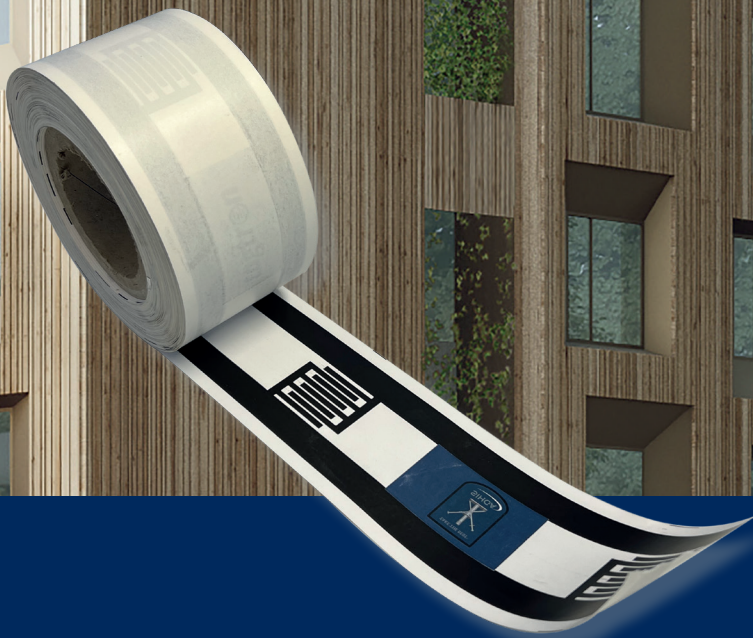


# TAKE THE BEST

Decades of quality from Austria! [www.sihga.com](http://www.sihga.com)



SIHGA® MONITORIX® – BECOME PART OF THE SUCCESS STORY



# MONITORIX®

## Digital wood preservation - the early warning system for moisture ingress

### Advantages

- Innovative early warning system for moisture and water ingress in timber construction/solid construction elements
- The unobtrusive measuring system can be integrated both in new buildings and retrofitted during renovation measures
- Retrofitting also possible (surface-mounted system)
- With Monitorix®, damage can be detected at an early stage, thus preventing cost-intensive renovation measures
- Flexible use in roofs, walls, façades and wet rooms
- Reliable control of all trades
- Tested technology
- Report with exact location of the damage



**MADE IN AUSTRIA**

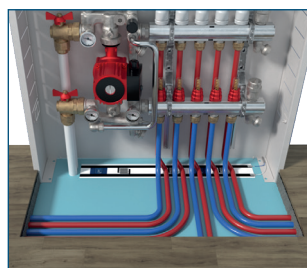
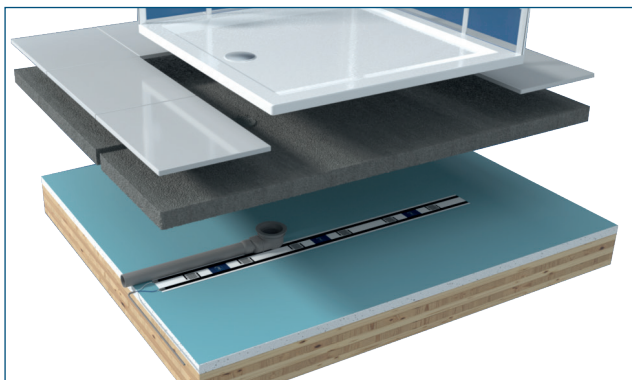
### Big plus for you

In a property monitored with Monitorix®, there will hardly be any cases that you will have to rectify under warranty. And for the life of the building!

## The areas of application of the Monitorix®

The Monitorix® can be integrated into the intelligent planning for new buildings or retrofitted for renovations and special projects.

