

The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it, some in the top left and others in the bottom right.

# VISIONEX HOLDINGS<sup>LLC</sup>

**Steve Pearson, Owner and Inventor**



INDUSTRY-CHANGING INVENTION FROM AUSTIN  
ENGINEER AND STRATEGIST STEVE PEARSON

# **PREVENT A/C WATER DAMAGE PERMANENTLY!**

## MY STORY: THIS HVAC ACCESSORY SAVED MANY MAINTENANCE HEADACHES



In Texas we depend on our air-conditioning systems almost year-round. But I learned the hard way that air-conditioning drain lines are subject to clogs that can lead to mold and expensive damage.

After the third time I dried soggy drywall, mopped up slimy water in my closet, and pulled up our new carpet to dry, I put my engineering experience to work and came up with a trouble-free fix that has protected my home from HVAC leaks for 10 years.

My “Drain Defense” solution AUTOMATICALLY blows out the P-trap (where the mold grows and causes clogs).

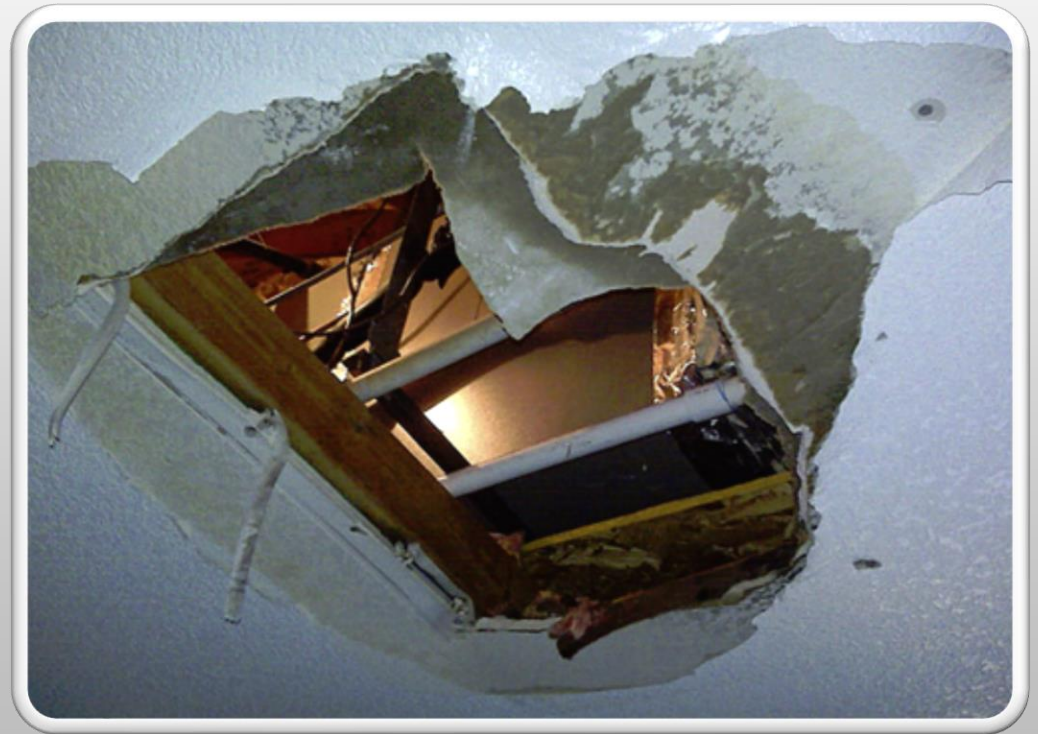
It prevents clogs before they happen.

**Steve Pearson, inventor**

# OVERVIEW:

## GOODBYE EMERGENCY PLUMBER!

- The water produced by running air conditioners (“condensate water”) creates messy and expensive maintenance issues when drain lines clog and drain pans overflow into the interior of a building.
- Nearly 80% of homeowners and businesses have been affected by this sort of water damage.
- Our solution is preventative and automatic.
- Automatic is the key. My extensive research shows no other solution prevents the clog from forming for the life of the air conditioner.





# THE PROBLEM

- Air-conditioning systems in high humidity locations produce gallons of condensate every day.
- This water drops off the coils in the air handler unit into the drain pan and then the drain line.
- The drain line includes a P-trap where sediment collects and microbials grow.
- Eventually, the trap will close off, causing dirty water to overflow onto walls, floors or ceilings.
- Home and business owners have a big mess on their hands!

