Skyhawk
Trapmate



CASE STUDY

Urban Commercial Facility Chooses Skyhawk Trapmate Over Competing Remote Monitoring Solution

FACILITY
Corporate Tenant
40,000+ sq ft,
high-visibility office

DEPLOYMENT
Full-Building Coverage
Cellular-connected,
no Wi-Fi required

PURPOSE-BUILT WINS WHERE IT MATTERS MOST.

PREPARED BY SKYHAWK TRAPMATE

2026

THE CHALLENGE

A nationally recognized corporate tenant occupying more than 40,000+ square feet was facing persistent rodent pressure. Located in a dense urban core with constant foot traffic, nearby food sources, and aging infrastructure, the facility experienced:

- Recurring rodent activity despite routine service
- Limited visibility between scheduled pest control visits
- Brand and reputational exposure: a single sighting carried significant consequences

For this facility, rodent activity wasn't just a maintenance issue—it was a brand risk. Even a single sighting could impact tenant trust, public perception, and long-term occupancy.



THE EVALUATION: A DIRECT HEAD-TO-HEAD TEST

To find the right solution, the facility and its pest control provider conducted a structured head-to-head evaluation. Skyhawk Trapmate was tested directly against a competing remote monitoring platform — one not purpose-built for pest control.

The difference was immediate. While the competitor's Hubs remained in the room — placed near outlets, operating only where power was accessible — Trapmate's battery operated Hub was deployed directly in the subfloor, easily maintaining 100% connectivity. The competitors connectivity was unreliable or non-existent. You can't make up for non-connectivity or false negatives with AI at the server.

In a high-visibility corporate facility where discretion was paramount, this wasn't just a connectivity win — it was a capability gap. Trapmate operated out of sight, exactly where it needed to be. The competition simply had no answer for it.

PURPOSE-BUILT VS. REPURPOSED: THE DIFFERENCE IN THE FIELD

THE HEAD-TO-HEAD EVALUATION GAVE FACILITY LEADERSHIP EXACTLY WHAT THEY NEEDED — A CLEAR ANSWER.

Evaluation Criteria	Skyhawk Trapmate	Competitor
Environment Performance	✔ **Complete — zero drop-outs**	✖ Failed — could not maintain signal
Hub power requirement	✔ **Self-powered, battery-operated**	✖ Outlet-dependent — placement dictated by power
Sensor placement flexibility	✔ **Goes where the risk is**	✖ Dependent on their hub placement and if signal is accessible
Hardware Origin	✔ **Engineered for PCO conditions**	✖ Repurposed general IoT device
Deployment in challenging envmnts	✔ **No issues across 40,000+ sq ft**	✖ Performance degraded significantly
Evaluation Verdict	✔ **Selected — no question of a doubt**	✖ Did not meet requirements

The decision-makers reached their conclusion without ambiguity. Skyhawk Trapmate was selected as the clear, superior solution — not a marginal winner of a close comparison, but ***the standout choice.***

THE SOLUTION

The facility partnered with their pest control provider to deploy Skyhawk Trapmate as a continuous monitoring and surveillance layer, **purpose-built** for exactly this kind of environment.



WHAT MADE TRAPMATE THE RIGHT FIT WASN'T JUST THE TECHNOLOGY. IT WAS THE HARDWARE BEHIND IT.

Built for Pest Control. Not Repurposed for It.

Trapmate sensors are designed and engineered from the ground up for pest control professionals — not adapted from generic IoT devices. The Trapmate platform is purpose-built for the conditions, placements, and use cases that PCOs actually encounter in the field.

WHY THE HARDWARE MATTERS

No Wi-Fi. No IT. No Bottlenecks.

Trapmate Hubs connect via cellular — no network integration, no IT approvals, no dependency on the building's infrastructure. In a corporate environment, this eliminates weeks of procurement friction and keeps deployment in the hands of the pest control provider where it belongs.

Battery Life Measured in Years, Not Months.

ALL Trapmate devices are self-powered with replaceable batteries, designed for many years of operation. There are no outlets dictating Hub placement, no annual hardware swap-outs, and no disposal cycle. Once deployed, devices go where the risk is — not where the power is.