**Flat roof:** Detached houses, halls | **Wet room:** Bathrooms, kitchens, laundry rooms | **Timber construction/solid construction:** Wherever water flows





**RELIABLE CONTROL**



**LEGAL CERTAINTY**



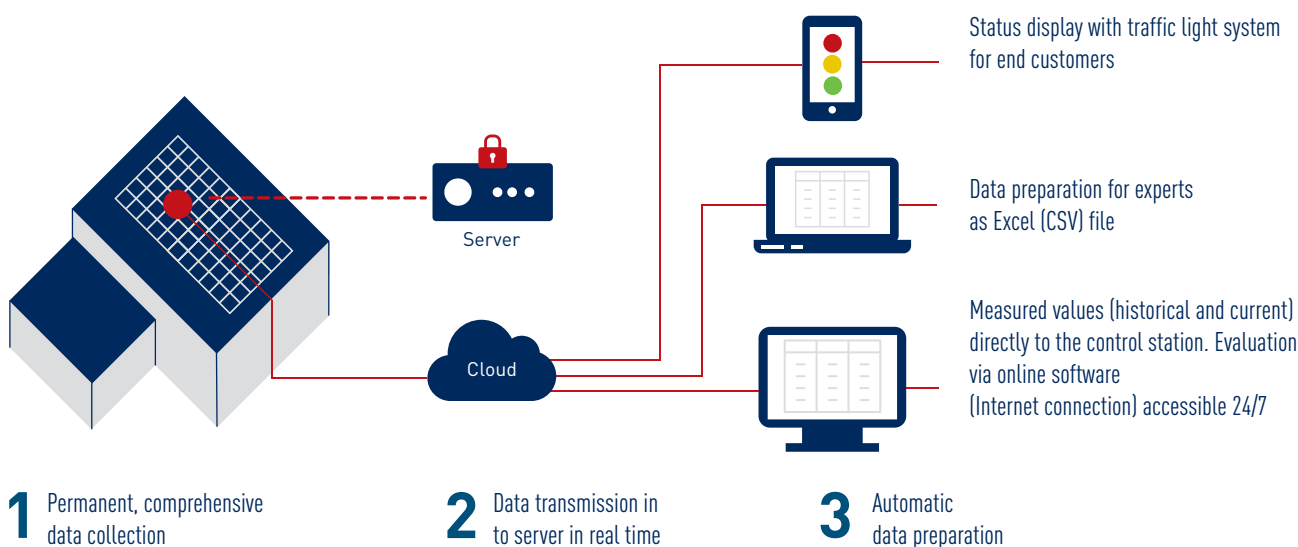
**EARLY DETECTION**



**INSURANCE BENEFIT**

## How Monitorix® works

The sensors are installed in the desired area of the building by a professional. These transmit their measured values continuously to a terminal, which is located in a protected technical room. The data is evaluated here. The owner can immediately see the current status via a traffic light system - in the event of damage, the exact location and time of occurrence of the damage is reported. Detailed data, including historical data, can be accessed via a cloud server.



**STAINLESS STEEL**



**NOT AN ACCELERANT**



**WATER RESISTANT**

# SUSTAINABLE PROTECTION OF YOUR BUILDING STRUCTURE

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TAKE THE BEST





Only those who are courageous and break new ground will succeed in changing the world!



# YOUR ADVANTAGES AS A PARTNER



## Be a trendsetter

As a SIHGA® Monitorix® partner, you are part of the innovative construction technology system that is constantly setting market trends in products and services.



## Attractive partner discounts

You will receive attractive purchase discounts on our extensive product range. Benefit from attractive discounts on selected new products and much more.



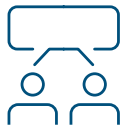
## Strong brand

They are part of a strong brand with positive associations on the market, which becomes better known and "stronger" with every business.



## Powerful innovations

Our products are developed, carefully packaged and repeatedly tested in Austria



## Ongoing support

Information via our newsletter, website, online store, personal support, webinars, events and presentations, training on new topics and product services and much more - from our specialists at the SIHGA® Academy and technicians on tour.



## From professionals for professionals

SIHGA® provides innovative construction technology and support for the future.



## Strong for our customers

SIHGA® sees every customer as a partner. We supply the trade, specialist retailers and industry. SIHGA® timber construction/solid construction engineers draw up design proposals, advise on implementation, train users on site and organize specialist seminars for specialist areas in timber construction/solid construction. Our innovations are packaged exclusively in customized system packaging.



## Strong and safe together

We focus on service - use the all-inclusive services to your advantage.



