



# SALES PLAYBOOK

CONFIDENTIAL: For Haws® Sales Representatives Only

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# Product History & Name

RIVIVE™ symbolizes innovation and revitalization in hydration. More than a bottle filler, *RIVIVE* embodies our commitment to sustainability and exceptional user experience.

*Haws*, the originator of the modern day bottle filler in 2007, reimagined the Hydration Station™ with *RIVIVE*, revolutionizing hydration design and experience. The name, inspired by “revival,” signifies innovation.

*RIVIVE* sets a new standard for smart, sustainable hydration in schools, offices, and public spaces.

With *RIVIVE*, hydration is smart, sustainable, and effortless.



## 1001HSA.8

Chilled Recessed  
Bottle Filling Station  
with Single Fountain

CHILLED

RECESSED

ADA COMPLIANT

FILTER & STRAINER  
OPTIONS



## 1011HSA.8

Chilled Recessed  
Bottle Filling Station  
with HI-LO Fountains

CHILLED

RECESSED

ADA COMPLIANT

FILTER & STRAINER  
OPTIONS



## 1001HSA

Recessed Bottle Filling Station with Single Fountain

NON-CHILLED

RECESSED

ADA COMPLIANT

FILTER & STRAINER  
OPTIONS



## 1011HSA

Recessed Bottle Filling Station with HI-LO Fountains

NON-CHILLED

RECESSED

ADA COMPLIANT

FILTER & STRAINER  
OPTIONS



## 2000HSA.8

Chilled  
Recessed Bottle  
Filling Station

CHILLED

RECESSED

ADA  
COMPLIANT

FILTER &  
STRAINER  
OPTIONS



## 2000HS

Recessed  
Bottle Filling  
Station

NON-CHILLED

RECESSED

ADA  
COMPLIANT

FILTER &  
STRAINER  
OPTIONS



## 2000HSSM

Surface Mount  
Bottle Filling  
Station

NON-CHILLED

SURFACE

ADA  
COMPLIANT

FILTER &  
STRAINER  
OPTIONS



# Disclaimer:

These units require wet room access to the back of the unit for maintenance and filter changes. Bottom access panel not included.

## 1001HS

Recessed Bottle Filling Station with Single Fountain

NON-CHILLED

RECESSED

ADA COMPLIANT

FILTER & STRAINER  
OPTIONS



## 1011HS

Recessed Bottle Filling Station with HI-LO Fountains

NON-CHILLED

RECESSED

ADA COMPLIANT

FILTER & STRAINER  
OPTIONS



# Top 3 Differentiators

## Field Configurable Filtration



## Fits Between 16" Studs



## Easy Maintenance and Servicing





## Thoughtfully Engineered

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- **Aesthetically Appealing:** Sleek and modern design seamlessly complements any facility. Intuitive LED electronic display keeps the user informed when the water is being filtered and how many plastic bottles have been saved.
- **Field Configurable Filtration:** All models come with a 3,000-gallon filter and a 5-year strainer, providing facilities the flexibility to choose their specific filtration needs.
- **Engineered, Designed & Assembled in the USA:** This product is thoughtfully engineered for durability, functionality, and ease of use.
- **Enhanced Hygienic Features:** Includes auto-purge and shut-off to minimize misuse, easy drain removal for improved cleaning, and an offset drain to reduce splashing.
- **Compliance:** 34" height for complete ADA compliance with 100% lead free waterways.

## Reliability & Durability

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- **Stainless Steel Construction:** The bottle filler and alcove are made from 16-gauge Stainless Steel, which ensures both durability and longevity.
- **Best-in-Class Sensor:** Our bottle filler sensor sets the standard with high vandal resistance, scratch resistance, and resistance to water droplet fouling, ensuring reliable operation.
- **Drinking Fountain Push Buttons:** Equipped with solid steel, industry-leading model 5874 push button valves, providing durability and superior performance.
- **Energy Savings:** The chilled model conserves energy by turning off when not in use, which extends the unit's lifespan and reduces power consumption.
- **Robust Bubbler Head:** Features an anti-rotational, screwed-in-place bubbler head with self-regulating flow, eliminating the need to adjust for varying incoming water pressures.

## Ease of Install

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- **Smallest Footprint:** Bottle filler-only models are designed to fit within a 2x4 constructed wall between 16” studs, ensuring straightforward installation.
- **Intuitive Installation:** Featuring compact and well-placed drains, accessible electrician finish terminations, and ample space for a water stop, electric junction box, and drain connection.
- **Self-Squaring Mounting System:** Our user-friendly mounting system allows for adaptable and simple installation.
- **Matches Competitive Specifications:** These models are designed to match the specifications of many competitors, enhancing the *Haws* Hydration portfolio.

