

You're a community champion. Put us in your energy corner.

Achieve your vision and minimize
your upfront investment



In the public arena, you face daunting challenges:

- › Strained budgets and rising operational costs
- › Aging facilities and outdated systems and technology
- › Need to educate and change behaviors impacting the environment and your bottom line
- › Mounting political and public pressure for financial stewardship and environmental sustainability

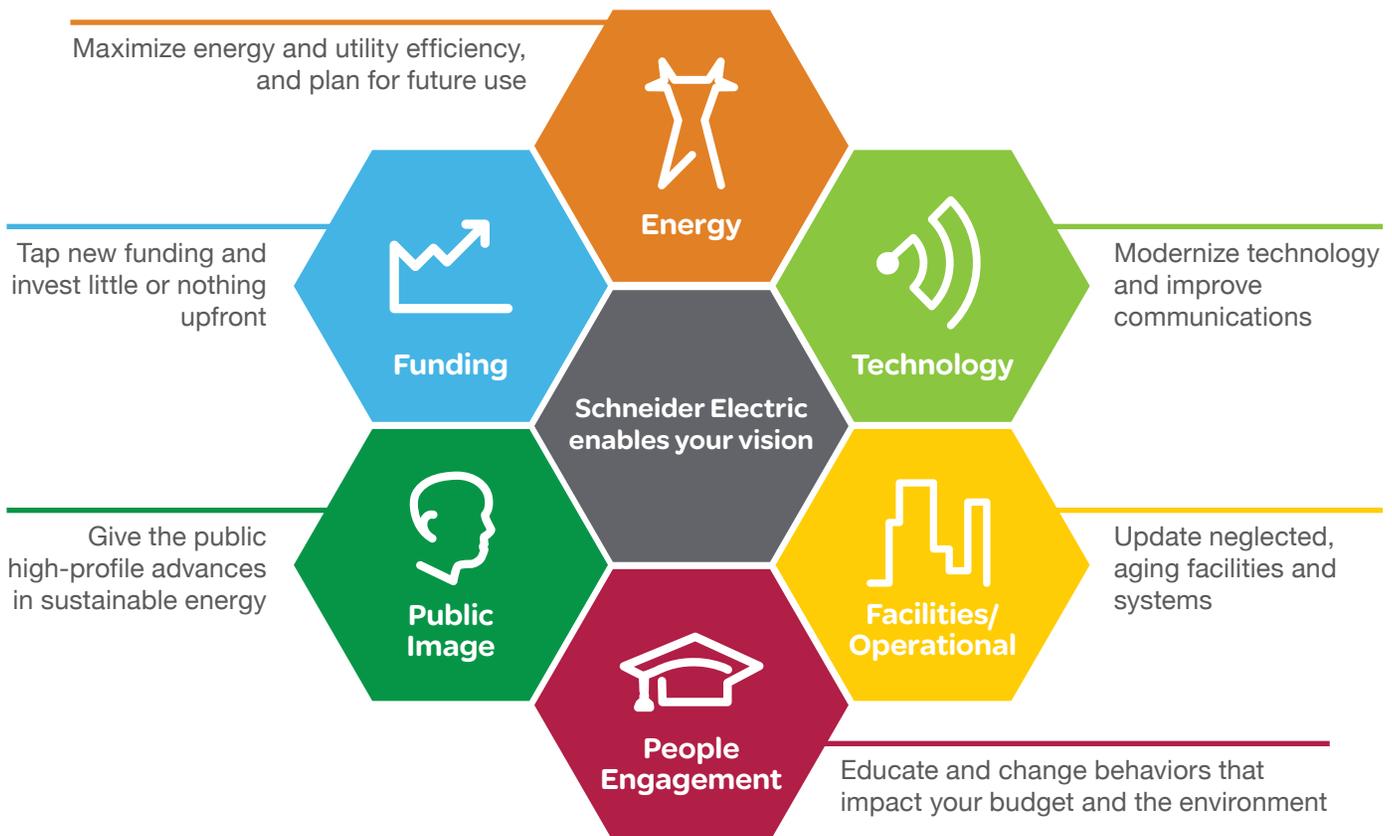
Is your bold vision mired in financial realities?

Schneider Electric optimizes your energy spend so you can hit your biggest goals.

As a steward of public funds, you know you must stretch your budget and staff resources to keep your facilities operational today. But as a community leader, you have a vision for the future that goes beyond this year's budget negotiations. Maybe you need to manage rising energy costs. Or renovate aging building systems. Or upgrade your communications technology. Or address public and business concerns about sustainability. Chances are good that you need to achieve all these goals and more, with a shrinking budget.

