



Flowguard Use Case:
**An Irrigation Consultancy
That's Growing Fast**

Location:

Multiple Locations

Client:

Multiple Clients

Market:

Irrigation Contractors



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The Background

We've worked with the team at Insight Irrigation for several decades now and we've developed a close working relationship with them: **providing the hands-on support, equipment and software they need to deliver fantastic results, and cement their reputation as one of Florida's foremost industry experts.**

About Insight Irrigation

Based in central Florida, Insight Irrigation is an award-winning consultancy that offers irrigation permitting, design, construction and management services to companies across the state. Their philosophy is closely aligned with our own. They believe in doing the right thing irrespective of what it takes, and they share our willingness to disrupt the status quo when it leads to better outcomes for our clients.

They're also one of a small handful of Florida irrigation contractors who are actively committed to getting hands-on, and designing solutions that are capable of going the distance which is one of the reasons that they're trusted to design and manage the irrigation systems on some of Florida's most prestigious master-planned communities (MPCs) – from The Villages to Harmony.

Hands-On Help for a Diverse Spread of Master Planned Communities

Housing thousands of residents, Florida's master-planned communities also benefit from having their own irrigation lakes or wells. These help them manage their landscape irrigation without drawing on expensive reserves of potable water – supplied by municipal governments under the purview of local water management districts.

But with thousands of acres of managed green space to water, irrigation still poses a major challenge to the teams that run most of Florida's MPCs. Developers and management companies often struggle to ensure that water is used efficiently.



All too often, grass is over or underwater, lakes and culverts are allowed to dry out and preventable disasters like mainline leaks are allowed to sabotage that drive to keep parkways, golf courses and other green spaces healthy and well-nourished.

In truth, it's a delicate balancing act that demands careful management and robust infrastructure which is where the Insight Irrigation team come in.

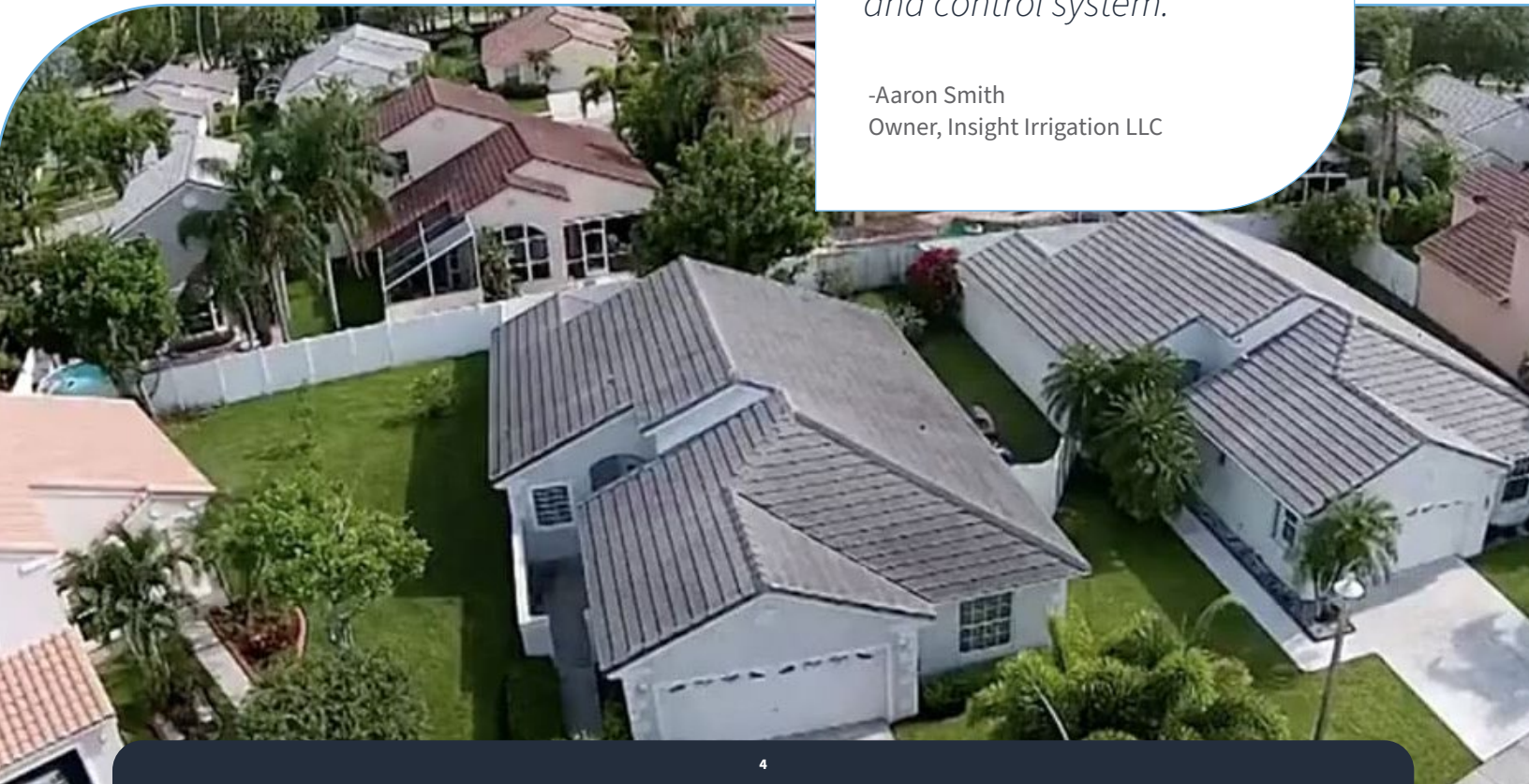
Equipped with years of hands-on experience and the problem-solving capabilities needed to design and manage world-class irrigation systems, they're ideally placed to help the developers, HOAs and management companies that are fighting to overcome increasingly difficult landscaping challenges.

