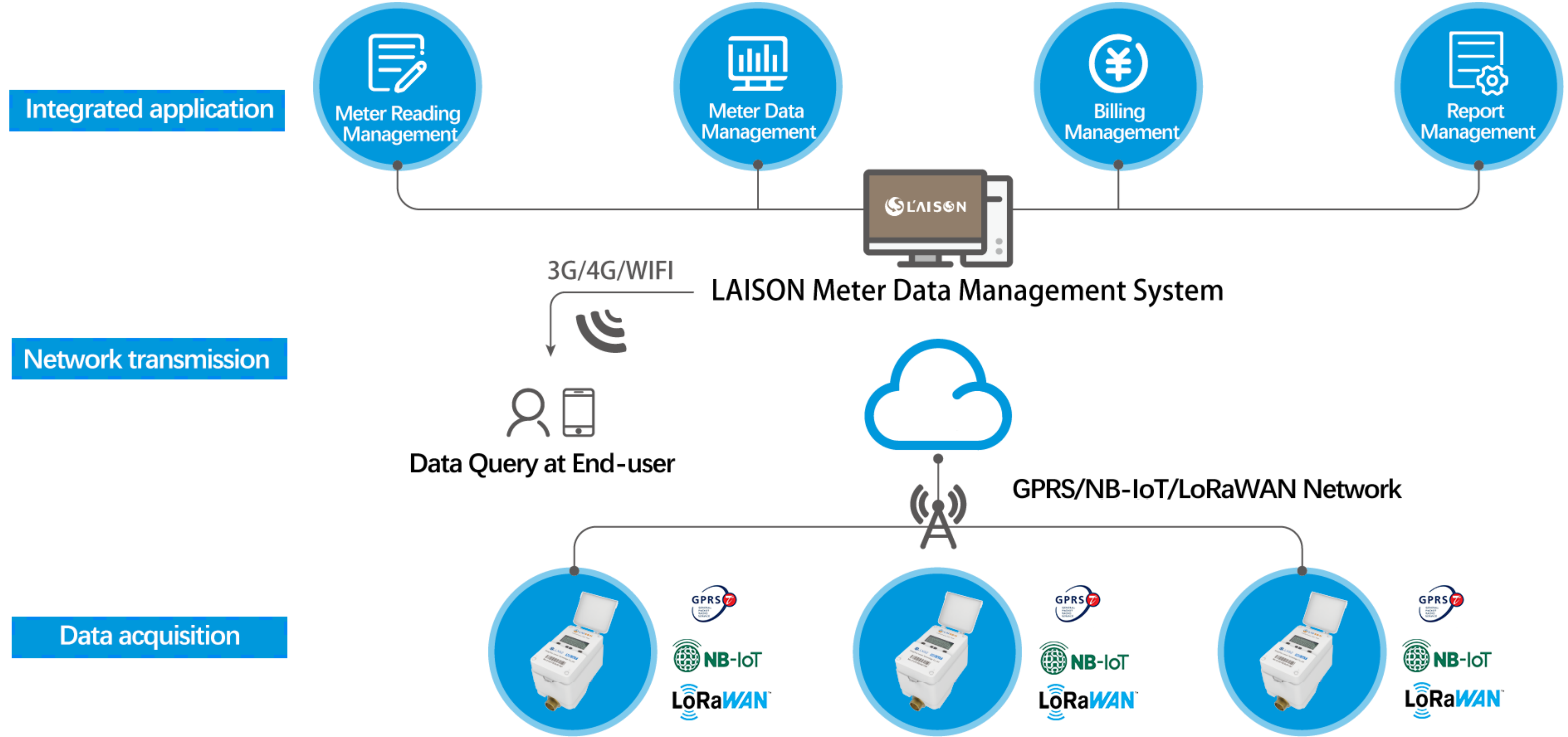
Anti-tamper Alarm

Reverse Flow Detection

Water Leakage Detection

Remote Valve Control

▶ Basic Working Process of IoT Smart Water Meter

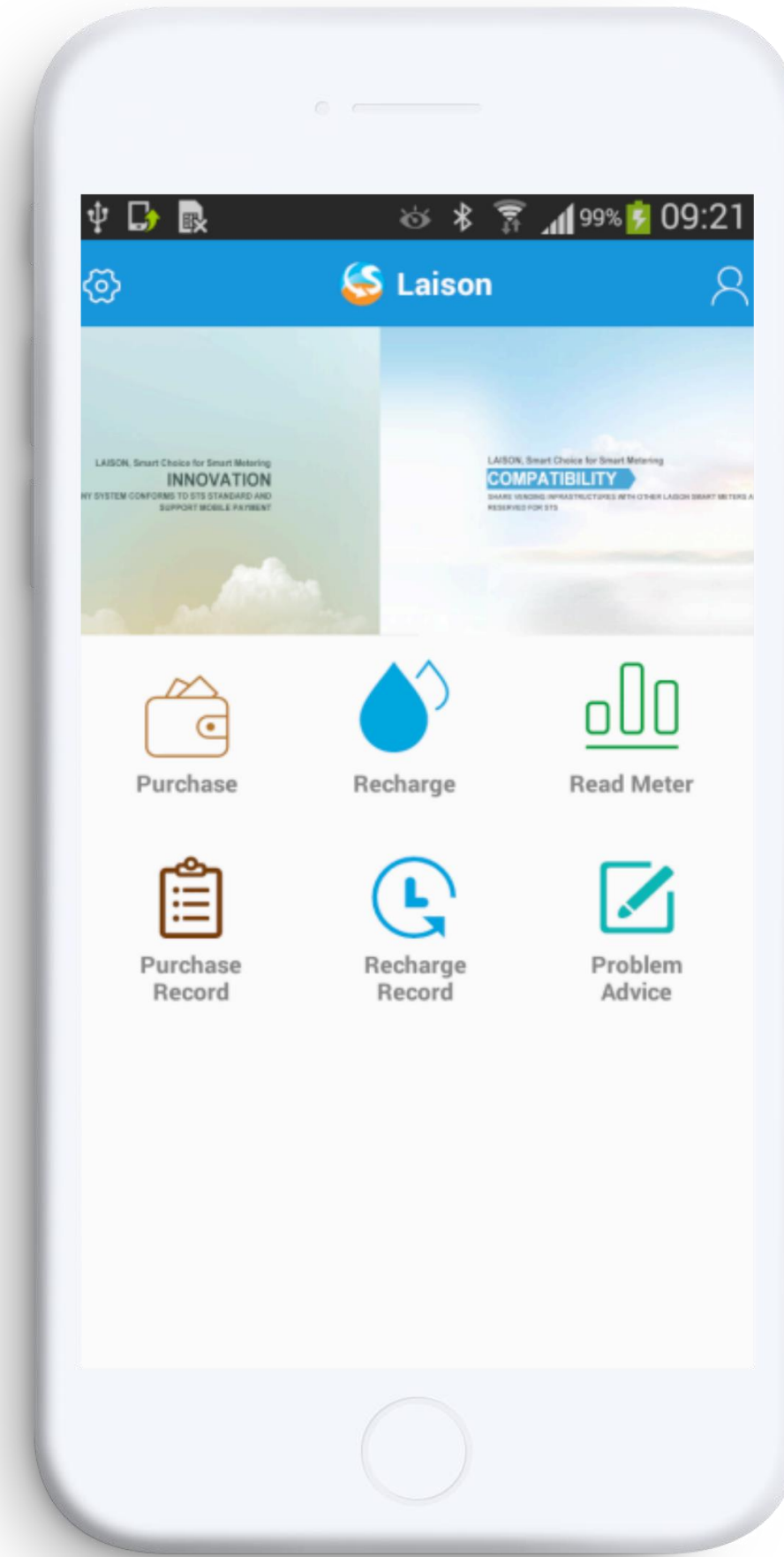


Smart App



Water Utilities

- Mobile Vending
- Aggregated/Detailed Sales Report
- Token Generation Record
- Frozen Data
- Remote Meter Data Collection



- Remaining Water Credit
- Total Consumption
- Historical Purchase Records
- Meter Running Status