It seems there's never enough time, money or expertise to make the big strides you envision.

It's time for a new way of thinking. With a wide array of experience, expertise and strategic alliances, Schneider Electric can help you meet the operational demands of today while making the advances that make a real difference for tomorrow. Through our Enable program, we align our expertise with your goals and enable you to achieve your vision. **Best of all, we can help you find the revenue to fund it.**



When 'business as usual' isn't good enough

The Enable program is a proven, non-traditional approach

Energy is your single largest controllable expense. Every energy dollar you save through conservation is a dollar you can use for capital improvements. With our performance contracting, you can use energy savings to fund major capital improvements – enabling initiatives that meet your biggest goals. Sound too good to be true? We guarantee it. In the unlikely event the project doesn't generate the savings we forecast, we'll write you a check for the difference. Your return on investment is assured.

Our results speak for themselves

Your vision is serious. And so is our commitment to helping you achieve it. Expert design. Flawless implementation. Significant energy savings. Over our 100-year company history, countless clients have testified that Schneider Electric delivers on promises.

Client type: K-12 School District

Vision: A forward-thinking school district dedicated to quality learning by providing students with opportunities and resources to achieve academic excellence.

Vision enabled: Achieved their "wish list" of facility improvements, including a new solar learning lab, even with critical needs and a tight budget

- › Lighting retrofits, occupancy sensors, exterior lights
- › Centralized BAS
- › Major mechanical system and equipment modifications
- › Water system commissioning
- › Computer optimization program
- › Solar learning lab

Total savings: \$6.7 million over 20-year contract

Client type: Regional Medical Center

Vision: Critical hospital that cares for people in 15 communities on the plains, where temperatures reach triple digits

Vision enabled: Comprehensive facility upgrades improved patient comfort, increased system reliability, and decreased operational expenses.

- › Cooling tower, chiller, and chilled water pumps
- › Domestic hot water tank
- › Central plant piping
- › A/C unit for server room
- › Control system additions/modifications
- › Lighting retrofit in physicians' offices

Total savings: \$1.6 million over 15-year contract



"Our partnership with Schneider Electric delivers far-reaching benefits...and has been the best possible decision for our students, staff and community."

Dr. Judy Berry
Superintendent



"We now have peace of mind that our hospital is operating under optimal conditions during the cooling season."

Robert H. Bean, Ph.D.
President and CEO, SRMC

Client type: Public University

Vision: A national leader in education that wants to create the "Pathway to the Future" in the areas of student success, infrastructure investment, research solutions, organizational improvements, and outreach.

Vision enabled: A performance contract fast-tracked building upgrades to improve learning environment, overcome funding uncertainty, and a backlog of repairs.

- › Lighting retrofit
- › EMS upgrades
- › Cooling tower replacement
- › Solar-thermal heating system
- › Water conservation fixtures
- › Mechanical system modifications
- › Building envelope upgrades
- › Utility sub-meters

Total savings: \$37 million over 20-year contract



"Through performance contracting, we're able to take on these projects immediately without incurring cost to the taxpayer or the students."

Kevin McNaughton
Associate Vice Chancellor for
Facilities

Client type: Municipality

Vision: A small municipality with "big" thinking will attract tourism and development

Vision enabled: Deferred maintenance and infrastructure improvements were funded through existing operating budgets.

- › Major HVAC replacements
- › Water conservation, irrigation control, rainwater harvesting
- › Irrigation well for sports complex
- › Security lighting for airport & hangars
- › Interior/exterior LED lighting, occupancy sensors & daylight harvesting
- › Solar panel system for interactive kiosks
- › VoIP telecommunication system
- › On-site pool chemical generation
- › Marketing & PR program to promote initiative

Total savings: \$4.2 million over 20-year contract



"We liked the fact that we were able to upgrade a number of aging mechanical, lighting and plumbing fixtures without creating a drain on our general fund to get them."

Michael Thompson
City Administrator

Imagine if you could have everything you want for your community.