We help the Insight Irrigation team by designing and building the intelligent and well-optimized pump stations they need to irrigate large developments effectively. We also provide the smart software required to properly manage the modern irrigation systems that support Insight Irrigation's work.



When we don't have Hoover tools, we can't do our job as effectively. We do use other providers, but it's nowhere near the level of service that we get with the Hoover pump stations and control system.

-Aaron Smith
Owner, Insight Irrigation LLC



The Challenge

The team at Insight irrigation has a difficult job. First and foremost, they answer to the people who build, manage and oversee master-planned communities with a lot of green space. People who need to save money wherever possible, minimize maintenance work and make sure that everything on-site is running smoothly.

But these hard-working managers and property development specialists must answer to residents who expect to see their sprinkler systems coming on and off at the right time, putting water on the ground and keeping their yards and green spaces an even, healthy green. They must also troubleshoot and foresee problems before they arise - to mitigate costly damage to irrigation fittings, mainline pipe, pump station motors, pumps and other pump station components.

To keep tabs on everything, minimize unexpected problems and make sure that water is being used efficiently, the team needs ready access to large tranches of data, documenting flow rates and operating system pressure, water usage, water source levels and the status of every pump used to move irrigation water around a development.





Every Property Needs Equal Care and Attention

To do their job properly, they need detailed reports on irrigation field activity, showing flow and pressure performance in graphical form, so that they can dig in and build a complete picture of the way their systems are functioning across a multitude of properties.

No Problem Overlooked

This is the minutiae overlooked by most irrigation management companies – the fine detail that enables the team at Insight Irrigation to fine-tune systems and pinpoint problems before they spiral out of control.

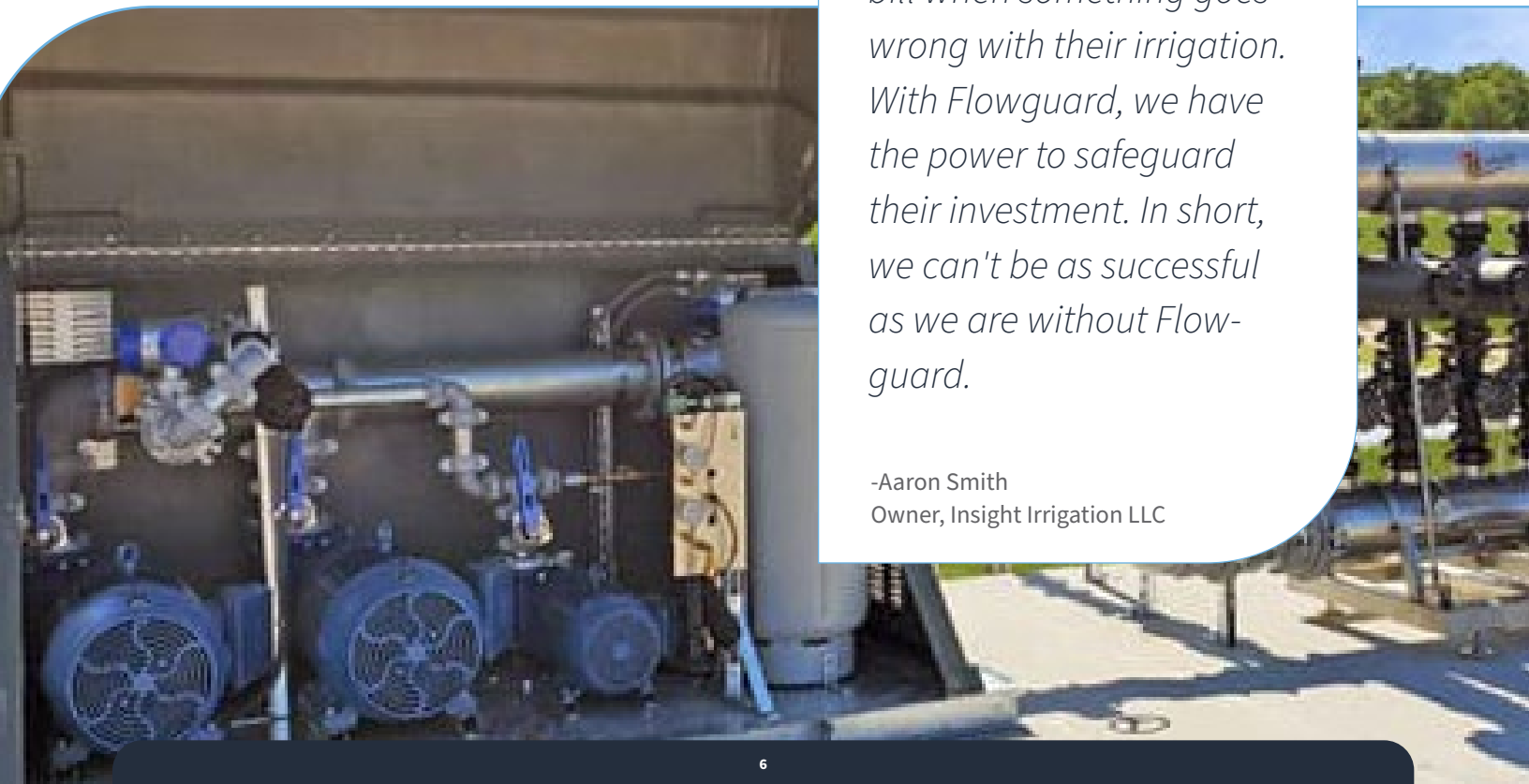
All Mission-Critical Data Accessible From a Single Location