DEPLOYMENT

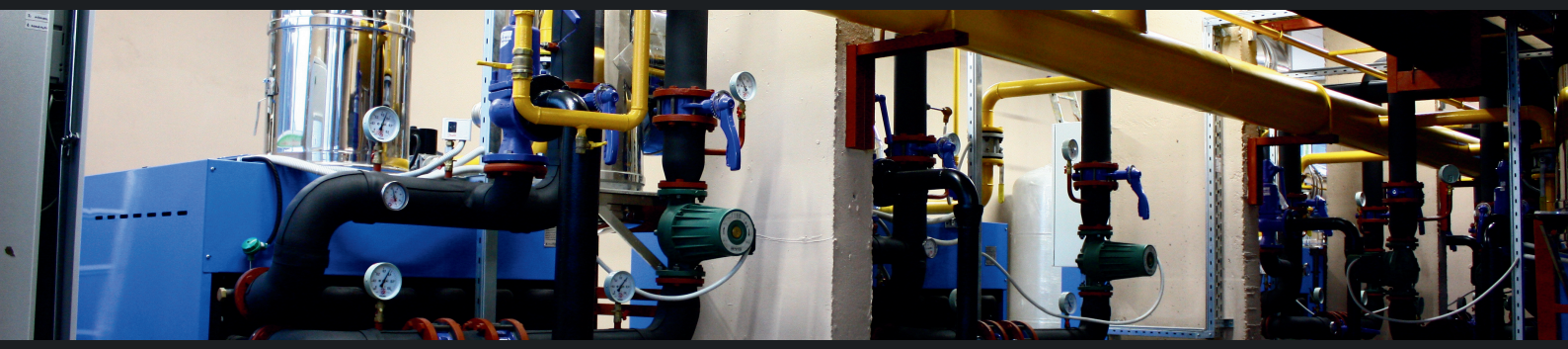
Instead of relying solely on periodic trap checks, Trapmate was implemented to create a continuous, real-time surveillance and eradication layer across key risk areas, including:



- Mechanical rooms
- Waste management zones
- Loading docks and entry points
- Interior corridors and sensitive tenant areas
- Subfloor and other high-risk voids — *the exact conditions where the competing solution failed to maintain signal*

Deployment included:

- Cellular-connected Hubs requiring no Wi-Fi or IT integration
- Battery-powered sensors on traps and monitoring points
- Strategic placement based on activity and structural vulnerabilities



THE APPROACH:
FROM ROUTINE SERVICE TO CONTINUOUS SURVEILLANCE

Trapmate enabled a shift from reactive service to a proactive, data-driven strategy:

- 24/7 Monitoring: Every trap and sensor continuously reports status in real time
- Instant Alerts: Technicians are notified only when activity occurs
- Behavioral Insights: Data reveals patterns, pathways, and pressure points
- Exception-Based Servicing: Teams respond only to verified risk areas, using data to keep small issues contained and ensure technicians focus on high-value, skilled work

THIS CREATED A TRUE SURVEILLANCE LAYER—NOT JUST TRAP MONITORING, BUT A SYSTEM THAT ACTIVELY TRACKS RODENT PRESSURE ACROSS THE BUILDING AT ALL TIMES.

A Shared System Between PCO and Facility Management

One of the most significant outcomes of the Trapmate deployment was what it enabled between the pest control provider and the facility team: a shared data layer. Both sides could see the same information — activity, trends, response history, and outcomes — in real time.

This transparency changed the dynamic of the relationship. Service decisions were no longer based on assumptions or anecdote. They were based on data — making the PCO a more credible, strategic partner and giving facility management the audit-ready documentation their stakeholders required.

THE RESULTS



Enhanced Brand Protection

- Immediate visibility into any rodent activity
- Faster response times prevented visible incidents
- Increased confidence among tenants and stakeholders

Operational Efficiency

- Significant reduction in unnecessary trap checks
- Technicians focused only on active areas
- Reduced time spent on routine checks allows technicians to prioritize investigation, exclusion, and long-term prevention
- More strategic allocation of service resources

Improved Control & Prevention

- Identification of high-activity zones and entry points
- Data-driven recommendations for exclusion and sanitation improvements
- Ongoing monitoring ensured long-term control—not just temporary fixes

Stronger Collaboration

- Shared data between the pest control provider and facility management
- Transparent reporting for audits and internal stakeholders
- Alignment on performance, accountability, and outcomes

KEY TAKEAWAY

In a dense urban environment, rodent pressure is a structural reality — not a fixable problem. What separates facilities that manage it well from those that don't is reliability, visibility, speed, consistency, and discretion.

For this facility, Trapmate delivered all of these components without any question. But more than that, it gave the pest control provider the tools to operate as a true partner — not just a vendor. Shared data, transparent outcomes, and hardware purpose-built for the conditions they're actually working in.

READY TO PROTECT YOUR FACILITY WITH REAL-TIME VISIBILITY?

See how Skyhawk Trapmate can transform your operation into a proactive, data-driven system — with hardware built for the job and a platform your PCO can stand behind.

TALK TO OUR EXPERTS
Trapmate.ai/expert

ARE YOU A PEST CONTROL PRO?

Talk to us about adding Trapmate to your service offering, call 800-760-3966 or visit us onilne.

SCHEDULE A DEMO
Trapmate.ai/demo