



# Infrastructure and technology upgrades that drive your community further

Change the way your municipality does business with little or no up-front cost

[www.enable.schneider-electric.com](http://www.enable.schneider-electric.com)

Life Is On

**Schneider**  
Electric

# Update infrastructure. Modernize technology. Improve security and comfort.

Meet the operational demands of today while making advances for tomorrow

Providing an excellent quality of life for your citizens is your main focus. Your vision is to create a safe, comfortable environment that drives economic success and community engagement. You know that modern infrastructure and technology help promote community growth and attract new businesses and residents. 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

Schneider Electric can help you prepare your community for the future with innovative solutions and creative funding leveraged through a comprehensive capital recovery and reinvestment program. Our experts will help you reinvest in your city or county in order to strengthen your municipality's brand, modernize facilities and technology, generate revenue, engage citizens, and ultimately drive your community further.

## Program overview

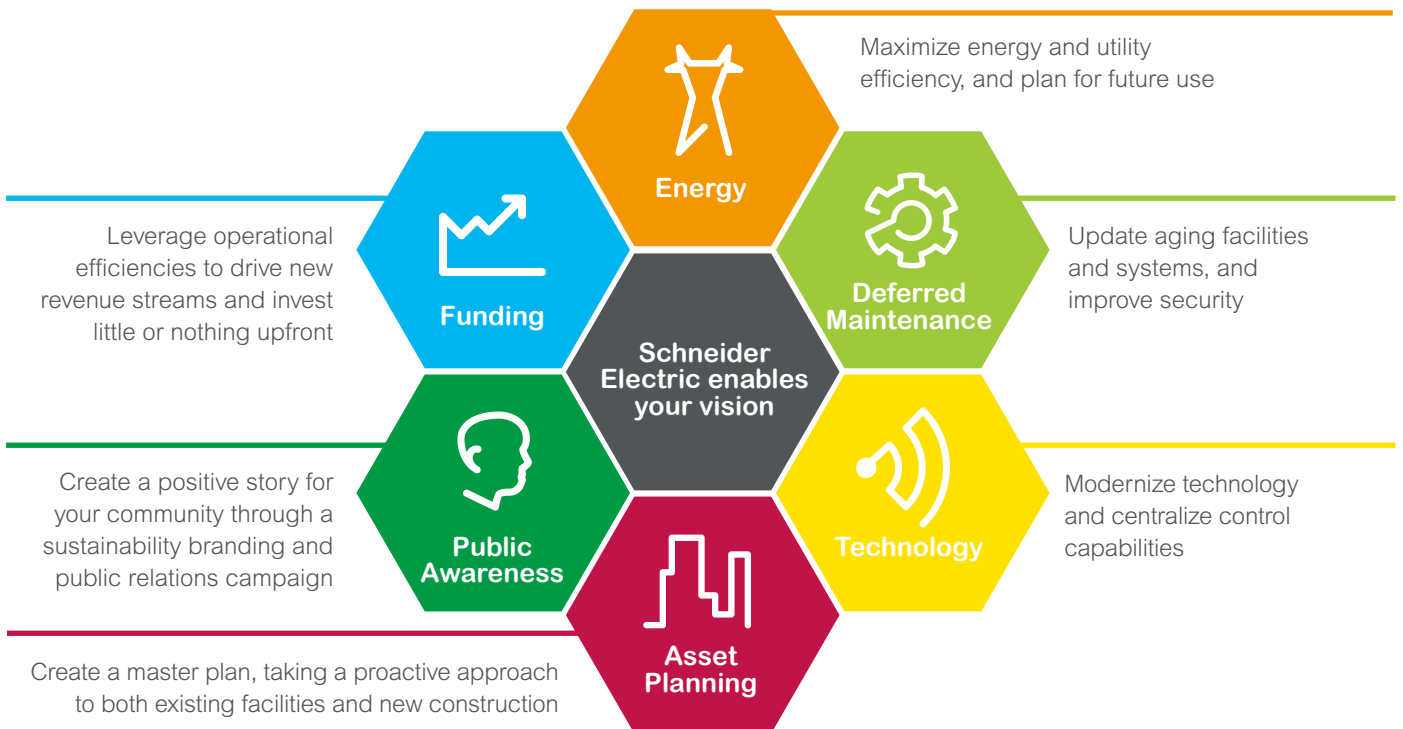
Comprehensive program includes design, construction, performance guarantee

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 you could have everything you want for your municipality



# Real results that speak for themselves

## Dallas County

Dallas, TX

### Project background:

Competing in a global market place, Dallas County needed to address deferred maintenance and modernize infrastructure to attract businesses and future-proof facilities for population growth, all without raising taxes.

### Funding:

- Energy savings used to offset costs
- Tax exempt lease purchase as an alternative financing approach
- \$600,000 in total collective utility rebates and tax credits

### Solution highlights:

- Lighting system upgrades with occupancy sensors and security features
- New switchgear and electrical panels improve power reliability
- Building automation system improves control and efficiency
- Mechanical replacements and renovations improve indoor air quality and occupant comfort
- Water conservation controls/fixtures



### Results:

Dallas County has partnered with Schneider Electric over the last 5 years to implement a long-term infrastructure management plan that has helped modernize 54 buildings and generate over \$71 million in savings to help fund the improvements.

## City of Holland

Holland, MI

### Project background:

With aspirations to be a national leader in energy efficiency and sustainability, City leaders adopted a progressive Community Energy Plan with goals to ensure economic competitiveness, provide reliable and affordable energy, and protect the environment.

### Funding:

- Energy savings used to offset costs
- Tax exempt installment purchase agreement

### Solution highlights:

- Efficient LED SMART lighting improves safety and security
- City-wide building automation controls and reduces energy use
- Mechanical renovations replace failing equipment and improve occupant comfort
- New community pool mechanical design and controls save water and chemical treatment costs
- New windows in historic City Hall improve efficiency and protect aesthetics



### Results:

By eliminating 1,200 tons of CO<sub>2</sub> per year, Holland is on the way to meeting its energy and sustainability goals. Energy savings of over \$4.3 million helped fund the upgrades.

## City of Tupelo

Tupelo, MS

### Project background:

As a hub for tournaments and events, sports tourism serves as a major economic driver for the City of Tupelo. Due to constant use, many fields and facilities needed maintenance and improvements. The City turned to Schneider Electric to revamp its buildings and parks, and used money already set aside for utilities to help fund it.

### Funding:

- Energy savings used to offset costs
- 16-year energy efficiency lease purchase agreement

### Solution highlights:

- Professional sports lighting at 27 fields increases night-time event capacity
- Energy efficient lighting in city buildings improves working environment
- Advanced LED exterior lighting improves safety and security at public facilities
- Centralized building automation system allows operations team to control HVAC equipment city-wide
- Weather stripping and sealant to increase indoor comfort



### Results:

Nearly \$3 million in utility savings helped fund Tupelo's sports lighting project, which will benefit the local economy for years to come.

# Why partner with Schneider Electric?

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## Peace of mind

Our proven track record includes more than 575+ successfully completed performance contracts, which have saved our clients \$2 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 municipality. Your financial package will be designed with minimal up-front costs or debt impact to deliver maximum benefits to your community.



## 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

"We found a solution with Schneider Electric that allowed us to reinvest in our city, modernize our infrastructure, and **capture new sports tourism opportunities.**"

- Mayor Jason Shelton,  
City of Tupelo

"We believe Schneider Electric to be a world-class organization. They conduct themselves with the utmost professionalism, they are very client-oriented, and they always deliver on schedule."

- Steve Girardi,  
Deputy Director of General Services,  
City of Houston

