



An intelligent approach to funding your campus improvements

Leverage energy efficiency to modernize infrastructure and boost sustainability

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Schneider
Electric

Update infrastructure. Modernize technology. Improve security and comfort.

Meet today's operational demands while making advances for tomorrow

Student achievement and well-being are your main focus. Your vision is to create a high-performance learning environment that drives student success and prepares them for the future. Additionally, you want your college or university to be a "college of choice" to help attract new students and staff. But the cost of success is increasing along with your operating costs. At every turn, you are competing for the funding you need to support your strategic goals.

A solution is here

Whether you're renovating existing facilities or building new ones, Schneider Electric can help enable a wide variety of infrastructure solutions with funding leveraged through a comprehensive capital recovery and reinvestment program. Our experts will help strengthen your college's brand, alleviate deferred maintenance, modernize facilities and technology, and engage students without an increased burden on tuition or tax payers. We'll help enable your vision to improve the learning environment with little or no upfront capital.

Program overview

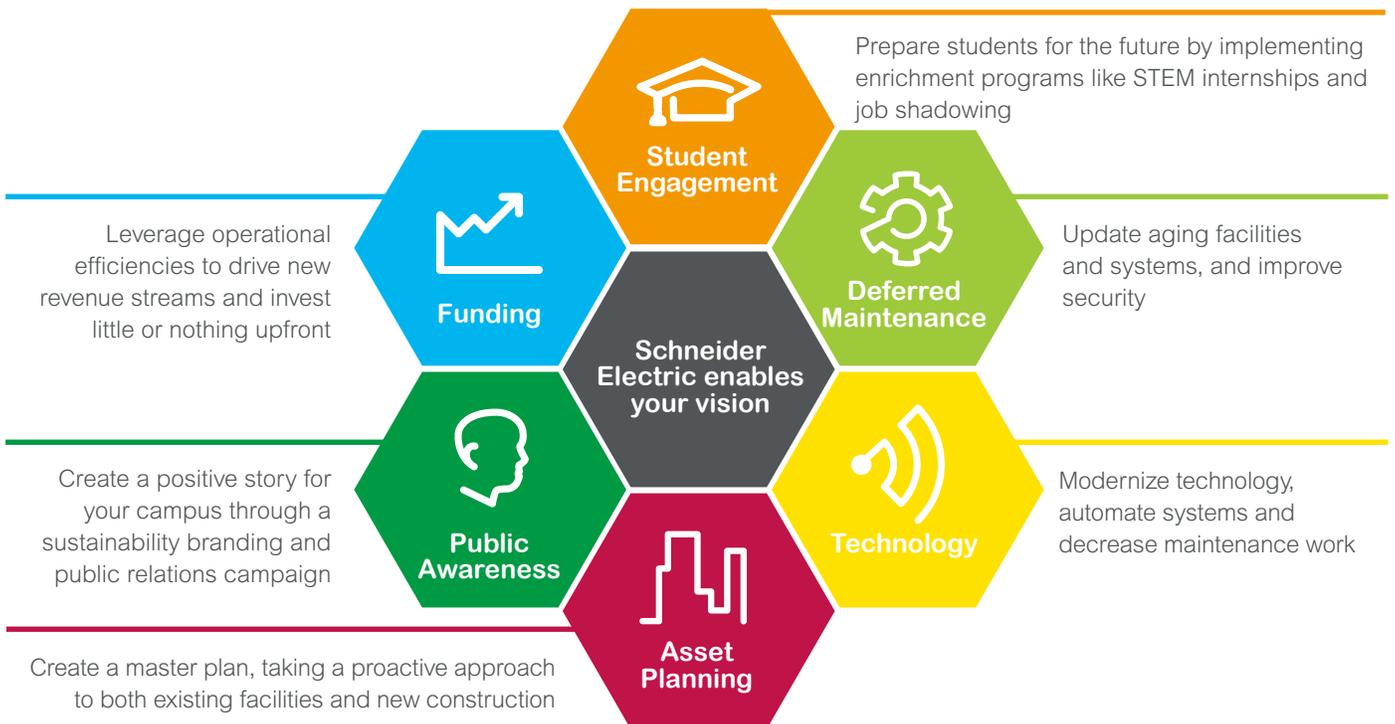
Comprehensive program includes design, construction, performance guarantee

Single point of contact manages every detail of your project to mitigate performance risk

Collaborative approach to project development helps achieve your vision

Free up operational dollars for other priorities or unlock additional funding

Imagine if you could have everything you want for your college



Results that speak for themselves

Salem Community College Carney's Point, New Jersey

Program goals:

The campus-wide efficiency project significantly reduced energy costs, while advancing goals of net-zero energy status and improved learning environments.