End-Users



AquaMall Pro



AquaTrans Pro



AquaRadius



AquaLink



AquaStream



AquaCyber

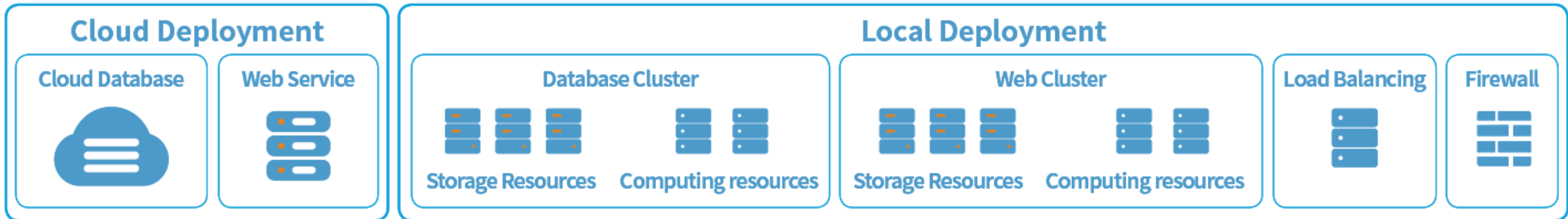
Meter Data Management (MDM) System



Data Management



Server Resources



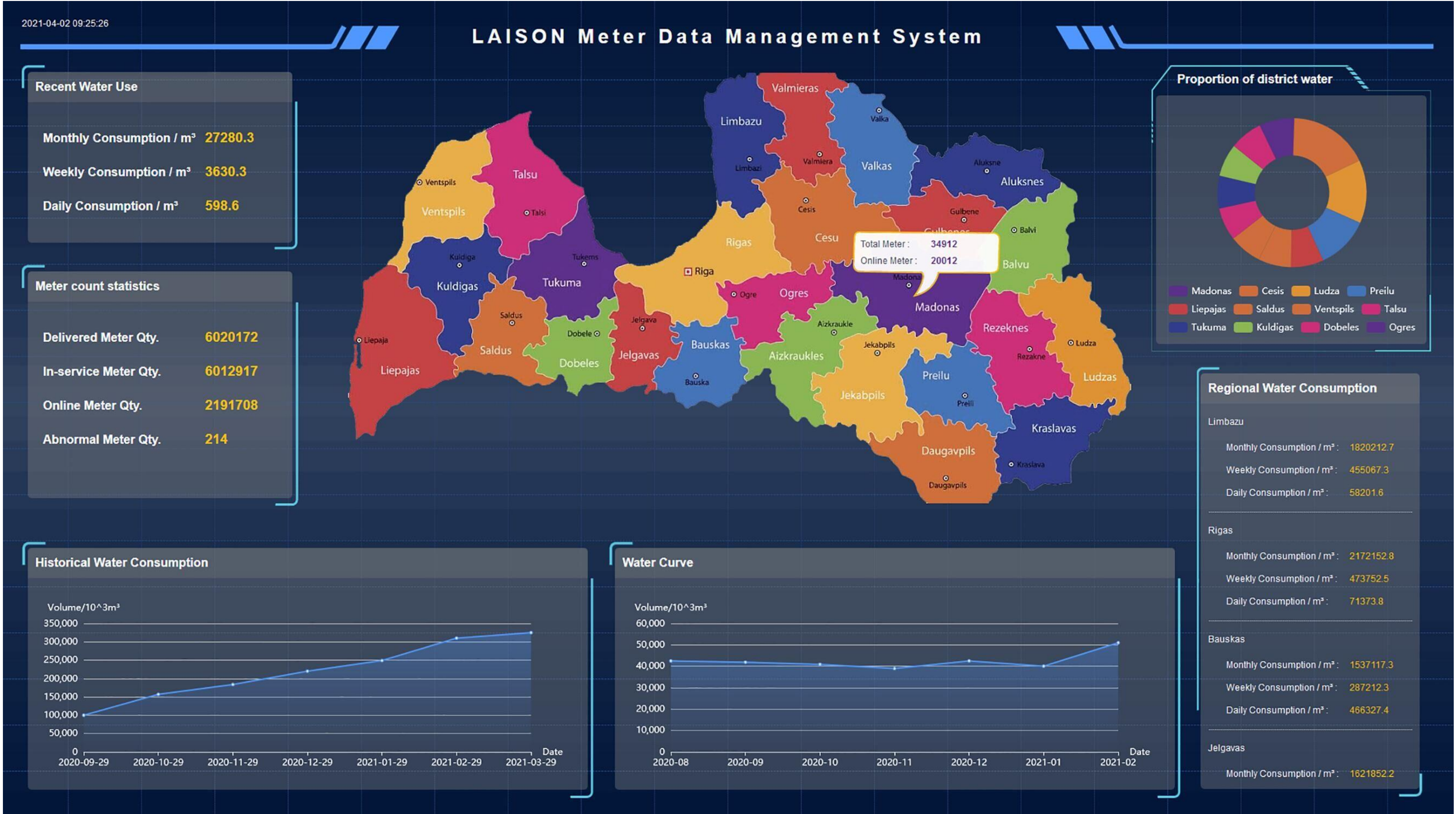