## Ease of Maintenance

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- **Easy Maintenance:** Filter changes are simplified with an accessible front panel and a quick-change filter system.
- **User-Friendly Interface & Programming:** Customizable settings allow users to schedule and adjust functionality for energy savings and enhanced performance. Equipped with a battery backup to save settings during power loss, an easy-to-read display, and a front-accessible program button for convenient operation.
- **Hygienic 24-Hour Purge:** Unique to *Haws*, the unit automatically purges water every 24 hours when not in use, significantly reducing the risk of waterborne pathogens like *Legionella*, making it particularly beneficial for healthcare and school environments.
- **Quick Onsite Support:** Easy access QR codes to documentation, along with how-to videos and online documentation for technical support needs.

Company	Haws	Oasis	Elkay
<b>Model</b>	1011HSA.8	M8CREBF w/036700-001 & 041253-001	LZWS-LRPBM28K
<b>List price</b>	\$7,556	\$7,597	\$9,027
<b>Bottle Filler Material</b>	Heavy duty Stainless Steel, 16-gauge bottle filler alcove, 14-gauge fountain bracket with 18-gauge bowl.	20-gauge Stainless-Steel alcove and fountains.	Stainless-Steel fountains with plastic bottle filler alcove.
<b>Ease of Installation</b>	Integrated mounting plates hold fountains in place. Engineered waste plumbing with enough access room for water stop, electrical junction box, filter and drain connections.	No detail is given for installing the waste plumbing or electrical.	Installers of the Elkay product may encounter challenges when it comes to the proper installation of waste pipes, and their technicians may require additional guidance.
<b>Lighted Enclosure, Fill Rate, Laminar Flow and Bottle Size</b>	Large LED lighted 12" bottle opening with quick 1.2 gpm fill rate and laminar flow.	LED lighted 13" large bottle opening and quick 1.1 gpm fill rate with laminar flow.	Large 12" bottle opening with 1.5 gpm fill rate and laminar flow, but does not have a lighted enclosure.
<b>LED Display</b>	Display menu which shows sensor range adjustment, factory reset, software/firmware version readout and error readout, along with bottle counter showing number of bottles saved.	Shows gallons used, if gallon or liter, filtered or unfiltered, flow rate, filter capacity, bottle count and number of seconds max dispense time.	Upon start up, the display will show which BF model Elkay is using, bottle count and IR sensor range. Program also controls filter status LED.
<b>Bottle Filler/ System Filter</b>	3000 gallon (11356 L) capacity. Field configurable, includes both filter and strainer options.	4750 gallon (17980 L) capacity Versafilter III.	3000 gallon (11356 L) capacity filter cartridge, with filter replacement indicator light.

<b>Company</b>	<b>Haws</b>	<b>Oasis</b>	<b>Elkay</b>
<b>Model</b>	<b>1011HSA.8</b>	<b>M8CREBF w/036700-001 &amp; 041253-001</b>	<b>LZWS-LRPBM28K</b>
<b>Filter Operation</b>	Flashing change filter icon alert at 10% capacity remaining. Upon expiration display will read change filter but continue to dispense water. Field configurable filtration as either filtered or non-filtered. A 6434 strainer can take the place of the filter using the same mounting head if filter is not wanted.	LED indicator light will turn yellow and read 80% used, and turn red and read 100% used though water will continue to flow.	When filter expires the filter indicator light turns red, though flow of water will continue.
<b>Filter Replacement</b>	Front access for changing smart filter which incorporates easy set, change and monitor reset.	Front access to filter though drawing does not indicate where to mount filter.	Front access to filter.
<b>Energy Efficient</b>	Smart energy savings feature powers down refrigeration after 2 hours of non-use, automatically starts again when used.	N/A	N/A
<b>Auto Purge</b>	Auto purge feature automatically cycles once every 24 hours.	N/A	N/A
<b>Vandal-Resistant Sensor</b>	Vandal-resistant sensor resists scratching and water droplet fowling, and is separated from display for maintenance.	No mention of sensor durability.	No mention of sensor durability.
<b>Fountain Vandal Resistant Components</b>	Vandal-resistant components include the bubblers, bowls, buttons, and bottom plates.	Bottom plates and valve buttons. Bowls can be removed with one screw - not vandal resistant.	Valve button and bowl.

# Education

## 1. Vandal Resistant

- Best-in-Class Sensor
- All Stainless-Steel Unit
- Industry-Leading Push Button
- Anti-Rotational Bubbler Head

## 2. Hygienic Features

- 24-Hour purge
- Touchless Bottle Filler Activation
- Simple Drain Cleaning
- Tankless Chiller

## 3. Sustainability

- Programmable Settings
- Chiller Energy Savings
- LED Electronic Bottle Display

# TOP MODELS

1001HSA.8



1011HSA.8



# Transportation

## 1. Maintenance & Serviceability

- Front-Access Maintenance and Filter Replacement
- Filter Selection Flexibility
- User-Friendly Programming

## 2. Vandal Resistance

- Best-in-Class Sensor
- All Stainless-Steel Unit
- Industry-Leading Push Button
- Anti-Rotational Bubbler Head

## 3. Aesthetical Appealing Design

- Clean & Modern Design
- All Stainless-Steel Unit
- Intuitive Led Electronic Display

## TOP MODELS

2000HSA.8



1011HSA.8



# Healthcare

## 1. Hygienic Features

- 24-Hour purge
- Touchless Bottle Filler Activation
- Offset Drain Placement
- Simple Drain Cleaning

