CalAmp | septilink

CASE STUDY



The Septic Industry Had a Visibility Problem. Septilink Built the Fix.

How **Septilink** used connected monitoring and **CalAmp technology** to modernize one of the most overlooked systems on a property.

From Reactive Repairs to Preventative Maintenance

calamp.com

The Challenge



The Homeowner

- No visibility
- Emergency-only repairs
- High replacement costs



The Service Provider

- Reactive service model
- No remote diagnostics
- Can't scale efficiently



The Local Agency or Inspector

- Manual inspections
- Compliance gaps

Critical Infrastructure. Almost No Visibility.

For most homeowners, septic systems are invisible until something goes wrong.

That was the experience Septilink founder Clint encountered firsthand after being woken up by a septic alarm early one Super Bowl Sunday morning. What followed was a familiar process for many homeowners: emergency troubleshooting, reactive repairs, and little visibility into what had actually caused the problem.

The issue wasn't isolated. Across residential and light commercial properties, septic systems remained one of the most critical yet least connected systems on a property.

Modern homeowners can monitor security systems, water usage, temperature, and leak detection from a smartphone. But septic systems had largely been left behind.

Septilink saw an opportunity to change that.

> **"The value wasn't in catching catastrophic failure. The value was in seeing the degradation before failure happened."**
>
> — Clint, Founder of Septilink

Bringing Connected Intelligence to Wastewater Systems

Septilink identified a category that had been operating without the kind of connected intelligence other industries had already come to expect.

Using CalAmp hardware and connectivity, Septilink built a platform that gives homeowners and service providers access to real-time septic system status, alerts, event history, and operational insights through a mobile and web-based experience.

But the goal was never to create another alarm dialer.

The opportunity was to create a smarter service model built around visibility, diagnostics, and preventative maintenance.



REAL-TIME SYSTEM VISIBILITY

Monitor pumps, floats, aerators, liquid levels, power status, and fault conditions remotely.



SHARED VISIBILITY

Homeowners and service providers work from the same source of truth, improving transparency and trust.



EDGE INTELLIGENCE

CalAmp hardware enabled Septilink to interpret real electrical I/O directly at the edge, transforming raw signals into meaningful operational insights.



FIELD-CONNECTED INFRASTRUCTURE

GPS, battery backup, and enclosure sensing capabilities added operational visibility beyond the wastewater system itself.

> **We didn't just need a modem in a box. We needed dependable connectivity and a device we could program at the edge to interpret real electrical I/O from the septic system. CalAmp gave us the foundation that made Septilink possible.**

From Reactive Repairs to Preventative Maintenance

The real value wasn't in responding to catastrophic failures.

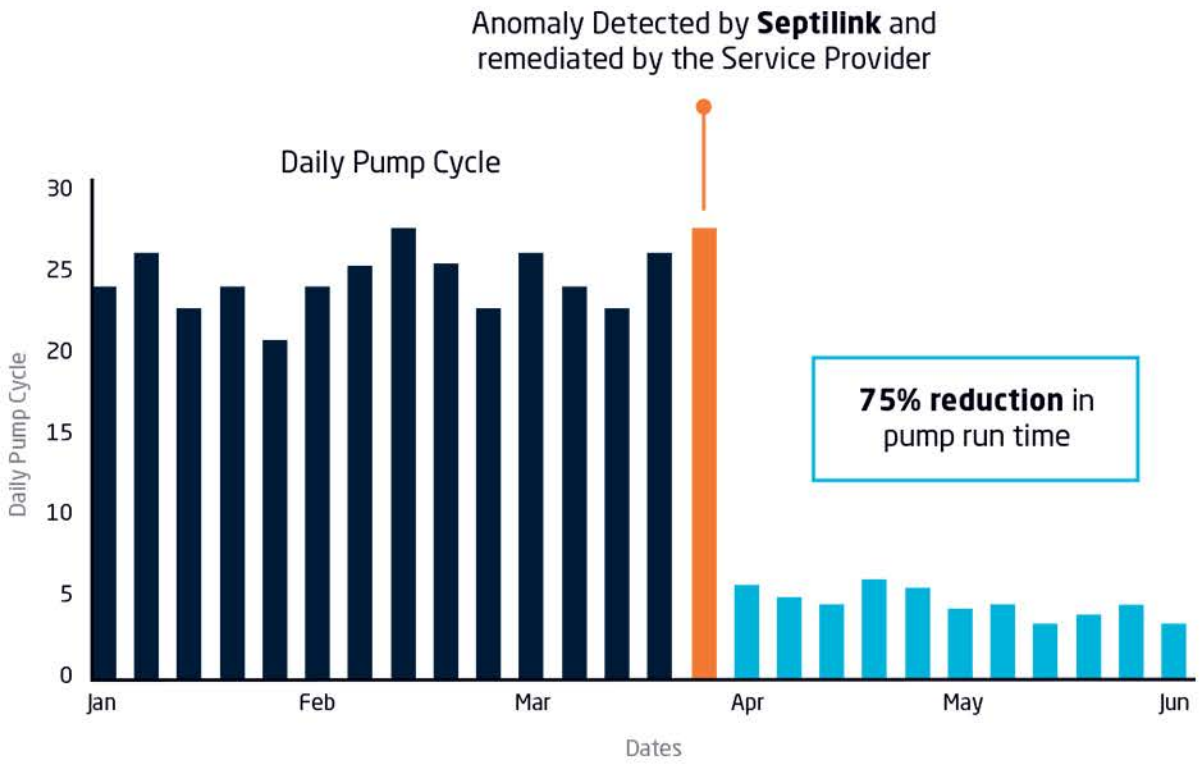
It was in identifying the slow degradation that happens before failure occurs.

