## How does Sensor Solutions by HSB™ compare?

If you're looking for ways to help prevent losses using sensors, here are reasons to consider Sensor Solutions by HSB over other sensor systems.

| Sensor Solutions by HSB |  | Other sensor systems   |
|-------------------------|--|--|
| al.                     | Reliable and secure cellular technology Our long-range sensors use cellular technology, so they are more reliable than those using Wi-Fi. They are battery-powered and don't use your local network, helping to keep data safe.  | Less secure Wi-Fi technology If power goes out, so do their sensors. These sensors may also introduce cyber security risk to your network.                     |
| Y <sub>©</sub>          | Place-and-play convenience HSB sensors are easy to install, less invasive, and less expensive.   | May need professional installation<br>Sensor/water shut-off devices can be<br>expensive to monitor and need a professional<br>plumber to install.              |
| (1)P                    | Fewer false alarms HSB sensors run on proprietary algorithms that know when to sound an alarm and when not to. For example, the sensor will understand when you have started a regularly scheduled freezer defrosting and will therefore not falsely alert of a freezer failure. | Standard alerts Their sensors may not be able to distinguish between a real loss situation and a false alarm. You may also be required to set your own alarms. |
|                         | Data you can use You will have access to aggregate program data from all sensor users, providing insights into risks and user behaviors.   | Data for an extra cost If they provide data at all, you will likely have to pay extra for it.  |
| (O)                     | Monitoring and Support Centre As a customer, you can talk to a U.Sbased team if you have questions. Plus, if your alert needs immediate attention, our team will make an outgoing call to make sure you are aware of the situation.  | No one to talk to<br>You may only be able to email for help.   |
| Q                       | Strong, stable company HSB is a 155+ year old insurance company, and part of Munich Re, one of the world's largest reinsurers.   | Start-ups May not be around for the long term.   |

Contact one of our offices or your local HSB representative.