## 2. Easy Maintenance & Serviceability

- Front-Access Maintenance and Filter Replacement
- Filter Selection Flexibility
- User-Friendly Programming

## 3. Vandal Resistance & Durability

- Best-in-Class Sensor
- All Stainless-Steel Construction
- Industry-Leading Push Button
- Anti-Rotational Bubbler Head

## TOP MODELS

2000HSA.8



1011HSA.8



# Architect

## Aesthetic Appeal

- All Stainless Steel
- Modern design

## Meets and Exceeds Current Competitive Specifications

- All the features of the product they are familiar with plus additional new technology
- Vandal resistant, durable and high quality extends life of the product
- Energy savings helps achieve sustainability goals

## Ease of Install and Footprint

- Fits into a smaller space while maintaining compliance
- Easy for the installer, saves time, easy to live with







# Engineer

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## Ease of Specification

- Model is inclusive of all mounting frames and components
- Meets ADA 34" compliance, NSF/ANSI/CAN 61 & 372 and CSA Certified
- Field configurable filtration
- Specs meet and exceed the competition

## Ease of Install and Footprint

- Smaller footprint allows for more flexible installation options
- Compact and well-placed drain configuration
- Ample space for additional installation needs

## Vandal Resistant

- Best-in-Class sensor
- All Stainless Steel, more durable and longer lasting product
- Hidden access panel, anti-rotational bubbler, Stainless-Steel body valve system

# Contractor

## Ease of Install

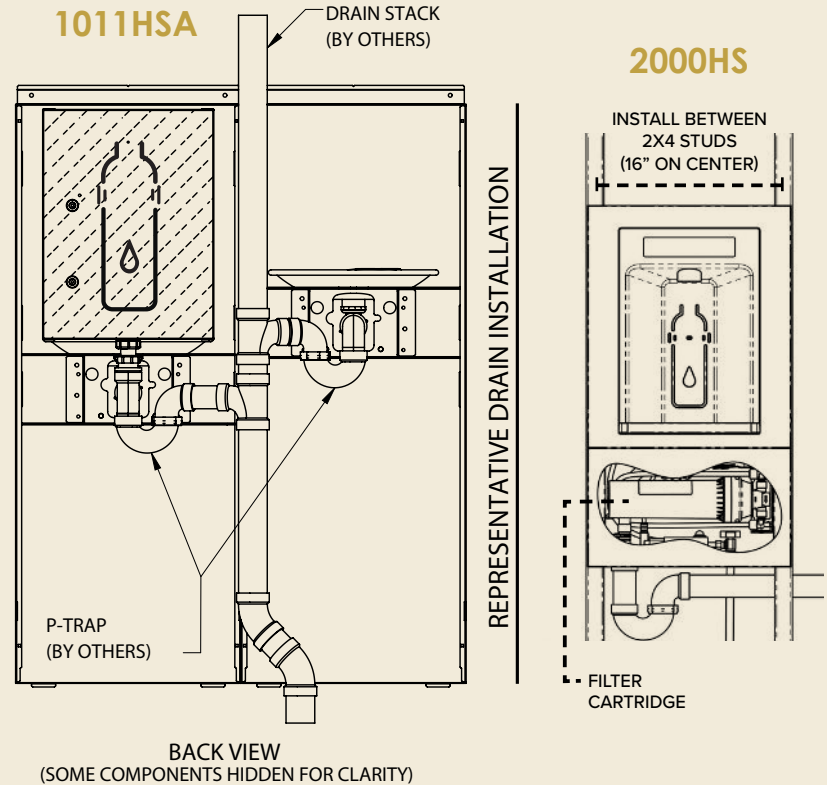
- Time savings with fewer installer visits
- Frame cross bracing
- Drain configuration has been simplified, fits standard wall depth and stud spacing

## Install Support Documentation

- QR codes for quick access to documentation
- Install and servicing technical support materials and videos

## Ease of Specification

- Model is inclusive of all mounting frames and components
- Meets ADA 34" compliance, NSF/ANSI/CAN 61 & 372 and CSA Certified
- Field configurable filtration
- Specs meet and exceed the competition





# Facility Manager

## Vandal Resistant

- Best-in-Class sensor
- All Stainless-Steel unit
- Industry-Leading push button
- Anti-Rotational bubbler head

## Easy Maintenance & Serviceability

- Front-Access maintenance and filter replacement
- Filter selection flexibility
- User-Friendly programming

## User-Friendly Interface & Programming

- M-F & Sa-Su schedule
- Battery back-up to save settings during power loss
- Easy to read and understand display with front accessible program button

# Sales Rep Toolkit

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## Access these resources and more on our Rep Resources page

- Competitive Comparison
- High-Res Images
- Product Brochure
- Product One-Page Flyer
- Product Overview Videos
- Product Presentation
- Rep Resources Page (URL/QR Code)
- Social Media Images

[www.hawsc.com/reps/rivive-rep-resources/](http://www.hawsc.com/reps/rivive-rep-resources/)

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