## Marketing and Sales

From start-up marketing to ongoing marketing activities, campaigns and much more.



### Opportunities for growth

We still have big plans for the German-speaking region. Secure your home region and become the "local hero" of moisture monitoring in your area with us.



### Quality - without compromise

Ongoing awards (such as the Digitalos Award in the "Digital Transformation" category and the Upper Austrian Craftsmanship Award from the WKOÖ in the "Innovation & Digitalization" category) the "Innovation & Digitalization" category) and ongoing positive customer feedback.



### Strong products - made in Austria

SIHGA® is a family-owned company based in Gmunden, Upper Austria. Fasteners from SIHGA® are now the preferred choice of many commercial and increasingly also private users in German-speaking Europe.



### Opportunities for new business areas

Are you already an entrepreneur or active in the construction sector? Open up additional market opportunities and new business areas with SIHGA® Monitorix®.



### High planning security

All products in our complete solution we give a guarantee.



### Our vision

We set new standards in timber construction



### Our mission

We make timber construction safer, more efficient and more attractive



### Our values

We are trustworthy, environmentally conscious, human, visionary, professional and customer-centered



### SIHGA® Academy - Training guaranteed

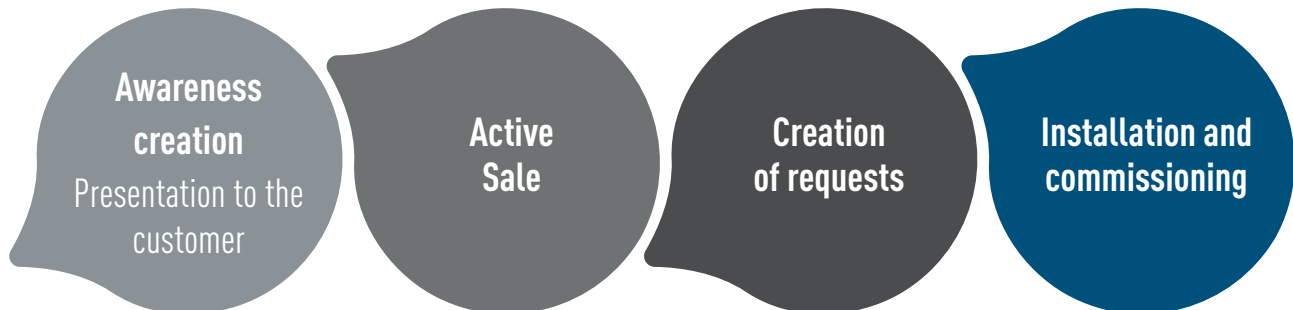
Training and further education by our SIHGA® specialists - and much more.

#TAKETHEBEST  
#TAKESIHGA

# THE PATH TO A PARTNER

## What needs to be done?

- Application / Registration
- Internal audit at SIHGA®
- Partner contract
- Purchase of basic equipment/start-up equipment: SIHGA® Monitorix® demo case and basic training\*
- Enrollment
- Issue of the certificate
- Listing as SIHGA® Monitorix® Partner on [www.sihga.com](http://www.sihga.com)



\* The training takes place in the SIHGA® Academy with at least 1 participant and costs € 989,00,-. The demo case alone costs € 789,00.

→ Afterwards, the new partner receives his certificate and is listed. The new partner does not have to place an initial order and receives the SIHGA® Monitorix® sensor strips and various marketing documents, e.g. flyers/handouts, free of charge.