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# THE SAGA OF AN OVERFLOW

- ONCE WATER STARTS POURING INTO THE SURROUNDING AREA, IT MAY NOT BE NOTICED UNTIL THERE IS A DRIP, A SPOT ON THE CEILING OR A POOL OF WATER ON THE FLOOR.
- AFTER BURST PIPES ARE RULED OUT, THE AIR CONDITIONER IS SHUT OFF TO STOP THE FLOW. (WOE TO OFFICE WORKERS OR HOMEOWNERS WHEN IT IS 105 DEGREES OUTSIDE.)
- AN AIR-CONDITIONING SERVICE COMPANY OR PLUMBER IS SUMMONED.
- THE TECHNICIAN/PLUMBER ARRIVES WITH A SMALL AIR TANK TO BLOW OUT THE CLOG. ONCE SET UP, THIS TAKES LESS THAN A MINUTE!
- THE BUILDING OWNER IS LEFT WITH THE EMERGENCY SERVICE BILL, DRYWALL OR FLOORING REPAIRS, LOSS OF PRODUCTIVITY AND A FEW CHOICE WORDS.
- MEANWHILE, THE CLOCK IS RESET ON THE PROBLEM. SEDIMENT AND MICROBES WILL RETURN AND EVENTUALLY CREATE A NEW CLOG.
- REPEAT THE PROCESS EVERY FEW YEARS!

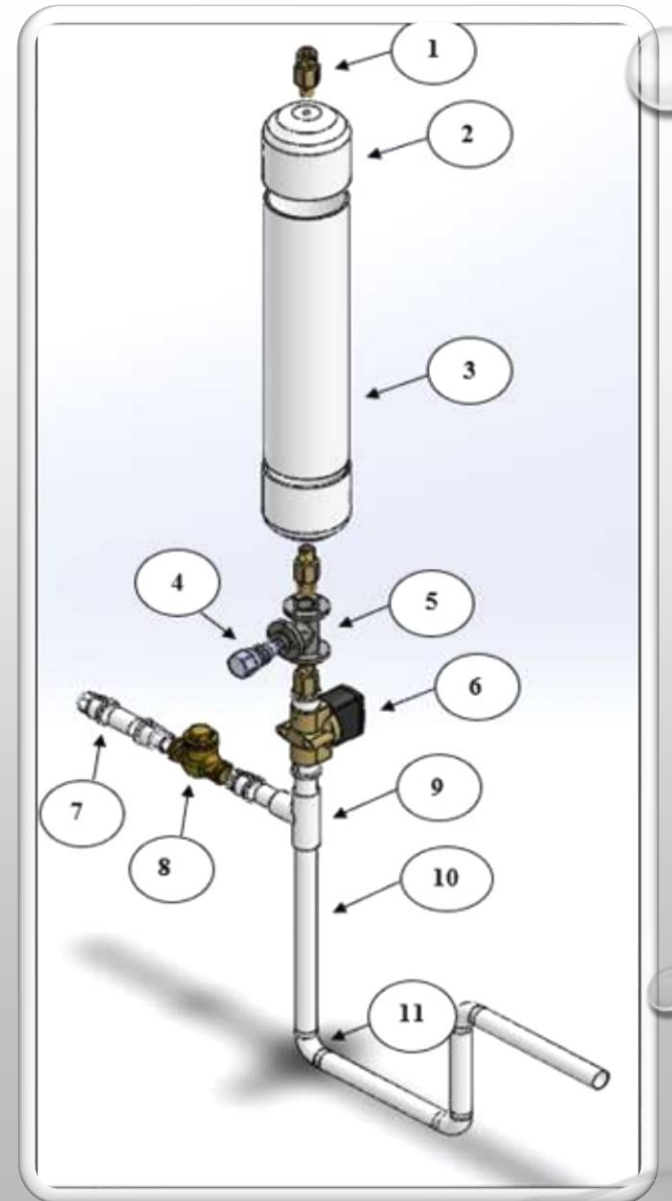


# THE “DRAIN DEFENSE” OVERFLOW SOLUTION

- 100% automated solution requiring no intervention by the building owner or maintenance personnel...ever.
- No chemicals required.
- No waiting around for service without air conditioning.
- Prevents water leak damage to carpet, wood floor, ceilings or other surfaces.
- Works in industrial, commercial, and residential applications.

