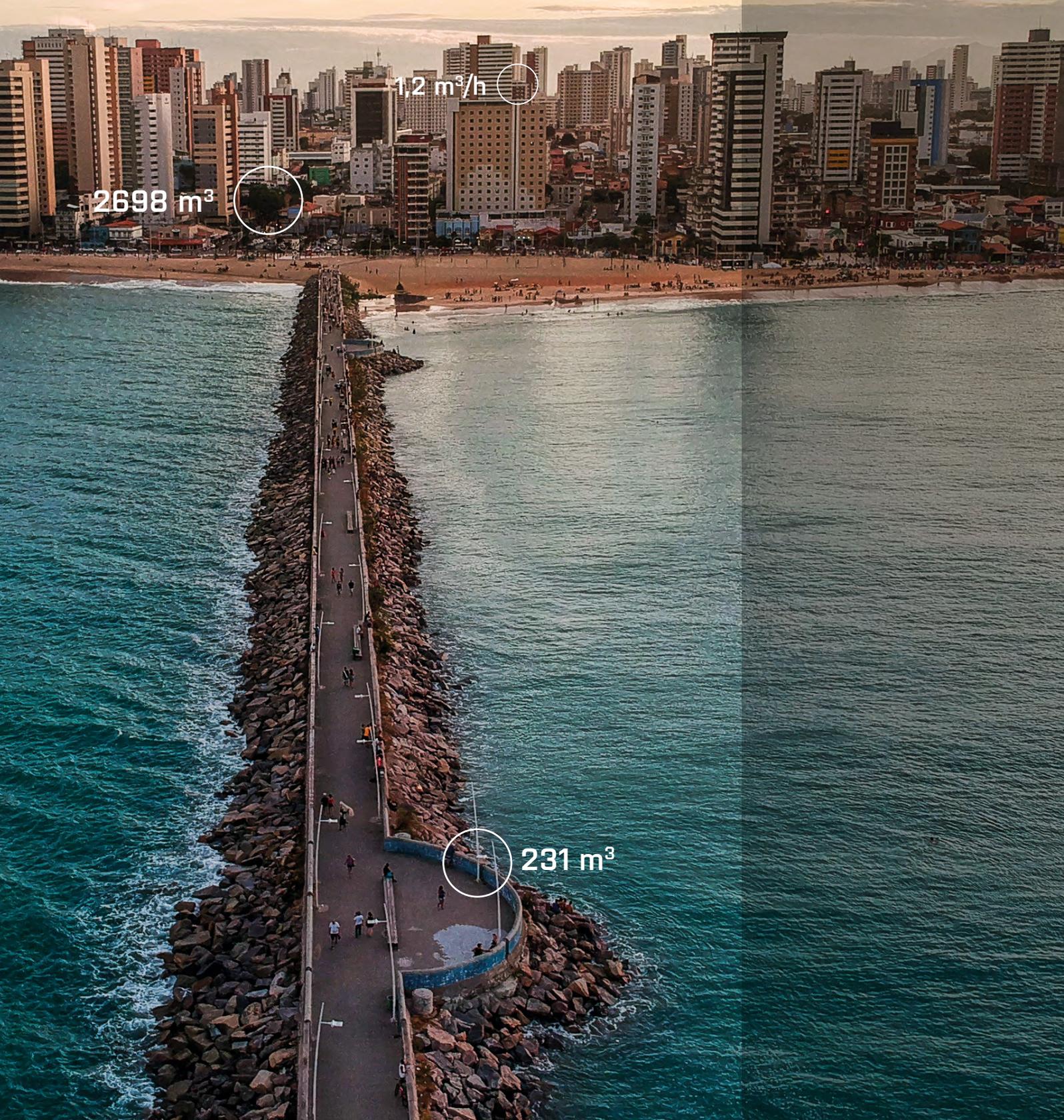


# Supporting the rapid expansion of Brazil's sanitation network

BRK Ambiental Case Study



2698 m<sup>3</sup>

1,2 m<sup>3</sup>/h

231 m<sup>3</sup>



Serving more than 15 million people in 100 municipalities, BRK Ambiental is the largest private sanitation company in Brazil. As it set out to expand the supply of quality water and sewage services, the company faced numerous obstacles - including a shortage of reliable meters in Brazil.

