

The background of the top section is a night-time aerial view of a city with illuminated buildings. Overlaid on this are several digital graphics: a large blue wireframe cylinder on the right, a semi-transparent data dashboard on the left with various charts and icons (like a tree and a dollar sign), and a central teal box containing the main title and sub-headline. The Siemens logo is in the top left corner.

SIEMENS

Ingenuity for life

Building Efficiency as a Service

We help turn your buildings into perfect places by
optimizing OPEX to overcome CAPEX constraints

[siemens.com/perfect-places/building-performance](https://www.siemens.com/perfect-places/building-performance)

Building Efficiency as a Service enables organizations to implement essential building performance improvements with no CAPEX.

Building performance supports business performance

Corporate real estate is typically the second largest expense on many organizations' income statements – and an important financial factor that's often overlooked. Operating costs make up 80 percent of a typical building's check capitalization. Energy accounts for 40 percent of these costs – and studies show that up to half of it is wasted. Inefficient buildings have also been linked to unscheduled maintenance and equipment replacement as well as poor health and low staff productivity.

By contrast, high-performing buildings are cheaper to run and maintain and have longer infrastructure refresh cycles. They become perfect places to work in, enhance staff comfort and productivity. They also enable companies to meet or even exceed their sustainability goals.

However, as core business and support activities compete for the same shrinking budgets, building efficiency improvements often struggle to obtain adequate funding. Building Efficiency as a Service (BEaaS) from Siemens helps organizations overcome this challenge by enabling them to achieve better operational outcomes without the need to divert capital from core business priorities.

Bringing high performance within reach

BEaaS is a service delivery model in which building performance improvements (service activities and infrastructure upgrades) are delivered to customers via a managed service agreement that guarantees savings. It allows Siemens to identify and implement energy and operating cost reduction strategies to meet savings goals with no need for customers to make upfront capital investments.

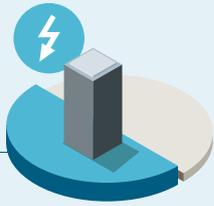
When a building performs the way it should...

- funds go to mission-critical activities only,
- public perception improves and customers take notice,
- employees are comfortable and more productive,
- your business is reliable and more resilient to risks,
- sustainability objectives are met or exceeded.

Turn building performance around with BEaaS

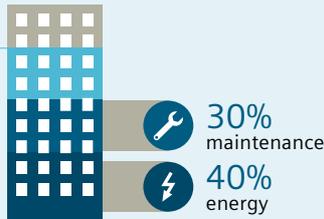
Up to
50%

of the energy consumed by buildings is wasted*



Up to
80%

of building costs come from operations



* <http://breakingenergy.com/2011/07/26/the-top-ten-ways-we-waste-energy-and-water-in-buildings/>

The financial and infrastructure risks are transferred to Siemens, which also undertakes and pays for all necessary repairs and equipment replacements – throughout the entire term of the contract.

As customers pay a monthly fee based on the level of savings achieved, the total cost including service fee will never exceed the pre-contract baseline. This model enables organizations to implement improvement programs and to see faster results – without any additional budget.

A partnership that pays off

BEaaS begins with a preliminary review that establishes a baseline, and helps shape the optimization opportunity, such as potential demand-side facility upgrades and improvements or supply-side cost reductions. This review then helps develop a preliminary financing model that shows you the projected impact of the improvements. As a next step, a Project Development Agreement allows both parties to agree on a set of precise goals. Once the goals have been defined, Siemens takes full responsibility for the risks and costs of meeting them.

Siemens verifies the savings each year against the baseline. Any costs above the baseline will be borne by Siemens. Any savings above the initially identified value will be equally shared between Siemens and you.

With BEaaS, you gain direct access to Siemens' consulting and service expertise, and a trusted partner for the financing, implementation and management of your building performance upgrades.

The right data for the best outcomes

At the core of BEaaS is our advanced analytics capability: Navigator, our cloud-based energy and sustainability platform, collects, visualizes and analyzes data from buildings and their infrastructure. Our team of experts then draw from these insights and their deep expertise in building performance to continually identify, benchmark and prioritize optimization opportunities. This includes driving maintenance costs down, while mitigating your risks by taking actions to reduce downtime or exposure to market volatility for example. This continual monitoring and optimization of your buildings' performance ensures the savings agreed in the service contract are met – consistently.

Like everything we do, BEaaS is supported by the right combination of people, technology and services – this is what makes the model so attractive to organizations around the world looking to optimize their building-related OPEX without increasing their CAPEX levels.

The benefits of BEaaS

BEaaS enables building performance, compliance and risks to be systematically and proactively managed.



No budget needed



Minimized risk for finance or performance



Cash flow-neutral



Minimized risk for project and execution



Greater savings with faster results



Reduced unscheduled maintenance costs, downtime, production stops, etc.

Highlights

With BEaaS, customers have achieved 30 percent annual cost savings and reduced CO₂ emissions by 26 percent with a contract duration of less than five years.

Subject to changes and errors. The information given in this document only contains general descriptions and/or performance features which may not always specifically reflect those described, or which may undergo modification in the course of further development of the products. The requested performance features are binding only when they are expressly agreed upon in the concluded contract

#CreatingPerfectPlaces