



# SUTRO

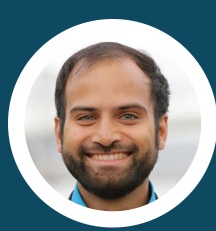
## How Sutro Connect Quickly Actualized Its Product via SVV's Engineering Platform

### SVV

Supporting the Growth of Innovation and Pioneering the Future of Technology

#### Our Mission

*"Our mission at Shenzhen Valley Ventures is to help take the 'hard' out of 'hardware'. We want to make creating hardware products less difficult. SVV strives to accelerate the testing and introduction of new products and provide the best engineering, product design and manufacturing services possible. This is all in the name of innovation."*

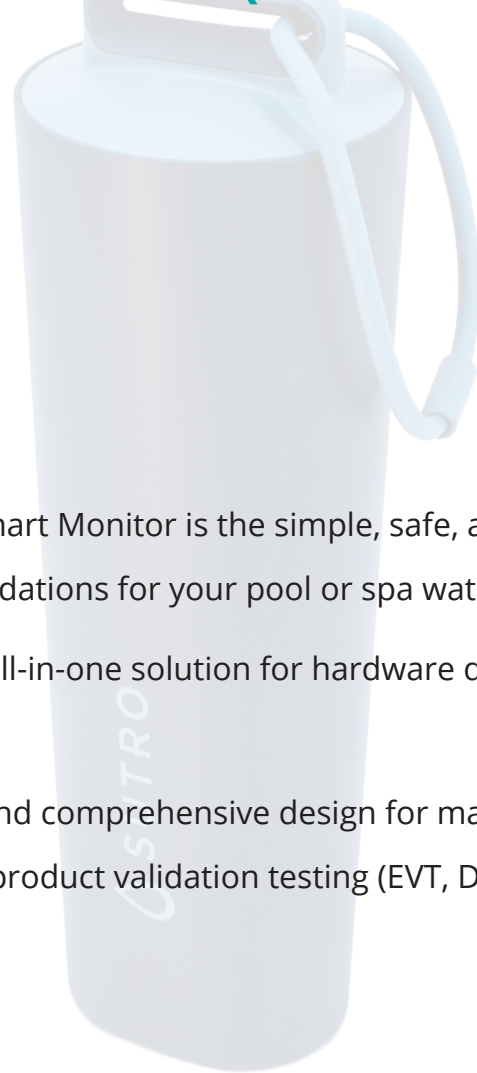


Ravi Kurani  
CEO



*Working with SVV has been a god-send. It was so tough prior to working with SVV to have to manage and wrangle so many different vendors, engineers, and suppliers. SVV has helped us consolidate everything into one area."*

### LOVE YOUR POOL (OR SPA) AGAIN



#### Client Snapshot

**Location:** San Francisco

**Established:** 2015

**Industry:** Smart Home IoT

**Product Description:** The Sutro Smart Monitor is the simple, safe, and seamless way to measure, monitor and implement recommendations for your pool or spa water.

**Challenge:** locating a dependable all-in-one solution for hardware development and component procurement needs.

**Solution:** SVV's rapid prototyping and comprehensive design for manufacturing (DFM) services, including engineering, design, and product validation testing (EVT, DVT & PVT, respectively).

#### Challenges

Sutro Connect was searching for a reliable partner to help design its product and prepare it for scale. Since the Smart Monitor is the first of its kind, it was important to collaborate with a design and manufacturing partner capable of rapid product iteration cycles.

But finding the right company to help a hardware startup survive development pains and prepare for mass production is neither easy nor simple. And in order to get through the "hardware death valley", Sutro Connect sought a partner to work with hand-in-hand to realize its vision and product goals. Enter SVV.

#### How SVV Helped Sutro Connect

SVV helped Sutro Connect realize their vision for their product to embody the harmony of mankind and water.

To promote ease of use, SVV designed several user-friendly features of the product, such as the cartridge and battery replacement mechanisms and the lid removal feature. These elements, in addition to others in the product's structure and packaging, were all precisely designed with scale, cost and manufacturing efficiency in mind.

#### Results

Owing to SVV's support, Sutro Connect has accelerated its product development cycle and is confident about the reliability of its design and ability to scale.

Time to market is a major factor in a new product's chances of success. And since Sutro Connect avoided costly time-wasting pitfalls by working with SVV, it is more likely to be make it on the market.

Additionally, whenever the Sutro Connect team discusses the product with potential investors and customers, they'll have reinforced confidence because they know the Smart Monitor is the brainchild of two innovative organizations.

#### Deciding Factors For Choosing SVV



##### Impressive engineering capabilities

Sutro Connect wanted a company that had engineers across several disciplines with robust experience



##### Engineering support from prototype to production

To avoid "passing the baton" from one supplier to the next, Sutro Connect wanted one dependable partner that would help with each part of prototyping and DFM



##### Personal attention and flexibility

Sutro Connect wanted a collaborator eager to work with the existing team in San Francisco and ready to make frequent adjustments to designs



*The SVV team has a great depth of production engineering knowledge. They have been a fantastic asset for us in finding time-tested solutions to our product design and manufacturing challenges."*



Alex Valeyev  
Lead Mechanical Engineer