



Irrigation Technology - Smart Controller

Smart Sprinkler Controller History

2013.....



2018 Rachio Update

- Rachio 3 Controller launched
- Rachio Wireless Flow Meter launched
- HomeKit, Alexa, Google Home Integrations
 - “First” every time
- Consumer demand generation
- Connecting Pros to Consumers



Save Money & Water

- Save big on outdoor water use while keeping your lawn/outdoor space healthy
- EPA WaterSense Certified
- Rebates Available across the United States, especially in Austin - Homeowners can go to their local water utility website to see what rebates are available in their area.
- [Rachio.com/rebates](https://rachio.com/rebates)



Certified by
ICC-ES

Rachio 3 Smart Controller

Easy to Install

Set up in less than 30 minutes, with or without Wi-Fi

Access From Anywhere, Anytime

Monitor and adjust sprinkler systems from your phone, tablet or laptop

Cutting-Edge Integrations

Rachio works with most connected home platforms; Amazon Alexa, Google Home, Samsung Smartthings, IFTTT, and others

Don't Water in the Rain

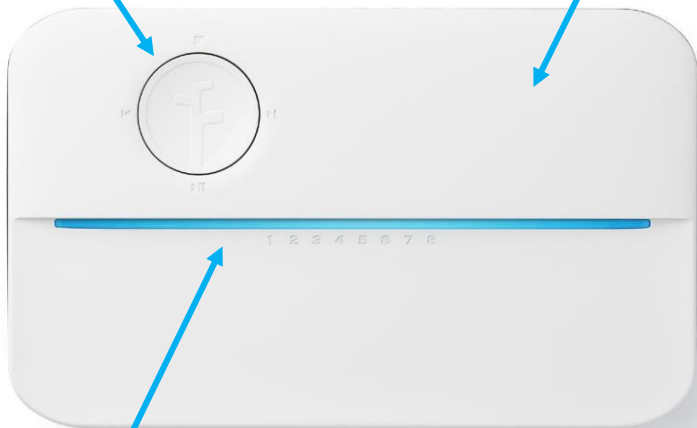
Rachio Weather Intelligence Plus uses predictive technology to automatically skip watering before the first drop hits, saving water and money



Features of the Rachio 3

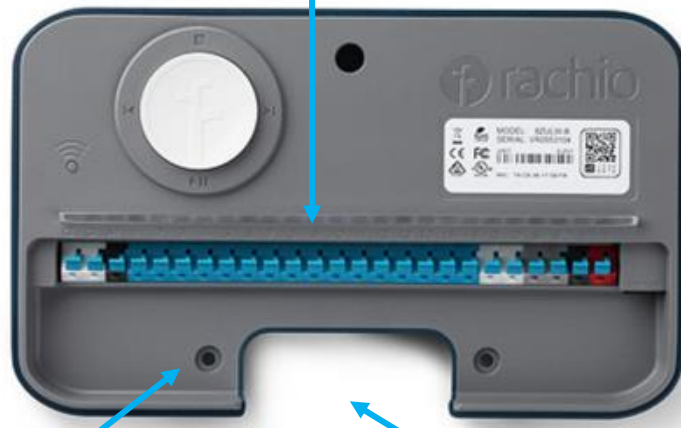
On-Unit Pause, Run and Skip

Magnetic Cover



New Lightbar with Intelligent Animations

Streamlined One-Touch Connectors



Same Screw Size & Placement as Rachio Generation 2

Easy Wiring Opening

Additional Features

Direct
Access

Dual Band WiFi
(2.4 / 5 GHz)

Long-Range Radio
Technology



Rachio Weather Intelligence Plus



Weather Intelligence™ Plus

- Hyper Local Weather Sources
- Over 300K Personal Weather Stations, Satellite Data, Radar Data
- 90% of customers have a station within 1 mile
- Self Healing - If your weather station stops reporting data for three days or more, Rachio will find the next closest station

What is Weather Intelligence?

What is it?

- Weather Intelligence has 5 different features that act as weather triggers to skip your watering schedule or adjust watering durations as needed, saving you water:
 - **Rain Skip** - skips watering if rain is predicted or recorded and your plants have enough water
 - **Freeze Skip** - skips watering if freezing temperatures are predicted
 - **Wind Skip** - skips watering if high winds are likely to scatter water intended for your plants
 - **Saturation Skip** - skips watering if soil moisture balance in all zones is above allowed depletion
 - **Seasonal Shift** will update your schedule durations (Fixed Schedules) and/or frequency (Flex Monthly Schedules) to offset seasonal weather changes