In one deployed system, Septilink identified abnormal pump cycle behavior that had long been accepted as "normal." No alarms had been triggered, and no complaints had been reported.

After the issue was identified and resolved, pump runtime dropped to roughly a quarter of what it had previously been.

Without continuous monitoring and operational visibility, the degraded state likely would have continued until a much larger and more expensive failure occurred.





75% reduction in pump run time after issue resolution

Very few people drive their car until the engine blows up. You go in for the oil change. Septilink brings that same mindset to septic maintenance.

Bigger Than Septic

Septilink did not just build a product.

They built a smarter way to manage a category that had been underserved by modern technology for far too long.

In doing so, they demonstrated something larger:

Connected intelligence is not limited to fleets, vehicles, or traditional telematics environments. It can create meaningful business value anywhere critical systems require better visibility, earlier diagnostics, and more proactive service.

For OEMs, this model highlights the opportunity to:

- Bring new connected solutions to market
- Improve operational visibility
- Enable preventative maintenance models
- Deliver better customer experiences
- Create new service-driven revenue opportunities

Together, Septilink and CalAmp applied connected technology in a way few had before, extending the value of telematics into an entirely different operational environment.



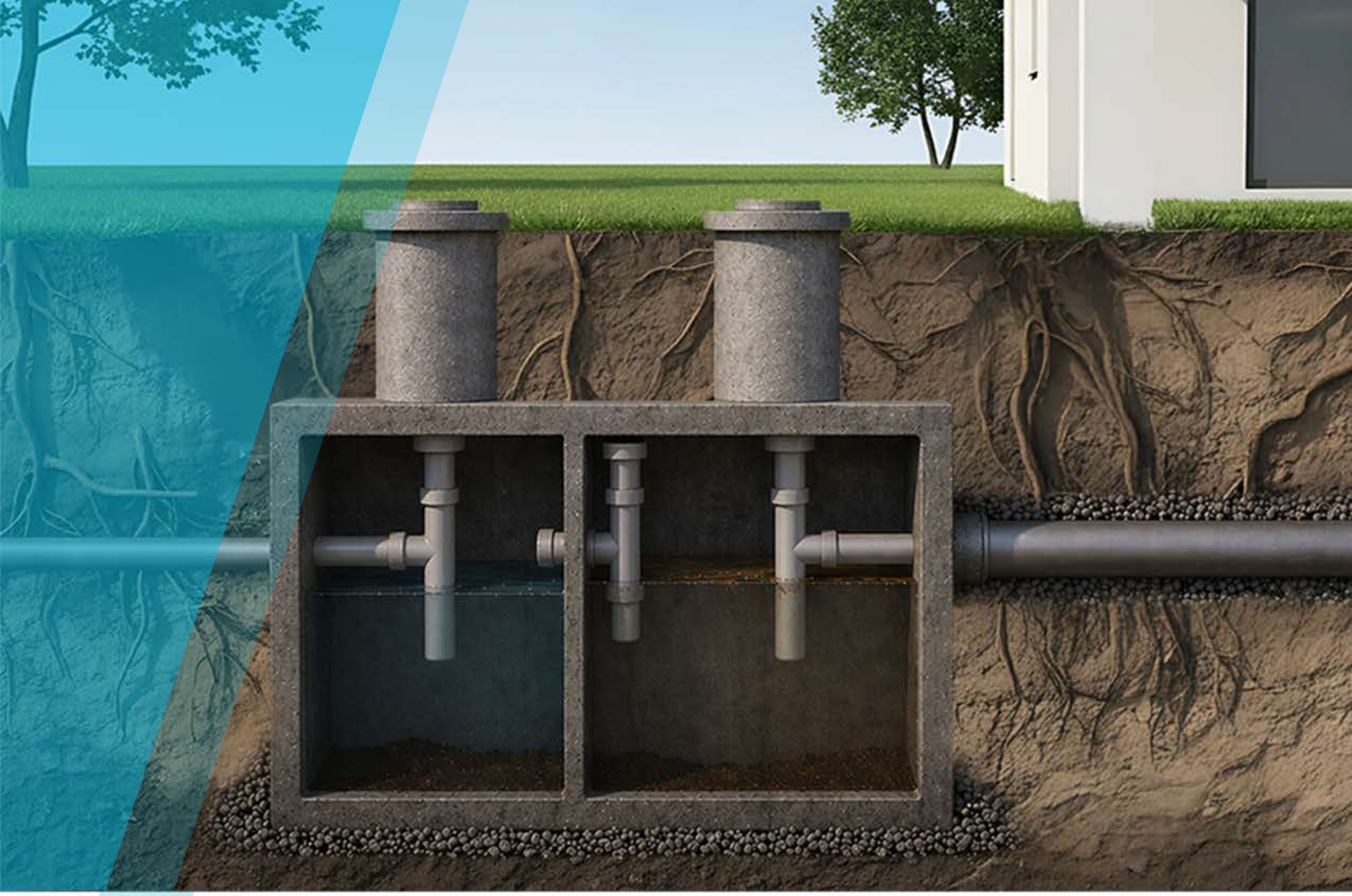
Homeowner
Peace of mind



Service provider
Earlier intervention



Local Agencies and Inspectors
Better visibility



septilink CalAmp

Septilink provides the intelligence. **CalAmp provides the link.**

Together, they're bringing modern visibility to private wastewater systems.

Want to see CalAmp in action?
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