Meter Data Collection & Transmission



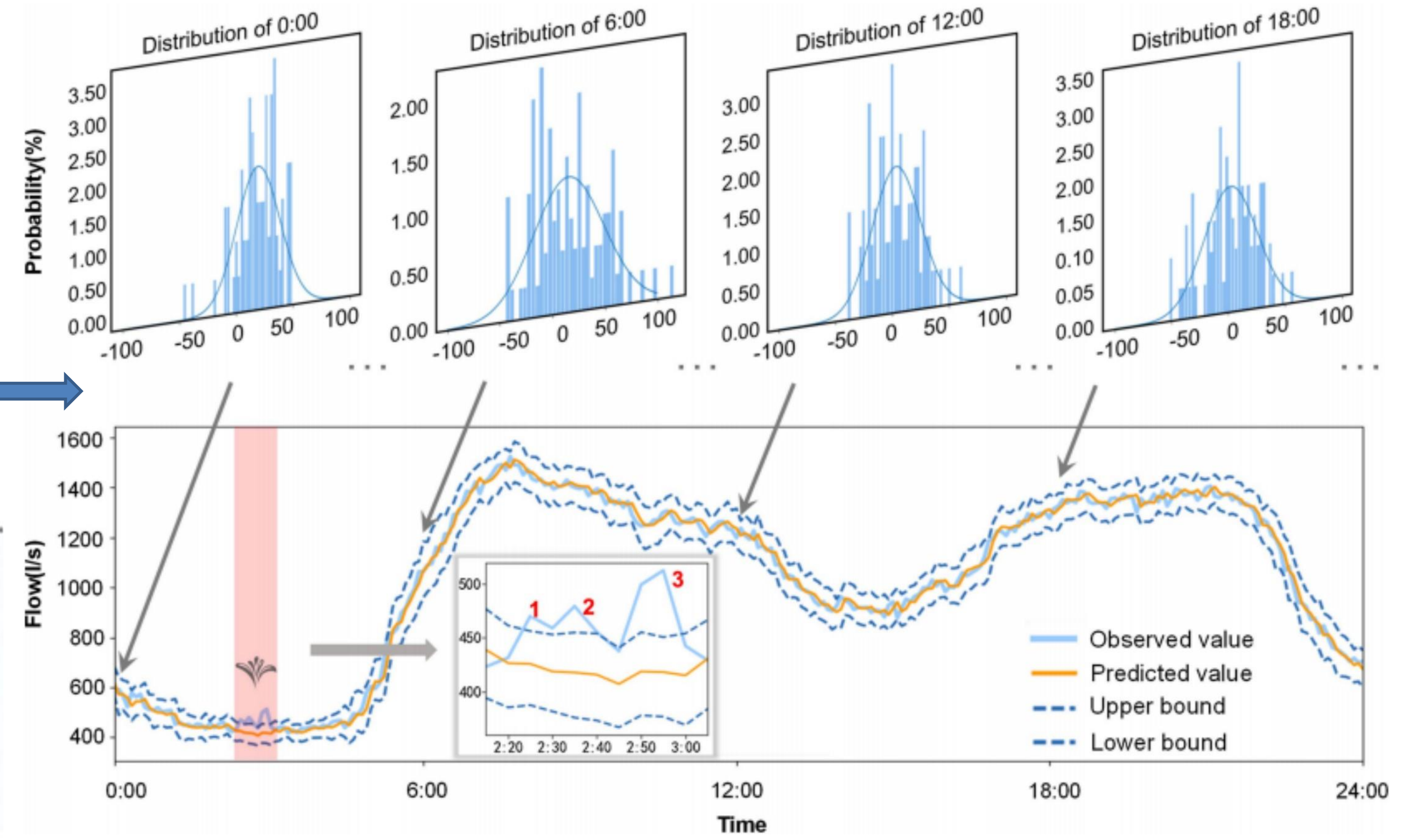
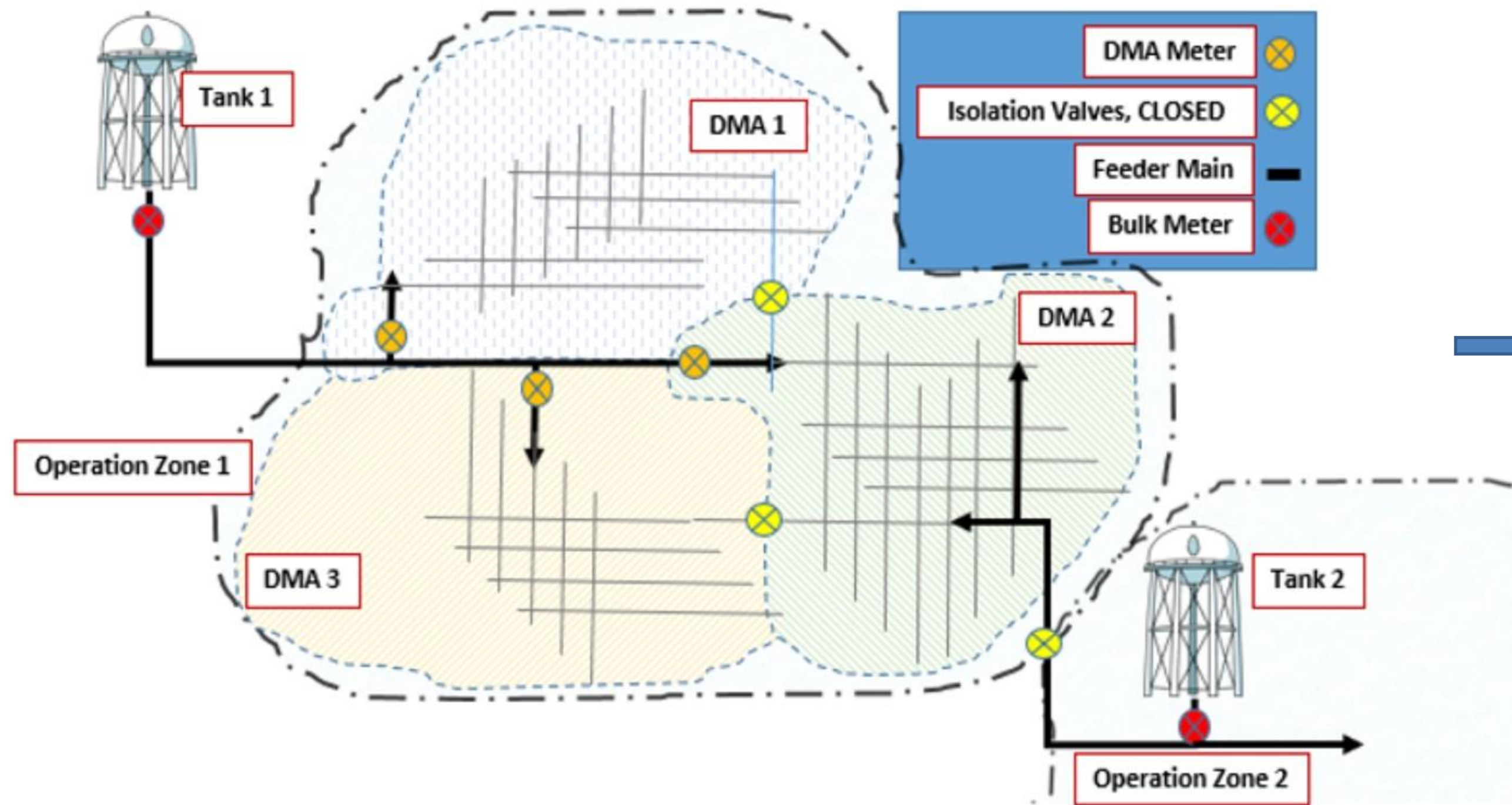
Basic Facilities



