

Now you can achieve more and use less, while spending nothing.

Leverage energy savings performance contracts to fund your federal government facility improvements with guaranteed savings, not appropriations.

Make the most of your energySM

Schneider
Electric™

When it comes to energy, you face daunting challenges:

- > Looming energy and sustainability mandates
- > Aging facilities with outdated technology and growing deferred maintenance needs
- > Escalating natural and man-made threats to energy supplies
- > Growing need for occupant education and behavioral change to reduce energy costs and environmental impact
- > Mounting political and public pressure for financial stewardship and environmental sustainability

Amidst all of this, budgets are tightening and capital funding is in short supply.



Turn these daunting challenges into achievable goals.

Suppose you could turn your energy into an asset. And suppose you could finance needed capital improvements within your existing budget.

Schneider Electric™ can help you do just that with an energy savings performance contract (ESPC). An ESPC provides a comprehensive solution, incorporating development, design, construction, and commissioning, all backed by a savings guarantee that funds the improvements. This guarantee ensures that, in the unlikely event you don't achieve the savings expected, Schneider Electric will pay the difference.

In addition, flexibility in financing options, system and equipment selection, and ongoing services will provide you with a customized solution to meet your unique needs. Ultimately, this results in a positive impact to your operations — and the environment — through more efficient buildings and systems, generating utility savings, maximizing energy efficiency, and improving occupant comfort levels.

We deliver enduring performance.

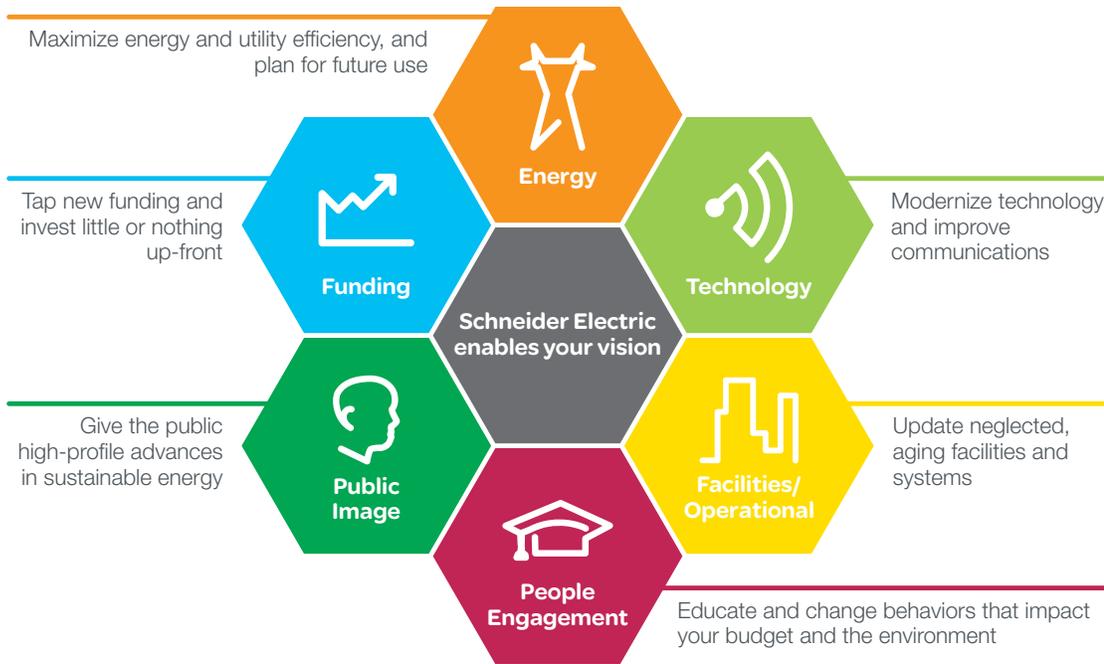
A successful ESPC depends on a collaborative approach to all phases of the process from up-front educational workshops to project development and implementation.

Consistent communication with stakeholders and decision makers, flexibility, and the highest level of professionalism serve as the foundation to our ESPC approach. This ensures that unique needs and concerns are understood and addressed and risks are identified and mitigated throughout the process. The end result is a project that is closely aligned with your mission, budget, schedule, and energy goals.

But the proof is in the performance. That's why, after the project implementation, our post-acceptance support services (PASS) team begins to verify the performance of your efficiency upgrades toward our guarantee of savings. PASS provides remote monitoring and technical support, along with a complete analysis and reporting of your project's performance, energy usage, and savings throughout the entire life of the ESPC.

Our capabilities enable your ultimate vision.

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 our country tomorrow. The Schneider Electric energy and sustainability portfolio aligns our expertise with your goals and enables you to achieve your vision for sustainability, without impacting your mission. Best of all, with an ESPC, we can do so without tapping into your appropriated funds.



Energy

- Full range of energy conservation measures including:
- > Advanced metering infrastructure
 - > Utility analysis and procurement
 - > System commissioning
 - > Renewables and on-site generation
 - > Water management
 - > Sustainability assessments and planning
 - > Microgrids

Facilities/Operations

- > Retrofits and upgrades
- > Capital planning
- > Building analytics
- > Safety and reliability assessments
- > Facility maintenance planning
- > Training
- > Fleet conversion and management

Funding

- > Finance services
- > Grants, rebates, and incentives
- > Capital lease purchases
- > Bond programs
- > Off-balance sheet structures

Public image

- > Communications strategy
- > Media engagement

Technology

- > Voice over IP
- > IT energy management
- > Energy dashboards
- > Security

People engagement

- > Training with Energy University™
- > Learning labs
- > Small business community involvement/outreach
- > Green teams
- > Conserve My Planet

The results speak for themselves.

Your mission is serious. And so is our commitment to helping you achieve it. Expert design. Flawless implementation. Significant energy savings, including the first federal facility to achieve net zero through an energy savings performance contract. Over our 100-year company history, countless clients have testified that Schneider Electric delivers on promises.

First to achieve net zero

As part of the U.S. General Services Administration's National Deep Energy Retrofits program, the Almeric Christian Federal Building in St. Croix, Virgin Islands is using an ESPC to install energy efficiency improvements and renewable energy systems, enabling the building to achieve net zero energy status — the first federal building to achieve 100 percent net zero through an ESPC.

35% energy reduction

The U.S. Department of Agriculture and the Agricultural Research Service's Western Regional Research Center reduced energy use by 35 percent, achieved federal mandate compliance, and reduced greenhouse emissions by 2,793 metric tons of CO₂, improving occupant comfort and enhancing indoor air quality in a highly sensitive lab environment.

7,109 tons of CO₂

The General Services Administration Region 7 reduced carbon emissions by 7,109 tons annually and is realizing guaranteed savings of close to \$1 million annually as part of a Schneider Electric ESPC.

Savings of \$35.7 million

United States Coast Guard in Puerto Rico will save a total of \$35.7 million (\$1.2 million annually for the next 23 years) while redirecting \$1 million of annual spend from brown to green power. We combined a Renewable Energy Service Agreement with an ESPC to finance PV panels and guarantee savings.



Contact a Schneider Electric representative to learn more about energy savings performance contracts for federal government facilities and experience firsthand our customized solutions.

Make the most of your energySM

Department of Energy – Energy Savings Performance Contract
Contract No: DEAM36-09-GO-29042

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