**PAYS FOR ITSELF WITH THE FIRST AVOIDED SERVICE CALL!**

**(Often \$150-\$200 per leak!)**



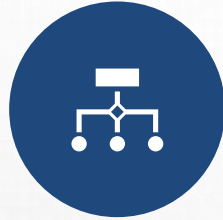
# HOW “DRAIN DEFENSE” WORKS

- The “drain defense” controller determines that it is time to clean and waits for the air conditioner to shut off.
- A valve opens to flow air. (Municipal water is also an option.)
- A check valve keeps the pressurized air from flowing into the drain pan.
- The air blows out the P-trap to clear any debris or algae clogs forming.
- The valve closes and air-conditioning continues without interruption, service calls, or extra costs.

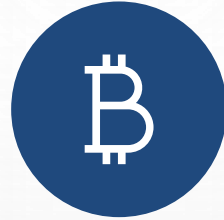




ONLY AUTOMATIC  
SYSTEM AVAILABLE.



ELIMINATES CLOGS IN  
CONDENSATE LINES  
BEFORE THEY FORM.



SAVES MONEY.



CUTS MAINTENANCE  
TIME.



PREVENTS COSTLY  
WATER DAMAGE.

# HOME AND BUSINESS OWNERS WANT “DRAIN DEFENSE”

# MORE ABOUT THE DEVELOPMENT OF “DRAIN DEFENSE”

For the second time, a senior design team from Texas State's Ingram School of Engineering has chosen development of my three HVAC condensate drain clearing [patents](#) as a project. This newest team is picking up where the first one left off and their focus will be manufacturability, cost reduction, and integrating the entire assembly into HVAC systems.

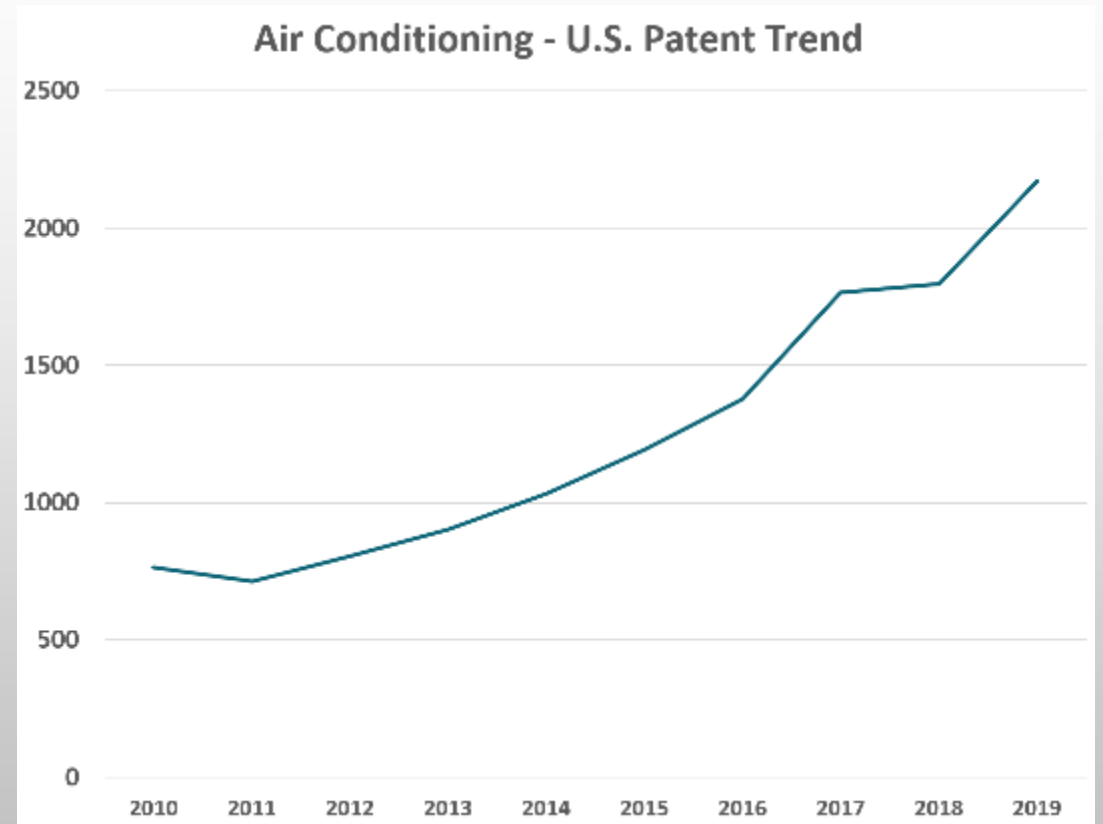
The first team (right) created a functional prototype and mobile phone app demonstrating blowing potential clogs out of the P-trap. I am proud to report that **they won the industry choice award** at the end of the semester for their hard work.