Following a successful call to tender, Diehl Metering now provides BRK Ambiental with a range of ultrasonic and volumetric meters. Thanks to reduced lead times, the company can continue its rapid growth while reducing Non-Revenue Water. In this way, it is helping to bring genuine change to Brazil's sanitation network.



**100**  
MILLION

**BRAZILIANS WITHOUT SEWAGE COLLECTION**

Among the challenges faced by BRK Ambiental is the lack of access to a sewage system for half of all Brazilians.



**370 K**  
VOLUMETRIC METERS

The ALTAIR DN15/20 meter adapts to restrictive environments and features built-in scalability for AMI solutions.



**15** MILLION

PEOPLE SERVED IN 12 STATES



## THE CHALLENGE: RETHINK METERING TO GROW BRAZIL'S WATER SERVICES

Since it came under new ownership in 2017, BRK Ambiental has committed to improving water services in Brazil, a country where around 50% of inhabitants do not have access to sewage collection.

The company's ambitious growth strategy consists of improving water supply services, sewage services and industrial water across the country. To achieve this, it faced two key challenges. First, it needed to replace its velocimetric meters with volumetric meters. This would ensure more precise readings, allowing it to address the significant problem of Non-Revenue Water.



## THE SOLUTION: VOLUMETRIC AND ULTRASONIC METERS TO TACKLE WATER LOSS

BRK Ambiental launched a Strategic Sourcing project to map the meter market in Brazil and abroad in order to select suppliers with the capacity and ability to meet its needs. Diehl Metering's first contact with the company was in Sao Paulo in September 2017, when an agreement was signed to install a number of pilot solutions. Over a two-year period, we tested a range of our different water meters and both our Drive-by and Fixed Network systems at different locations in Brazil.

The test period produced convincing results. Thanks to their large measurement dynamic, Diehl Metering's volumetric meters proved highly efficient.



**The initial phase of the contract includes the supply of 370,000 ALTAIR DN15/20 Composite volumetric meters, as well as a large number of our HYDRUS ultrasonic meters.**

In the near future, Diehl Metering will also be providing an Advanced Metering Infrastructure, using IZAR RADIO technology to remotely and reliably gather data from the network for powerful data analytics.

The aim is to implement telemetry solutions at strategic customers in order to reduce apparent water loss from inaccurate reading, tampering and collection anomalies. We will also be helping BRK Ambiental to limit physical water loss.





## REDUCED LEAD TIME

By adapting its production schedule, Diehl Metering ensures BRK Ambiental always has inventory to pursue its growth strategy.

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## REDUCTION OF NON-REVENUE WATER BY **50%**

Through the accuracy of volumetric meters.