Beyond the Smart Controller

- **New! Wireless Flow Meter**
- Rachio's first accessory that unlocks new features in the Rachio App
 - Monitors outdoor water usage
 - Halts costly leaks
 - Protects landscape from damage
- Professional installation recommended
- Alerts to leaks, blockages and notifies both homeowners and shared Pro accounts.
- Requires additional fittings and parts



Pairs Seamlessly with Rachio 3

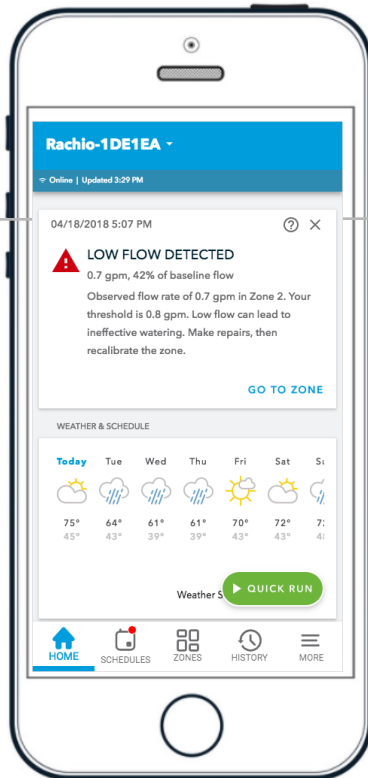


Works exclusively with long-range Rachio 3 Smart Sprinkler Controller technology.

- Flow can communicate to the Rachio 3 Smart Controller through the long-range radio
- Flow Meter must be installed within 300 ft of the Rachio 3 when installed above ground and 100 ft below ground
- After installation, the Rachio Wireless Flow Meter is calibrated to the irrigation system via the app

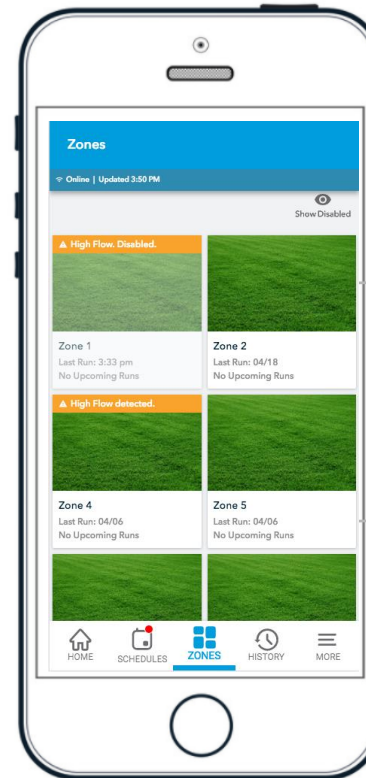
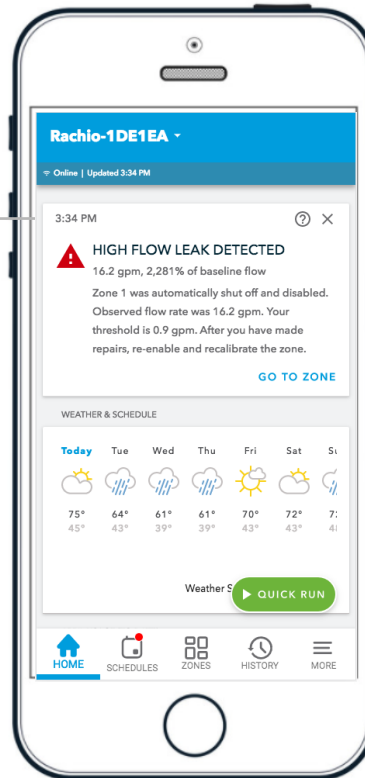
Flow Meter Alerts

Low & High Flow Detection Alerts



With our wireless flow meter, your contractors will always have insight into the health of their customers system that they have never had before.

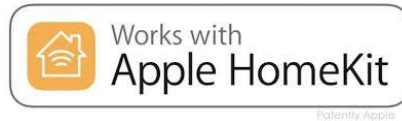
This insight will require them to purchase more parts and pieces from you to fix faulty irrigation systems in a timely manner.