# BENEFITS FOR YOUR CUSTOMERS

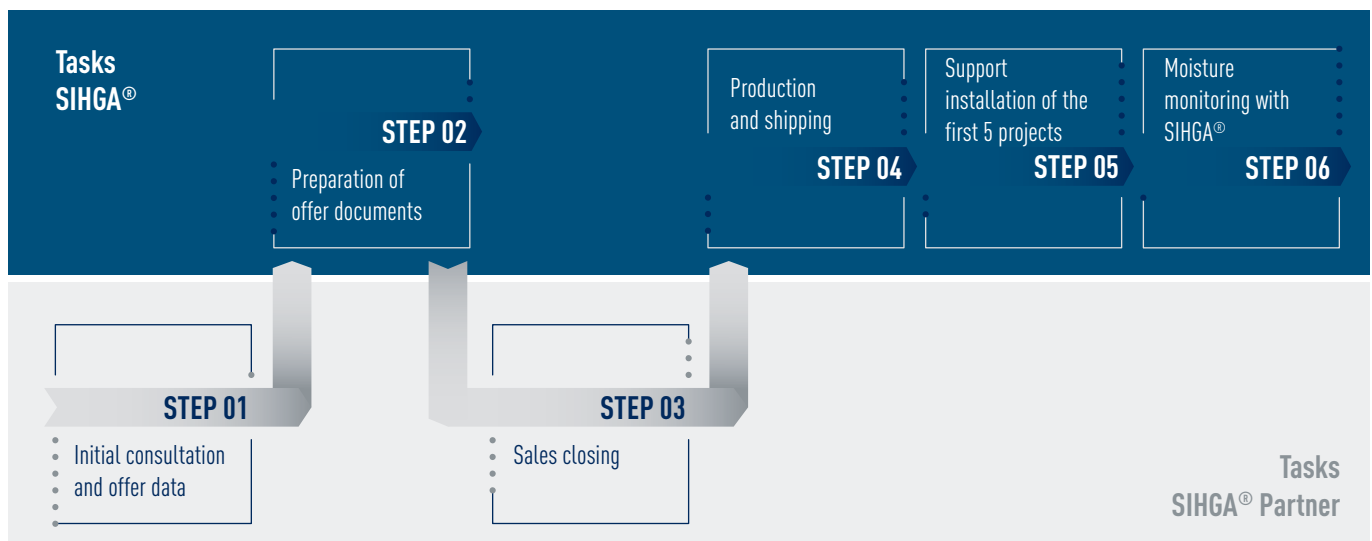
- **Zurich bonus:** Favorable building insurance premiums as part of homeowner's insurance  
\* You can find more information on Zurich insurance solutions at [www.zurich.at](http://www.zurich.at)
- **Free service from SOLUTO** (optional on completion of purchase)
  - » SOLUTO is also alerted in the event of damage
  - » Contact within 3 hours
  - » Assessment of the damage
  - » Restructuring and handling with insurance
  - » More about SOLUTO at [www.soluto.cc](http://www.soluto.cc)
- **Installation by SOLUTO possible for a fee**