## THE BENEFITS: DRIVING EXPANSION THROUGH WATER AND COST SAVINGS

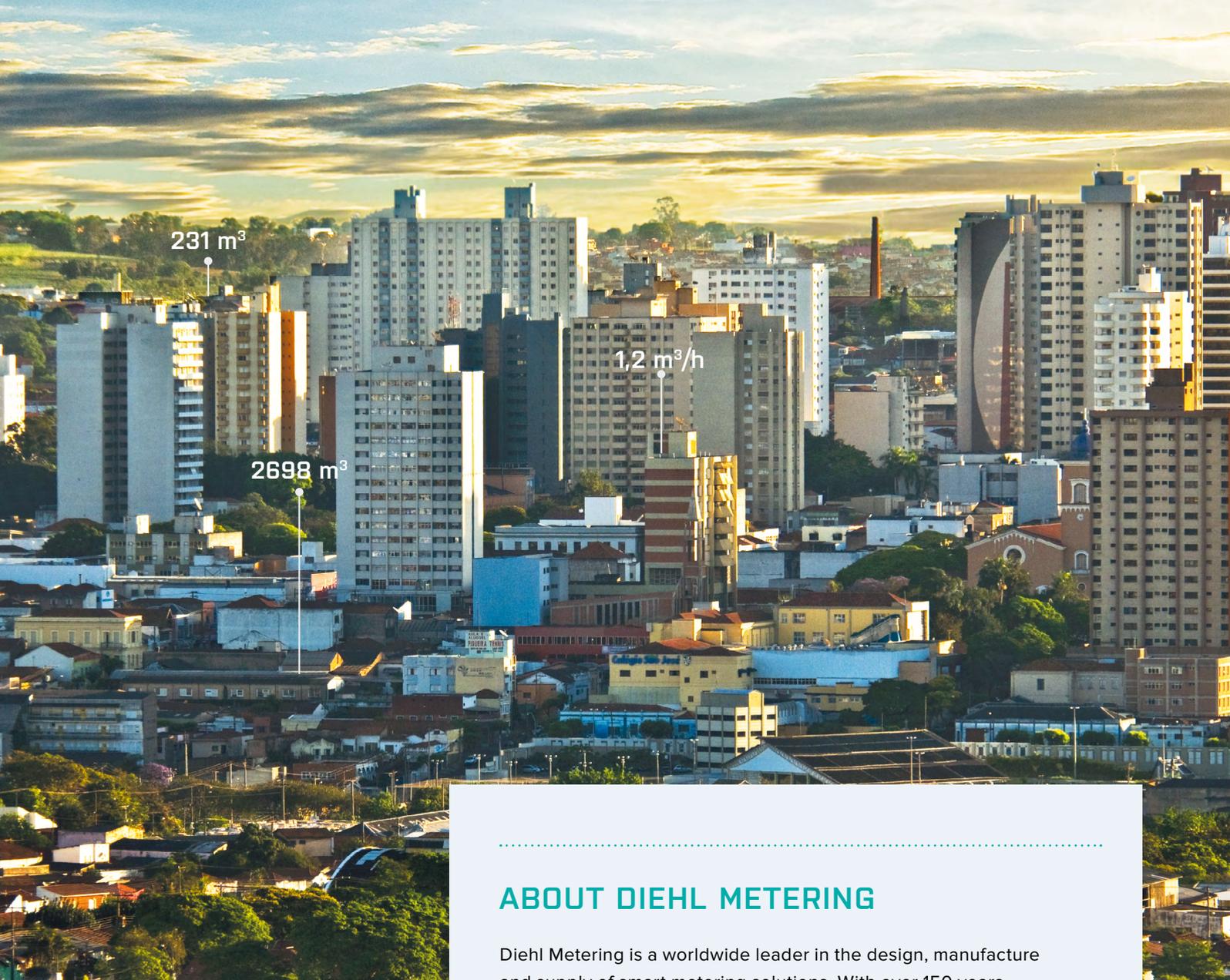
By ensuring a rapid and constant supply of water meters over the next few years, Diehl Metering is enabling BRK Ambiental to expand Brazil's sanitation network.

Working with our exclusive Brazilian partner SDB Metering, we can anticipate demand to ensure BRK Ambiental always has sufficient inventory to sustain its growth strategy. It also benefits from reduced lead times and a significant improvement in logistics.

Furthermore, the new volumetric meters ensure the company can more accurately measure leakages – even at very low flowrates. This enables it to significantly decrease Non-Revenue Water and to correct billing accordingly. The net result is a considerable increase in revenue.

"Operational excellence is one of the key values of BRK Ambiental. That's why the company is always looking for partners and technology that can deliver the very highest quality and efficiency for all its operations."

**BRK Ambiental**



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## ABOUT DIEHL METERING

Diehl Metering is a worldwide leader in the design, manufacture and supply of smart metering solutions. With over 150 years of experience, we empower utilities, municipalities and industries to take control of their infrastructures, bringing new efficiencies to the way they manage water and energy.

Our extensive range of services and solutions includes data-driven insights, IoT connectivity, fully-flexible software, and seamless intelligent metering. We also utilise artificial intelligence to boost performance and deliver cost savings for our customers.

Headquartered in Germany, we are a family-owned business with an international reach. We are proud to maintain our founding principles of quality, reliability and customer proximity while proactively shaping a better future for our customers and the communities they serve.

Our approach is to think global and act local.

By anticipating trends and remaining agile, we adapt and develop our strategy with our customers and for them.

In supporting their long-term growth, we also contribute to the sustainability of the planet, crafting innovations that enable our customers to make ever better use of the natural resources we all rely on.