High-flow leak with auto shut-off

Enable zone after fix is made

Integrations



● "Alexa, turn on the sprinklers."
● [Watch now.](#)

Driving Consumer Demand



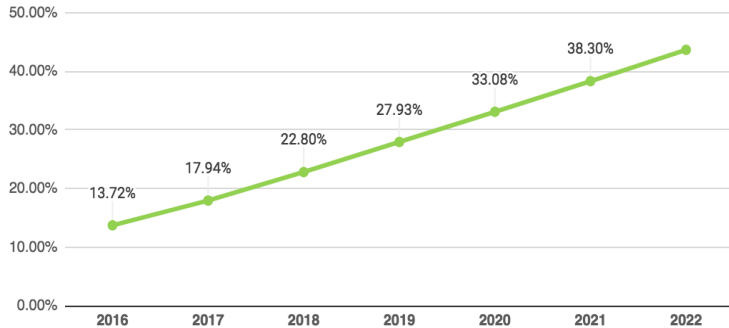
- Largest share of voice with consumers in smart home irrigation
- Easy-to-sell product with continuous improvements to features and interface
- Organic media accolades and awards
- Most-connected controller - works with all of the top smart-home platforms



2018 Best Smart Sprinkler Controller

Rachio Extends Smart Home Capabilities with High-Value Consumers

Smart Home Device Penetration; US Households



Gadget Guru

- Tech Enthusiasts
- Visionaries
- Data Collectors
- Beta Testers



Make It Perfect

- Pragmatists
- Watch-and-See
- Review Reliant
- Ease>First



- Primarily male, 35 - 64.
- High household income. (+\$100K)
- Mostly single-family homeowners.
- Willing to pay more for “the best” if it delivers results.
- Gadget Gurus install themselves, but now seeing an increase in Pro assisted installs as more Make It Perfects enter the category.

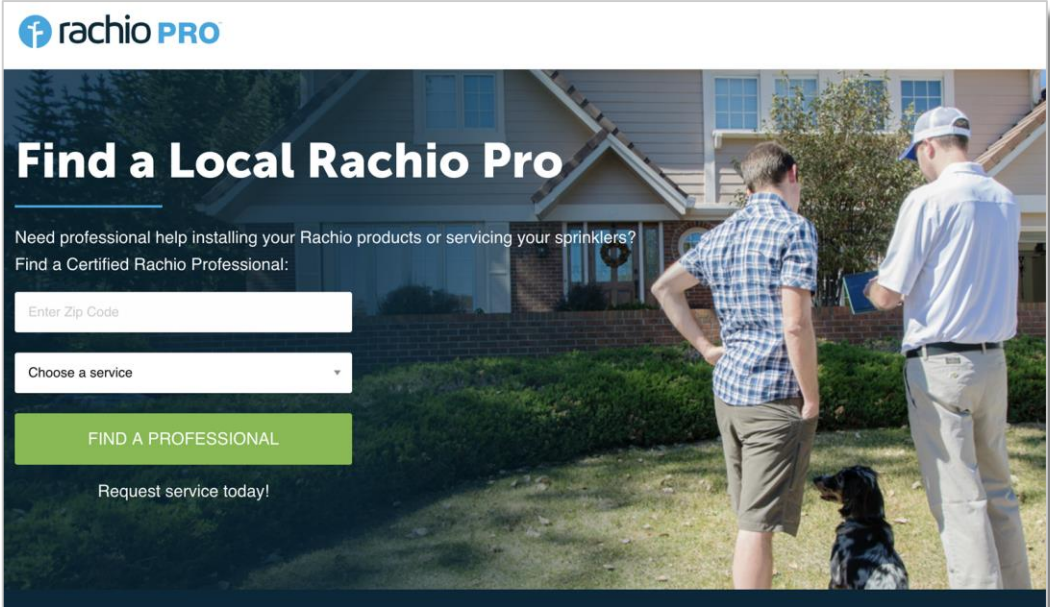
This is a must have for any smart home.
- Andrew R, Rachio 3 Review

This is the controller to get for tech lovers.
- FXD85, Rachio 3 Review

You guys have taken what was once a dumb, closed system and converted it to full automation. Your product is brilliant.
- Brian G, Rachio 3 Review

New! Rachio Pro Finder

- **Matching high-value consumers with smart-minded professionals**
- Supporting the contractor and homeowner by connecting Certified Rachio Pros with our consumer base at no cost
- In addition to Rachio installation, allow homeowners to find Pros that have the Rachio app for spring start-ups, winterization, repair & more. Thus we are promoting more visits to your stores



The screenshot shows the Rachio Pro Finder interface. At the top left is the Rachio PRO logo. The main heading is "Find a Local Rachio Pro". Below this is a sub-heading: "Need professional help installing your Rachio products or servicing your sprinklers? Find a Certified Rachio Professional:". There are two input fields: "Enter Zip Code" and "Choose a service". A green button labeled "FIND A PROFESSIONAL" is positioned below the input fields. At the bottom of the form area, it says "Request service today!". The background of the interface is a photograph of a man in a plaid shirt and a man in a white shirt and cap standing in a yard with a dog, looking at a house.

Certified Rachio Pro Program



Extended Warranties



Adaptable Marketing Materials



Exclusive Training



Free Listing on Rachio Pro Finder



Priority with Our Live Support Team



Rachio Pro Finder



Goal is 70% of Zip Codes by EOY 2019

Questions

