



Guaranteed Performance-based Solutions

Invest your energy savings back into your facility

Building Technologies

SIEMENS



Guaranteed Performance-based Solutions use funds saved from reduced energy use to finance energy upgrades and improvements

The hidden expense of aging equipment and building technologies can quickly add up and affect your organization's bottom line. Installing new, efficient equipment is the answer to lowering your facilities' energy use and reducing greenhouse gas emissions.

How do you finance energy-efficient upgrades and equipment without requiring the use of your organization's capital funds?

Siemens Guaranteed Performance-based Solutions – An Unbeatable Formula

Siemens Guaranteed Performance-based Solutions allow facility and capital improvements to be made and funded through the energy savings of your facilities. Our professionals formulate, design and implement customized solutions that can reduce your operating expenses, while providing the additional value of new, energy-efficient, environmentally responsible equipment.

Siemens solutions offer:

- Facility investments paid for through energy savings
- Professional energy management
- Improved occupant comfort
- Single source accountability
- High-performance, sustainable buildings
- State-of-the-art equipment upgrades

Our Guarantee ensures energy consumption savings throughout the contract period. If the agreed upon energy goals are not met, Siemens pays the shortfall. If your energy savings surpass the Guarantee goals, you receive 100 percent of the excess savings – an unbeatable formula for our customers.

In Your Community—24/7

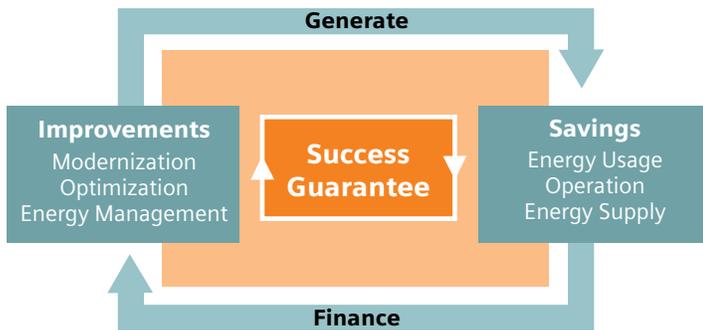
At Siemens, we have a vested interest in your project's success. After all, we are part of your community. With more than 100 branch offices nationwide and 1,500 dedicated service personnel, your project will be managed by local professionals who understand community specifications and know the local contractors on your job. Available 24-hours-a-day, seven-days-a-week, Siemens service teams are available to you throughout the lifecycle of your facility and our close proximity not only allows us to serve you better, but makes us more cost competitive as well.

The Guaranteed Performance-based Solutions Process

Working with your in-house energy professionals, Siemens experts structure a comprehensive plan tailored to your strategic and technical business goals – while promoting energy conservation and minimizing your facility's impact on the environment.

The Siemens process provides:

- A preliminary analysis to determine your organization's energy use and identify areas to maximize energy savings
- A detailed energy analysis to determine the improvement measures that make the most impact on your facility and your organization's bottom line
- The delivery and installation of new equipment and the implementation of facility improvement measures
- Regular measurement and verification to ensure savings are maximized



Individual contracts may include work for a single improvement, such as heating and cooling systems, or a package of energy-efficient upgrades for multiple facilities. In addition, performance-based contracts can be structured to include additional "non-energy" capital projects and improvements.

Harness the Power of Performance-based Solutions To Meet Your Green Building Goals

Pursuing environmental goals often requires significant capital investment in the areas of HVAC, lighting, water efficiency and building envelope improvements in order to bring an existing building's infrastructure to current green building standards.

The benefits of green buildings are wide-ranging with many economic advantages – from delivering operating efficiency in facilities, to increased property values, healthier interior environments and generating good community and shareholder relations.

With specific green goals and objectives in mind, a Guaranteed Performance-based Solution can help align an organization's sustainability mission with the realities of existing infrastructure – designing facility improvements to meet LEED Certification, including ENERGY STAR™ labeling.



Specific areas include:

- Optimizing energy and water efficiency
- Reducing greenhouse gas emissions
- Improving indoor air quality and occupant comfort
- Installing meters, sub-meters and energy management systems
- Ongoing reporting and monitoring of building performance
- Leveraging energy, water and operational savings to fund specific, sustainability measures
- Providing renewable and alternative energy

A consistent, whole-building approach to sustainability is multi-disciplined, and Siemens has the experts to help you meet your green building goals at any stage of your building's life-cycle.

Siemens Building Technologies

As a leading provider of energy and environmental solutions, building automation and control technologies, fire safety and security system solutions, Siemens Building Technologies makes buildings comfortable, safe, productive and less costly to operate. As part of an international corporation, we are able to provide world-class solutions in conjunction with local support. Each of our offices is a full-service branch staffed by sales professionals, on-site technical service specialists and project management teams that deliver complete building solutions.

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