

# you sell the house once. the **smart home** pays you twice.

With AstreaIoT, the house you already build is delivered as a **smart home** that sets your development apart —it sells faster and at a better price— and, if the family wants 24/7 monitoring, it leaves you a **month-after-month subscription**. One revenue the day you hand over; another for as long as they live there.

**TWO REVENUES** You deliver the equipment **installed during the build** —one-time payment, your usual margin—; and the monitoring of **water, gas and energy** is the subscription that keeps running afterward. You build and hand over; **we operate the platform**.

- the same platform already running in plants, pharmacies and stores across mexico

## WHAT YOU GAIN

### 01 • DIFFERENTIATION

#### a house that sells itself

"Smart home" as a **selling point** — your development stands out from the one next door and justifies a better price per square meter.

### 02 • INSTALLED DURING THE BUILD

#### built in, not patched on

It's integrated **during construction**, not on a later visit: a clean, hidden install, ready the day you hand over — no extra work.

### 03 • RECURRING

#### income after handover

24/7 monitoring is a **monthly subscription** — income that keeps going, not a sale that ends the day of handover.

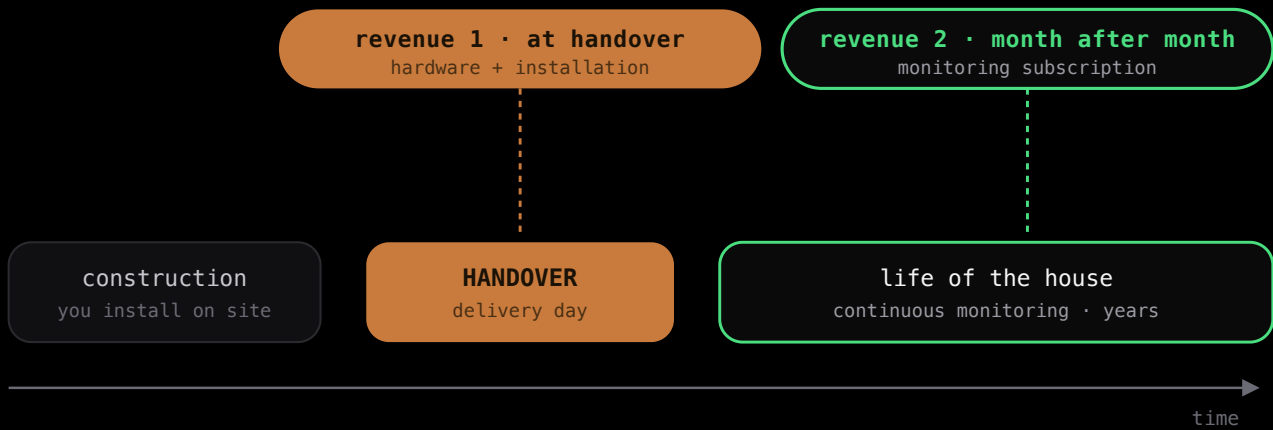
### 04 • NO TECHNICAL TEAM

#### you build, we operate

The platform, the mobile app for the family, the **homologated devices** and support — we provide all of it.

# one house, two moments of revenue.

What you install during the build pays you the day you hand over —hardware plus installation, your usual margin—; and it opens a second revenue that keeps running every month the family lives there.



● **one-time** – you install and hand it over

● **recurring** – monitoring on the platform, subscription

## YOUR CORE: THE HOUSE YOU HAND OVER

The **lighting, climate and security** you deliver ready and running locally —the hook that closes the sale of the house—. The **24/7 monitoring of water, gas and energy** is the subscription that follows: leak alert, tank level, gas leak, consumption. **One house, one gateway.**

AND ALONG THE WAY The app with your brand stays **on the phone of every family** that bought from you — a direct channel for your next development, without paying for ads to find them again.