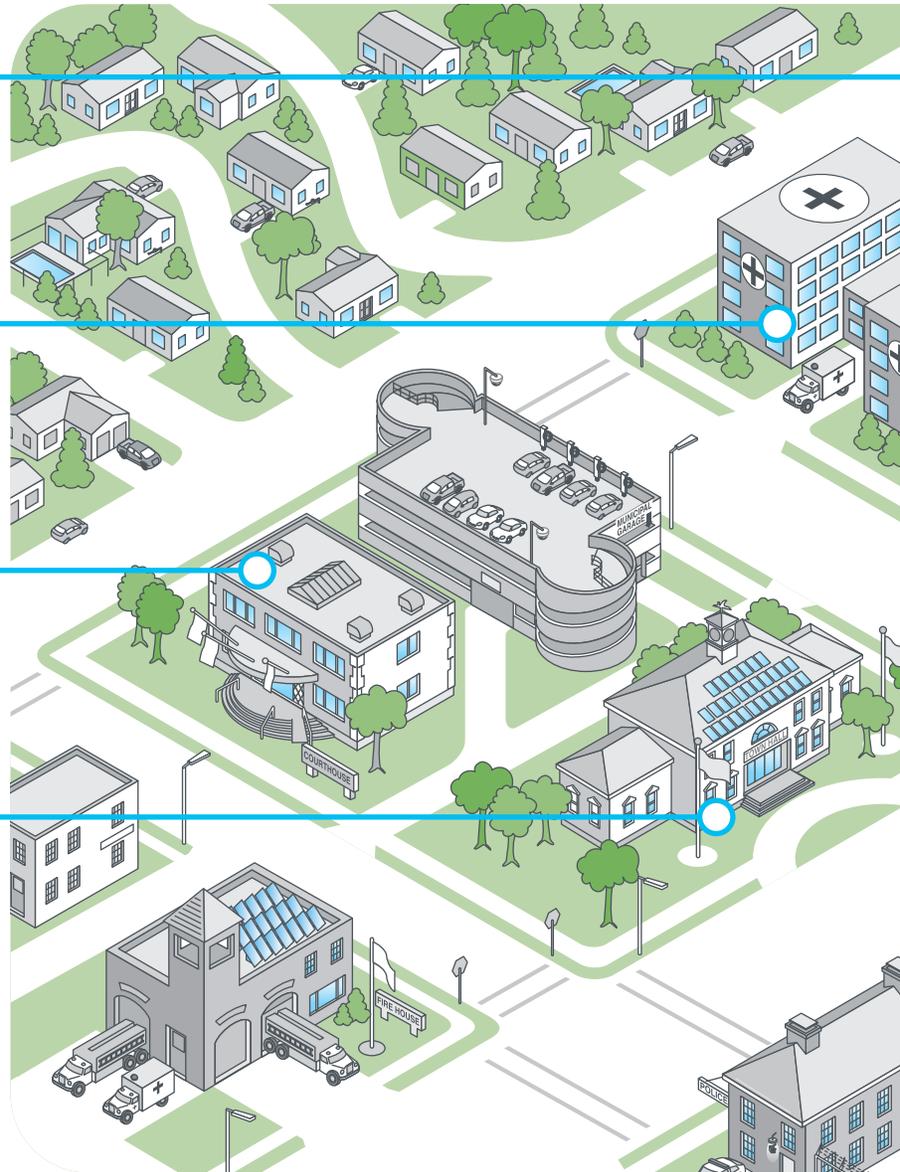
Our capabilities can enable your ultimate vision.

Water/wastewater solutions reduce energy consumption by up to **30%**

Energy comprises over **50%** of the typical **hospital's** operating and maintenance budget.

HVAC accounts for **40%+** of a building's energy consumption

A performance contract stimulates the economy for a municipality or county, creating jobs, driving business sales, and generating additional tax dollars



Energy:

