

Introduction to Schneider Electric

As a global specialist in energy management, Schneider Electric's ESCO division was established in 1992 and has completed over 450 Energy Savings Performance Contracts (ESPC) nationwide. We are approaching nearly one billion dollars in performance guarantees, and our projects typically achieve savings that are 12% over and above the annual guarantee. Schneider Electric's success in ESPCs is largely attributed to our **ISO 9001:2008 certified processes** in place, ensuring we deliver our high performance projects in the most accelerated timeframe possible without sacrificing quality.

At Schneider Electric, we are dedicated to utilizing what we do best – energy efficiency, sustainability, and conservation – to improve our clients' ability to accomplish their **core missions**. Our customers not only receive world-class engineering, project management, and construction management services, but they receive an ESPC project that fits their specific needs and is delivered with excellence. What's more, we provide on-going support to ensure sustainable results and measured performance. The satisfaction of our clients is evident in the number of repeat and multiple-phase projects we develop.

Schneider Electric ESPC Approach

Schneider Electric's approach to ESPC is summarized by the following points:

1. Develop a needs-based solution with clear project scope resulting from close client interaction.
2. Develop a project that minimizes the need for capital as well as the risk associated with financing.
3. Maximize the project's return on investment by evaluating energy conservation measures (ECMs) collectively as an interactive bundle.
4. Guarantee performance based on real, measurable savings – not stipulated savings.
5. Clearly define roles and responsibilities of project stakeholders.

Our experienced professionals provide unmatched expertise in delivering cost-saving projects that accurately target and effectively satisfy a facility's energy efficiency goals and your ESPC requirements. No matter what your needs, Schneider Electric has the resources available to solve your energy dilemma.

- ✓ Our **engineering services** help you identify energy savings opportunities by assessing your specific needs and then tailoring solutions to match your mandated obligations for the best ROI.
- ✓ To achieve **deep energy savings** and even **Net Zero**, our innovative solutions and creative project structures can include advanced, longer payback energy conservation measures (ECMs), allowing for the most comprehensive of energy projects.
- ✓ Our **smart buildings** solution offers seamless integration of building, technology, and energy control systems to streamline operations, improve measurement and verification, and reduce lifetime facility costs. Our solutions easily integrate other manufacturers' systems to ensure these same benefits.
- ✓ Our **system design innovations** reduce installation costs and minimize facility downtime.

Our Values:

We listen and seek to understand our clients and business partners.

We are collaborative, both externally and internally.

We are responsive.

We provide solutions with real, verifiable, and sustainable performance and savings.

We seek mutually beneficial resolutions of the inevitable issues that occur during the course of business.

We keep our promises.

- ✓ Dedicated **project management teams** have the experience and skills to ensure critical timelines are met and that your project finishes on budget.
- ✓ Our **on-site services** provide additional cost savings through integrated design consultation, turnkey installation, system commissioning and long-term maintenance, operations and technical services.

Schneider Electric has developed **two of the fastest** projects in the DOE ESPC program.

Schneider Electric ESPC Experience

Schneider Electric knows how to execute energy projects virtually anywhere in the most complex of environments including data centers. We consistently deliver successful ESPCs to hospitals, museums, higher education institutions, municipalities, the federal government, and state/local governments worldwide, every day.

US Coast Guard, Puerto Rico

Location	San Juan, PR / Aguadilla, PR		
Scope of Work	Over 300 Coast Guard buildings and housing units in Puerto Rico received the following ECMs:		
	<ul style="list-style-type: none"> • Building Automation System optimization • Improved indoor air quality • Lighting retrofits and controls • Water conservation measures • ~ 3 MW of solar photovoltaic power was installed onsite, financed and owned by a third party and operated/maintained by Schneider Electric. 	<ul style="list-style-type: none"> • Variable Refrigerant Flow (VRF) cooling units • Cool roofing systems • Solar window tinting 	
* This project was the first to combine a Renewable Energy Services Agreement in a federal ESPC.			
Investment	\$49,984,324	Annual Savings	\$1,862,504 / year
Total Impact	25% energy reduction + 35% renewable energy production = 60% savings		

General Services Administration, Region 7

Scope of Work	A total of 14 federal buildings in eight different Texas cities received the following ECMs:		
	<ul style="list-style-type: none"> • Building Automation System integration • Central plant upgrades • Data center controls upgrades • ~ 1 MW of solar photovoltaic power was installed across five different sites. 	<ul style="list-style-type: none"> • Lighting retrofits and controls • Water conservation • Irrigation system controls 	
Investment	\$17,934,397	Annual Savings	\$1,031,290 / year

Additional Solutions by Schneider Electric

In addition to comprehensive ESPCs, Schneider Electric offers creative financing structures, advanced metering infrastructure, smart grid, data center efficiency, and smart building solutions. Our federal client base includes:

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|----------------|---------------------------------|----------------------------------|
| U.S. Army | U.S. Coast Guard | Department of Homeland Security |
| U.S. Air Force | U.S. Senate | Department of Veterans Affairs |
| U.S. Navy | Federal Aviation Administration | National Military Command Center |
| U.S. Marines | The Pentagon | Air Force Medical Facilities |

Strong ethics, uncompromising values, and impeccable integrity are at the core of our philosophy. Simply put, we keep our promises. Our true commitment is to helping you make the most of your energy.

Our mission is to keep you on mission by solving your energy dilemma.