

Generator Monitoring



after blizzard January 28, 2015 Marshfield, MA

- Will your generators be ready this winter?
- Has the controller been switched out of auto mode?
- Did it run during its last exercise? Or, is out on fault?

For Customers with Second Homes, Generator Monitoring is Critical!

According to the US Department of Housing and Urban Development, over 40% of all homes are second homes. Most are being used only occasionally or seasonally, and are vacant for extended periods of time. Many of these homeowners have invested in a standby generator, for the peace of mind of knowing their home will have power when they are not there, and that the heating system will work. According to the Insurance Information Institute, claims from winter storms, ice damage and deep freezes can wreak havoc on plumbing. The estimated average cost of repairs is \$20,000, which is the third-largest cause of losses behind hurricanes and tornados. How do you know your generator is working properly when you are away from home? With Wireless Generator Monitoring from CRN, that's how!

Wireless Generator Monitoring from CRN will give you and your customers confidence and peace of mind, because you'll know the answers to these questions *before* the next power outage.

Build your recurring revenue, while also providing a valuable service your customers will appreciate.

www.crnwireless.com/generator-monitoring

Industry Trends

Increase RMR and Boost Your Bottom Line

Every business is looking for ways to increase revenue and profits. Recurring Monthly Revenue (RMR) can bring great value to your business. Provide your customers with valuable services and build your RMR by offering Wireless Communications. Wireless is a superior communication method over today's wired alternatives, consistently proving to be more reliable than copper or IP connections especially during emergencies and storms.

Advantages of offering wireless communications for Alarm Systems

- Telco's are retiring copper and customers are canceling land lines
- VOIP lines won't work without power

Advantages of offering wireless communications for Generator Monitoring

- Know in real time if the generator is running, even if the premise is vacant
- Monitor in advance of the storm to know the generator is working



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Alarm Communicators

Alarm Communications in Jeopardy as Telco's Begin Nationwide "Copper Retirement"

After several recent rulings by the FCC allowing US telephone companies to eliminate their copper networks and transition to IP, carriers throughout the country have begun actively phasing out copper. In most cases, fiber-optic networks and FTTH (fiber-to-the-home) are being pitched as a 'suitable replacement' for copper voice services, but for alarm communications, fiber may not work reliably.

Most alarm systems contain a DACT (Digital Alarm Communicator Transmitter) that may not work at all, or may not work reliably, with VOIP services on the new fiber systems. Even when the DACT does work reliably with fiber, without optional backup batteries on the customers' telephone equipment, the DACT will *not* be able to communicate during power outages.

By switching your alarm customers to supervised wireless communications (cellular or sunset-free UHF) from CRN Wireless *before* the telco makes the transition, you can prevent missing alarm signals caused by the copper-to-fiber transition, *and* increase your RMR!



News and Events

Don't Forget! Daylight Saving Ends November 6th

Daylight Saving fun facts:

- Arizona and Hawaii are the only two US states that don't observe Daylight Saving Time
- U.S. Law Enforcement Assistance Administration found that crime was consistently less during periods of Daylight Saving Time than during comparable standard time periods
- The first American to advocate for Daylight Saving was Benjamin Franklin