Meter Data Management System



▶ District Metering Area (DMA)



- Non Revenue Rate reports for each District
- 24 * 7 Online Metering Monitoring Data, Daily Water Loss Report for each Villiage
- Top 10 District Ranks basing on NRW rate or volume lost for maintenance team

▶ Benefits of Prepaid IoT Water Meter & MDM System Solution



Compatibility

Debt

No Historical Debt



Improve Cash Flow



**Automatic
Data Collection**



Customer Persona



Improve Efficiency

03

Concerns of Project Execution

▶ Key Factors During Project Implementation

Meter Type Selection

IP Level

Meter Lifespan

Battery Lifespan

Valve Stability

MDM System
Establishment

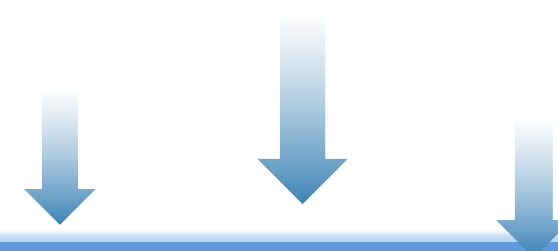
Project Budget

Project Funding

Construction

After Sales Service

Key Factors



Creating Values by Continuous Innovations

Financial Solutions for Water Company

01

Roll out efficiently with Limited Budget

02

Proceed effectively phase by phase

▶ Onsite Training & Meter Installation



Zambia



Malawi



Mozambique



Angola



Egypt



Nigeria



Ethiopia



Kenya



TO BE THE GLOBAL IOT PRODUCTS
AND DATA SERVICE PROVIDER



LAISON,
Most Widely Used Smart Water
Meter Brand in Africa

THANKS