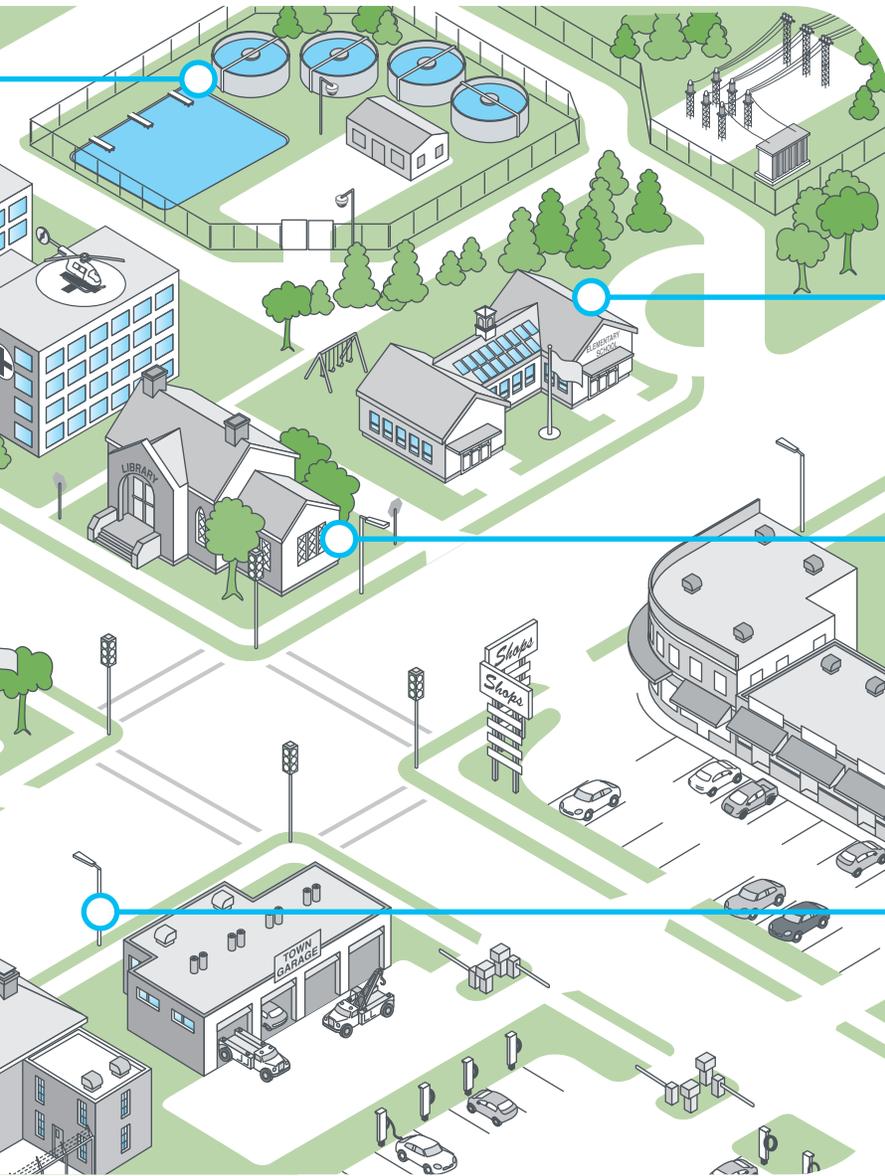
- › Energy Management
- › Utility Analysis & Procurement
- › System Commissioning
- › Water-Wastewater
- › Renewables & On-site Generation
- › Sustainability Planning

Technology:

- › Voice Over IP
- › IT Energy Management
- › Energy Dashboards
- › Water Management Technology
- › Energy STAR/LEED Assessments
- › Security

Facilities/Operations:

- › Design/Build Services
- › Capital Planning
- › Building Analytics
- › Facility Maintenance Planning
- › Training
- › Fleet Conversion & Management



Studies show **students'** performance increased by an average of **15%**, and up to **30%**, within improved indoor climate conditions.

42% of four-year colleges in the US have found environmental or sustainability programs help recruit students

Lighting represents **40%** of a building's energy use.

Public Image

- › Sustainability Branding
- › Marketing & Events Support
- › Communications Strategy
- › Kiosks & Dashboards
- › Media Engagement

People Engagement

- › MyEnergyUniversity®
- › Learning Labs
- › Community Involvement/Outreach
- › Green Teams
- › Conserve My Planet®

Funding

- › Finance Services
- › Grants, Rebates & Incentives
- › Capital Lease-Purchases
- › Bond Programs
- › Off-Balance Sheet Structures

Why partner with Schneider Electric?



Peace of mind

Our proven track record includes hundreds of successfully completed performance contracts, which have saved our clients more than \$1 billion.



Promises kept

In the unlikely event our projects do not deliver the savings we forecast, we make up the difference. We have never been in litigation over a performance contract.



Superior financial packages

We have unmatched knowledge of and relationships with financial resources. Your financial package will be designed to deliver maximum benefits to your organization.



Recognized as a trusted industry leader

- › Ranked #13 in the top 100 list of the **world's most ethical companies** by Ethisphere (2011, 2012, 2013)
- › Highest-ranked energy services company (#13) among the top 100 of world's **most sustainable** corporations, as named by Corporate Knights, Inc.
- › Ranked #5 on Fortune magazine's 2013 list of **World's Most Admired Companies®**, in the Industry/Electronics category



Visit us online to learn more about our solutions.

Visit the websites below or call **800-274-5551** for more information.



Learn more about our performance contracting solutions
www.schneider-electric.us/go/performancecontracting

Additional solutions for water/wastewater facilities
www.schneider-electric-water.com

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