Funding:

- New Jersey's Energy Savings Improvement Program (ESIP)
- Tax-exempt lease purchase
- Utility rebates

Solution highlights:

- Intelligent building automation improves efficiency and control
- Water conservation reduces costs
- Building weatherization and window tinting improve comfort and efficiency
- IT management system reduces energy use and provides emergency backup power
- Solar power purchase agreement and natural gas procurement reduce supply-side energy costs



Results:

The first project of its kind for New Jersey higher education, the college transformed its facilities and reduced utilities by 42 percent, saving \$296,000 annually with no impact to taxpayers.

Columbia Basin College Pasco, Washington

Project background:

The college embarked on a multi-phased energy and sustainability project to future-proof facilities and reduce its carbon footprint in a financially responsible way.

Funding:

- Energy savings used to offset costs
- Washington State Department of Commerce grants
- Incentives from local utility companies

Solution highlights:

- Photovoltaic solar array advances goal of carbon neutrality by 2020

- Campus-wide energy metering system improves data collection and system efficiency
- Lighting retrofits and occupancy controls improve aesthetics and energy efficiency
- Intelligent building automation increases efficiency of operations staff
- Mechanical upgrades replace failing systems and improve comfort
- Animated campus street sign helps communicate results to the community



Results:

The three-phased project reduced utility costs by 26 percent, generating over \$2.3 million in savings. The annual carbon footprint reduction is equivalent to removing 1,836 cars from the road or planting 360,800 trees.

Missouri Western State University St. Joseph, Missouri

Program goals:

The university launched an innovative efficiency project to reduce energy consumption and decrease its carbon footprint while making a significant improvement to the learning environment.

Funding:

- Energy savings paid for 100% of project costs
- Tax-exempt lease purchase
- Utility rebates

Solution highlights:

- Lighting retrofits and controls improve comfort and efficiency
- Campus-wide intelligent building automation optimizes energy and operational efficiencies
- Building sub-metering improves data collection and reporting
- Water fixture retrofits conserve water and reduce sewage
- Building envelope improvements reduce wasted energy
- Mechanical upgrades improve comfort and system reliability



Results:

MWSU improved energy efficiency in 24 buildings across the campus, generating over \$7 million in energy savings and eliminating over 4,400 metric tons of CO₂ from the atmosphere.

Why partner with Schneider Electric?

Life Is On



Peace of mind

Our proven track record includes more than 625 successfully completed performance contracts, which have saved our clients \$1.6 billion.



Real savings

We understand that actual cost reductions are important to our customers. Real, verifiable savings are the foundation of our program. In the unlikely event our projects do not deliver the savings we guarantee, we make up the difference. We have never been in litigation over a performance contract.



Superior financial packages

We have unmatched knowledge of a wide variety of financial resources available to your higher education institution. Your financial package will be designed with minimal up-front costs or debt impact to deliver maximum benefits to your college.



Recognized as a trusted industry leader

- Ranked in the top 100 of the world's most ethical companies by Ethisphere (2011 - 2015)
- Highest-ranked energy services company (#12) among the top 100 of world's most sustainable corporations, as named by Corporate Knights, Inc.
- Ranked #7 on Fortune magazine's 2015 list of World's Most Admired Companies in the Industry/Electronics category

What our clients are saying

"This project will improve indoor air quality and temperature control, provide new virtual computer labs and advance our goal of approaching net-zero energy status. By partnering with Schneider Electric, we can achieve all this with no impact to taxpayers."

- Dr. Michael Gorman, President,
Salem Community College

"Since 2009, Schneider Electric has been a key partner in helping us improve our facilities, decrease our costs, and optimize our consumption of resources."

- Bill Saraceno, Sr. VP, Administration
Services, Columbia Basin College