# every point in the house is a service you **deliver or charge for**.

The smart-home stack you install during the build — and the 24/7 monitoring the family adds to the platform afterward. **You install only those that apply.** The color says how you charge:

- **turnkey** – you install and hand it over, one-time payment
- **recurring** – monitoring on the platform, subscription



- 1 water tank · cistern ★**  
water level — the family gets a heads-up before running out, from the app
- 2 water leak**  
kitchen and baths — alert in minutes, before the ruined floor
- 3 gas detection**  
a detector you install, with optional shutoff
- 4 climate by room**  
comfort the family controls locally — no subscription
- 5 air by occupancy**  
the A/C eases off when no one's there — the power bill thanks you
- 6 smart lighting**  
presence-based light + scenes — the hook for the whole sale
- 7 doors and windows**  
security contacts you install and hand over
- 8 energy use**  
the family sees which appliance eats the power bill

## ★ YOU HOOK WITH THE HOUSE, YOU CHARGE THE RECURRENCE

You deliver the **lighting, climate and security during the build** (one-time payment); the **24/7 monitoring of water, gas and energy** is the subscription that keeps charging. One house, one gateway, two revenues.

• AND IF IT'S A WHOLE DEVELOPMENT

# one house is recurrence. a development is a **central contract**.

In a gated community, beyond each house, the common areas and the development's infrastructure are monitored on a single dashboard — and that's a monthly service you deliver to the **HOA**, not to a family.

## ACCESS

### gate and barrier

Entry log and barrier status — who comes in and when, on a record.

## COMMON WATER

### cisterns and pumps

Cistern level and line pressure; alert on a failing pump before running out of water.

## AMENITIES

### pool and common areas

Pool temperature and level; clubhouse climate and lighting by actual use.

## COMMON ENERGY

### lighting and areas

Consumption of the common areas and lighting — where the community's spend goes.

## SECURITY

### perimeter and access

Contacts and sensors at common entrances — after-hours alert to the HOA.

## ONE DASHBOARD

### the whole development

The HOA sees homes, amenities and infrastructure in a single view, with its brand.

## ★ FROM THE LOT TO THE HOA

You sell the smart home unit by unit **and** you deliver the HOA the monitoring of the whole development. Two clients from one project — the family and the community — **both recurring**, both with your brand up front.

**AND AT SCALE** Every development you hand over adds to the same dashboard: your monitoring portfolio — families and HOAs— **grows project by project**, without you having to sell it from scratch again.

## TWO WAYS TO OFFER IT

### NO PLATFORM · ONE-TIME PAYMENT

#### house delivered turnkey

Lighting, climate and security that run **locally, in the house**, with no subscription. You install it during the build and hand it over with the house — you charge for the hardware and the labor, **with no platform involved**.

→ hardware + installation margin

### WITH PLATFORM · RECURRING

#### monitoring as a service

Water, gas, energy and leaks on the platform, with the **app for the family** or the HOA's dashboard. This is where the **recurrence** is — a monthly subscription for the house or the whole development.

→ monthly rev-share or resale margin

**You hook with the handover; you move up to monitoring when the client asks.** Turnkey closes the sale of the house; if the family or the HOA wants 24/7 monitoring, you move it to the platform — and it turns recurring.

## THE MODEL · THE LADDER

### ENTRY

#### authorized

Base margin, standard support. You start with a pilot development.

### SCALE

#### certified

Higher margin, priority SLA, certified recipes.

### STRATEGIC

#### premier

Premium margin, dedicated support, possible regional exclusivity.

#### you're the face (L1), we're L2.

You build, install and serve the client; we provide the platform, the homologated devices and the mobile app.

#### co-brand: "powered by AstreaIoT".

Your brand up front, in the app and the reports; white-label as a premium option.

## your next development, that sells itself.

Let's fit out a **model unit** of your development together — the house proves it sells faster, and the monitoring opens the recurring income. You see it in your own project before rolling it out to the whole community.

**getting started is easy:** no inventory or entry fee · we train you · you start with a pilot development

[contacto@astreatechnologies.com](mailto:contacto@astreatechnologies.com)   [astreaiot.com](http://astreaiot.com)   Monterrey, N.L.