AI-Powered Plumbing Software

Utilyze, Inc. harnesses machine learning to detect gas and water leaks for apartment complexes helping reduce insurance claims and damages

Utilyze.co — "we couldn't afford the m" — Jason Calacanis

Leadership Team

CEO – Kenneth Anshewitz

-Product strategy experience across utilities and fintechs

-Captured radio frequency data from meters using **hardware** with zero coding experience

-Built websites for clients on blockchain technology and **property management**

Problem - lack of data-driven solutions for leaks

💧 Water Leaks

Water leaks are the #1 insurance claim and account for roughly 30% of property insurance claims. The average residential claim costs about $11,000 and commercial claims often exceed $20,000 due to structural damage, mold remediation, and tenant displacement.

🔥 Gas Leaks

Gas-related property insurance claims are rarer compared to water, but are catastrophic when they do occur. They can average over $100,000 due to structural loss, injury liability, and business interruption. Gas appliance alerts using meter data doesn't yet exist.

100% of properties we met with don't have live leak alerts, but insurers increasingly require it and offer discounts for it

Solution - plumbing software using real-time data

Data Frequency 📈 📊 📉

Utilyze can pull data at least 2x hourly which is nearly 100x more often than utility provided water analytics software offering a proactive approach to leak detection.

Utility Coverage 🔥 💧 ⚡

Utilyze covers gas, water, and electric data under a single system enabling cross-utility analytics that reveal patterns and unseen anomalies from previously siloed data.

We drive leak detection and diagnostic tools for plumbers who are set to become the most in-demand workers as AI advances

Product Approach

Get Data From Utility Meters

We use hardware to capture usage data from radio frequencies that are constantly emitting from meters

Ingest into Snowflake Data Warehouse

Snowflake generally reduces both implementation cost and time compared to on-premise setups and Databricks

Deliver Alerts via Text, Email, and Phone

No application required — alerts are sent to both residents and maintenance to reduce resolution time and damages

Made with GAMMA

Market Size - 25% adoption for utility provided leak detection

71,000
Total Number of Large Apartment Complexes
Only includes properties with at least 50 units

18.7M
Total Units in Large Apartment Complexes
Total number of units in complexes with 50+ units

$187M
Monthly Total Addressable Market
$10/month SaaS fee per unit results in $2.2B annual rev

$74.8M
Monthly Serviceable Addressable Market
Capturing 40% of the market results in $898M annual rev

Utilyze charges $10/month SaaS fee per unit which multiple properties said they can easily pass to residents through fees

Competition - lagging data, high costs, and long deployment

Utility Provided Leak Detection Software

Water utilities typically only check for continuous use over 48 hours, but by that time damage is done

Retrofits and Sensors for Each Utility Meter

Sensurance requires hardware installations on each meter raising implementation time and cost

Gas Leak Detection Software is Nascent

Itron Intelis meters auto-shutoff in extreme events limiting leak use cases & slowing broad deployment

Go-to-Market Strategy

Property Managers

Outside and inside sales to complexes who can typically pass costs to residents and profit off deployments

Insurance Carriers

Tie leak detection to premium discounts, driving adoption across property portfolios

Utility Companies

Integrate with existing metering infrastructure for large-scale software deployments

Utilyze will begin with property managers for rapid entry, layer in insurance partnerships to accelerate adoption, and then scale nationally through utility integrations

Differentiators - faster, cheaper, and more advanced use cases

Advanced Alerts 🚰

Positive feedback on the concept of gas stove alerts to prevent leaks and fires as well as the ability to see if residents are actually dripping faucets to prevent freezing pipes

Low Hardware Costs 🛠️

In practice, many complexes prefer to wait for utilities to upgrade their meters rather than pay for retrofits themselves. Deployments are also lengthy and costly.

Gas Leak Detection 🔥

Unlike Itron's emergency shutoff-only meters, we include broader usage analytics offering immediate deployment versus having to wait years for utilities to build it out.

We're differentiated across the board with new features that solve problems for properties and reduce liabilities for insurers