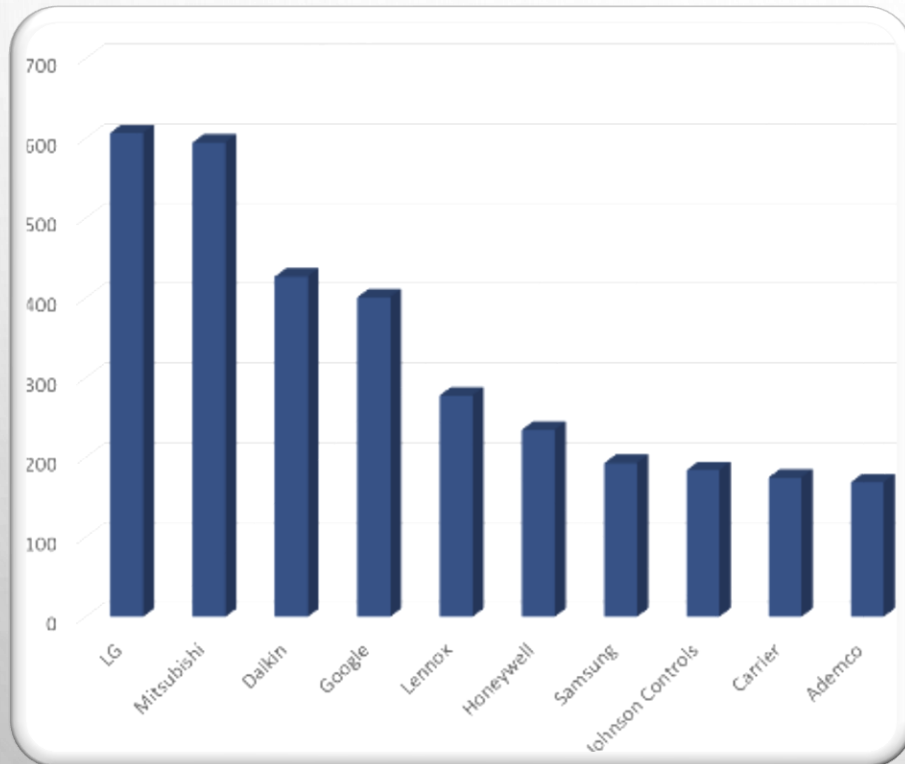
L-R: Professor and Adviser Mark Summers, Deola, Justin, and Wesley

# AIR CONDITIONING INNOVATION

Investments in HVAC technology are growing. Don't get left behind.



# WHO IS INVESTING IN THIS AREA?



- Many air-conditioning companies are putting a lot of time, money, and effort into this space.
- Google and Ademco are among the top innovators in HVAC technology.
- These investors recognize the opportunities in this previously stagnant space.



# IDEAL LICENSING POTENTIAL

Licensing opportunities for “Drain Defense” patents:

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The **HVAC service industry, which** could retrofit these units as a premium service and pick up new clientele.

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**HVAC or HVAC support equipment manufacturers** looking to expand their offerings with a synergistic product.

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The **insurance industry,** which stands to benefit from reduced claims related to water damage.

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Commercial **business service companies,** which work with businesses and hospitals to help them minimize disruption.

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Finally, I have additional ideas in this area that are likely patentable and could be part of future growth in this area for interested licensees.

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# EXCLUSIVE U.S. PATENT PORTFOLIO



**3 UTILITY PATENTS FOR “AUTOMATED  
CONDENSATE DRAIN LINE CLEANING  
SYSTEM, METHOD, AND KIT”**

- [US7857004](#)
- [US8646474](#)
- [US9372036](#)



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