

What's the difference between SOLO® pipeline inspection service and typical sewer CCTV contractor?

SOLO® from RedZone Robotics and typical sewer CCTV contractors both operate in the field of sewer inspection, but they differ significantly in terms of technology, approach, services, and value proposition. Here's a detailed comparison to highlight these differences:



RedZone
Robotics



CCTV
Contractor

TECHNOLOGY

Advanced Inspection Technology: State of the art autonomous robotic crawler that can cover more ground with high efficiency.

Full View CCTV: Utilizes 2 pano-spheric lenses to capture a 360-degree video of the interior of the pipe, including the ability to pan, tilt, and zoom to view what matters most.

Data Analysis and Reporting: Offers advanced data analysis, by combining NASSCO defect codes and scores back to the GIS – turning raw data into actionable insights.

Standard CCTV Inspection: Primarily uses CCTV cameras for visual inspections of sewer lines.

Focused on Immediate Issues: Mainly identifies immediate and observable issues like blockages, breaks, and other defects.

APPROACH

Proactive Asset Management: Focuses on providing municipalities with the tools and data they need to manage the underground assets.

Comprehensive Solution: With just a few robots and a laptop, operators can inspect 3-4x the footage of a conventional truck, and access hard to reach areas like backyards, easements, and areas that require traffic control.

Reactive Maintenance: Typically engaged when a problem is already identified or suspected, leading to reactive maintenance.

Inspection Centric: Main focus is on conducting routine inspections, not necessarily on the broader asset management.

SERVICES

Rapid Baseline Assessment: The speed at which Solo captures data makes it easier to comply with regulatory requirements and enact rehabilitation plans before those issues become emergencies.

Manhole Adaptation: The Solo's versatility allows it to be deployed vertically from a tripod for 360-degree maintenance hole inspections.

Visual Inspection Services: Provides services to visually assess the condition of sewer lines.

Reporting on Observations: Offers reports based on visual observations made during the inspection.

VALUE PROPOSITION

Return on Investment: Demonstrates clear ROI through improved efficiency, reduced costs, and enhanced decision-making capabilities.

Sustainability: Promotes environmentally responsible practices, contributing to water conservation and reduced carbon emissions.

Immediate Problem Identification: Helps in quickly identifying and locating immediate and apparent issues within the sewer system, such as those related to service calls.

Cost-Effective for Small-Scale Needs: Can be more cost-effective for smaller or more immediate inspection needs.

While both SOLO® robots and typical sewer CCTV contractors provide valuable services in maintaining sewer infrastructure, they cater to different needs.

RedZone Robotics offers a more comprehensive, data-driven, and proactive approach to asset management and decision support, whereas typical CCTV contractors provide immediate and visual inspection services that are more reactive in nature.

The choice between the two depends on the specific needs, goals, and resources of the municipality or organization in question.