To complicate matters even more, Insight Irrigation also needs this information to be accessible remotely, because it'd be all-but impossible to manually check each and every pump station they manage on a daily basis. In fact, the team works from a single, centralized location which means all that mission-critical data for every property they manage needs to be available online at the click of a button, which isn't something most providers could accommodate.



At the end of the day, it's our customers who foot the bill when something goes wrong with their irrigation. With Flowguard, we have the power to safeguard their investment. In short, we can't be as successful as we are without Flowguard.

-Aaron Smith
Owner, Insight Irrigation LLC





The Solution

As you may already know, most irrigation management software isn't designed to provide that level of detail.

It might allow you to adjust irrigation timers on the fly or check the pressure of your system, but it never integrates with your station - or tells you exactly what's going on at the very heart of your system.

Nor does it issue automated alerts when water use creeps up above your projected hourly usage, log every power failure or ping you a text message when your pump starts cycling too fast.

Total Visibility of Every Property with Hoover Flowguard

But Hoover's Flowguard will. The proprietary software that powers every Hoover pump station, Flowguard is state-of-the-art technology designed to give you total visibility of your irrigation system at the touch of the button.

Every single property managed by Insight Irrigation can be accessed from Flowguard's dashboard along with the information needed to ensure no problem goes undetected or ignored. It's all available online



too, as well as historic data held in the Hoover cloud - which means that this information can be accessed using laptops, smartphones or tablets - from any location across the globe.

Insight Irrigation's clients are saving tens of thousands of gallons of water every day - and a fair amount of dollars too. Not to mention the reduced stress associated with happy residents!



Below, you'll see before and after images of a typical Insight Irrigation project. In this instance, Insight irrigation were brought in to manage the irrigation for 87.3 acres of landscaped green space on the Sonoma Isles residential development.



The South Florida Water Management District had allocated a budget of 77.1 million gallons (MG/yr) for irrigating the development, and the water usage at the beginning of Insight's contract was already worryingly close to that number (66 MG for 2020). With the site still under development and more properties yet to be completed, it was clear that water usage couldn't be allowed to continue increasing at the same rate.

By implementing Flowguard technology and applying current best practices to the management of the Sonoma Isles irrigation system, the team at Insight managed to bring this number down to 54 MG/yr – while improving the health and appearance of the landscape.



Looking to the Future

Irrigation management is a rapidly-evolving science. We're always looking for new ways to improve the efficiency of our products, so they continue to save time and money for our clients.

Hoover products are designed to help irrigation consultants like Insight Irrigation deliver on their mandate. It's a two-way relationship too: Insight Irrigation's 'on the ground' insights and feedback help to shape future iterations of our Flowguard technology and we're always looking for ways to implement features that'll make the team's life easier.

Helping Shape Reputations

We know we'll be working with Insight Irrigation for years to come, and look forward to helping them further develop their offering and their well-deserved reputation for excellence in irrigation consultancy.

If you're providing a similar service and you'd like to speak to a member of the Hoover team, get in touch using the contact form below. We're always happy to help people deliver better, more efficient and resilient irrigation solutions in the state of Florida.





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2801 N Powerline Road,
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