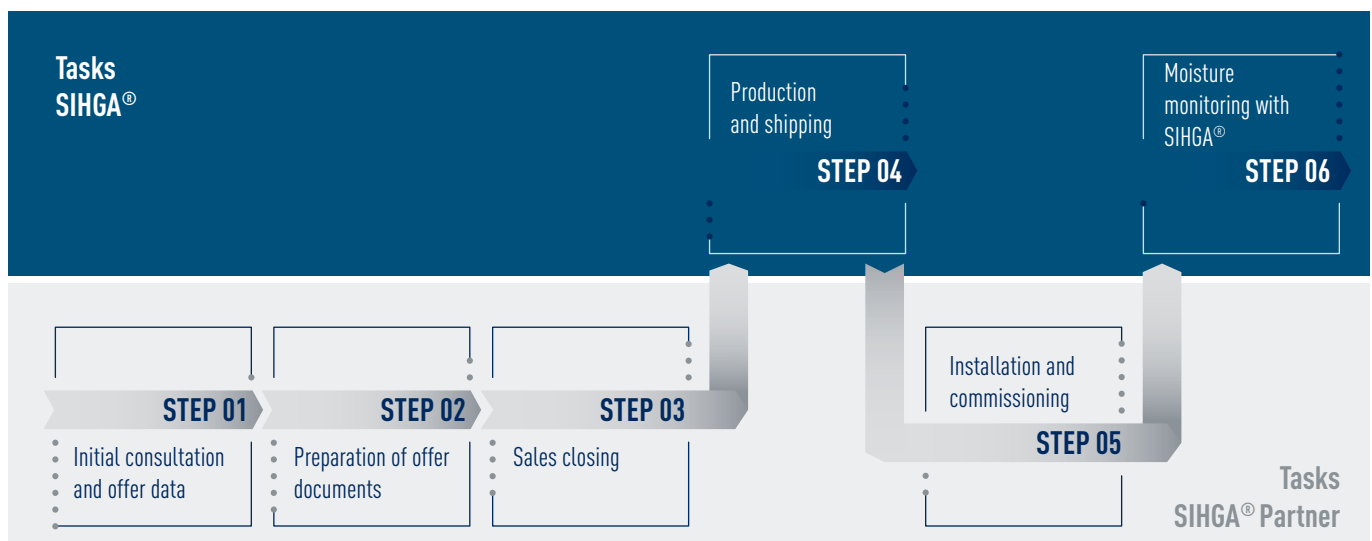
# COOPERATION | PROCESS

## SIHGA® WITH PARTNER




### TRAINING PHASE



### REGULAR OPERATION



# SIHGA<sup>®</sup> PARTNER PROGRAM

				
	REGISTERED	SILVER	GOLD	PLATINUM
<b>CONDITIONS</b>				
Basic equipment/starting equipment	—	✓	✓	✓
Basic training	—	✓	✓	✓
Annual training	—	✓	✓	✓
Annual turnover	—	—	€ 50.000,-	€ 150.000,-
Listing as SIHGA <sup>®</sup> Monitorix <sup>®</sup> Partner	—	✓	✓	✓
Monitoring solution	—	—	✓	✓
<b>EXCLUSIVE ADVANTAGES</b>				
Purchase discount Monitorix <sup>®</sup>	—	5 %	10 %	15 %
Discount on training courses	—	—	50 %	100 %
Discount for first project	—	50 %	—	—
Term of payment	14 days excl. VAT	14 days excl. VAT	14 days excl. VAT	14 days excl. VAT
<b>SUPPORT</b>				
Free ticket support	✓	✓	preferred	preferred+
Free telephone support	✓	✓	preferred	preferred+
Personal Partner Coach	—	—	✓	✓
Listing in the partner search	—	✓	preferred	preferred+
Invitation to events	—	—	✓	✓
Planning service	against payment	5 x plan free of charge	5 x plan free of charge	Unlimited planning
Technician on Tour Service	against payment	3 x TonT free of charge	5 x TonT free of charge	5 x TonT free of charge

# FROM THE FIELD

## Practical example

Article	Unit	Installed	Sales/pc.	Total
Sensor track WET/GUARD	Lfm.	500	€ 15,38	€ 7.692,00
Clamp	Stk.	180	€ 0,50	€ 90,72
SENSOR-CABLE (CORE/DIGITAL)	Lfm.	2500	€ 0,37	€ 930,00
BUS Cable	Lfm.	200	€ 0,61	€ 122,40
Main Processor + Power Supply Unit	Stk.	1	€ 1.612,09	€ 1.612,09
LAN-Modul	Stk.	1	€ 536,47	€ 536,47
Connector	Stk.	8	€ 1.003,55	€ 8.028,38
DIGITAL-Sensor	Stk.	3	€ 536,47	€ 1.609,42

## Planning effort

SIHGA® can take over the planning if required.  
This corresponds to ~ € 250,- / Planning:

**S: € 250,-**

**M: € 250,-**

**L: € 350,-**

**XL: ab € 450,-**

depending on the time required

**Project costs:**

**Cost per room (49 cells)**

**Assembly time per room**

**Total assembly time**

**€ 20.621,48**

**€ 420,85**

**20 min**

**16 h**

**Key to project categories:**

**S: € 5.000,-**

**M: € 5.000,- bis € 15.000,-**

**L: € 15.000,- bis € 25.000,-**

**XL: € 25.000,- +**

Hardware → € 89,- p.a.

Hardware → € 289,- p.a.

Hardware → € 789,- p.a.

Hardware → individual





# TAKE THE BEST



Leitbetrieb Österreich Leitbetrieb Deutschland



**SIHGA® GmbH | Austria**

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Open from: MON - THU 07:30 to 12:00 a.m. and 12:30 to 05:00 p.m. | FR 07:30 to 12:30.

