

Trane has been a qualified DOE ESCO since 1998

- \$25M+ annual taxpayer savings;
\$639M+ over lifespan of all contracts
- \$840M+ annual cumulative
guaranteed savings
- 1.23 trillion BTU/year in energy saved;
34% average reduction from baseline

Controls Expertise

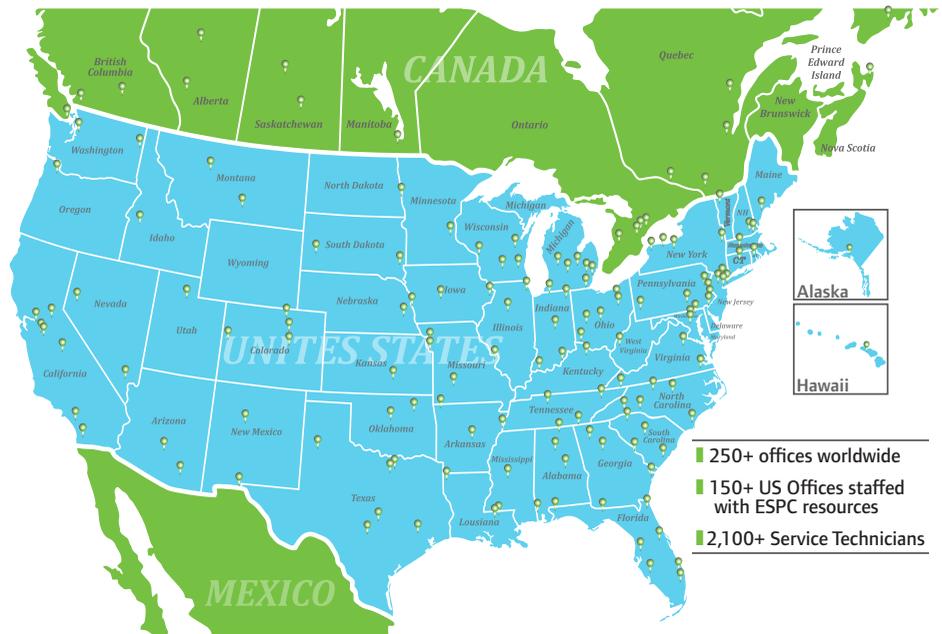
Trane is one of the largest Building Automation Systems (BAS) and Energy Management Control Systems (EMCS) manufacturers and integrators. Our equipment, controls and building automation can easily integrate with 3rd party equipment and systems. We have performed BAS/EMCS system integrations and Smart Grid-Advanced Metering interfaces, controls and reporting in the following DoD projects:

- **Charleston AFB**, 44 buildings, 27,063 points
- **NAS Oceana**, 44 buildings, 10,950 points
- **Dam Neck Annex**, 28 buildings, 6,776 points
- **Fort Drum**, 188 buildings, 14,702 points

Since our 2014 Commitment to the Clinton Global Initiative, we have helped to avoid more than 2 million metric tons of CO₂ globally, which is equivalent to the emissions from the electricity used to power nearly 300,000 homes for a year. Trane is on track to meet our goal of reducing our own internal carbon footprint by 20 million metric tons by 2020 and 50 million metric tons by 2030.

Global Expertise. Local Execution.

Trane's established Federal Energy Savings Performance Contract (ESPC) team partners with the local Trane office closest to your site. Together we mobilize quickly and cost-effectively to plan, execute, and service ESPC projects. Trane is a recognized industry-leader of high-quality HVAC equipment and controls with a nationwide network of service and parts locations to support ESPC projects. From the initial site walkthrough—through the entire performance period—Trane's Federal ESPC Team and Local Office Project Leaders work closely with your energy experts to create cutting edge ESPC projects that improve your bottom line, address critical infrastructure needs, and provide for energy security and resiliency. Our national support structure creates a strong local execution model that provides a powerful base of operations, saves travel and lodging costs, and provides strategic advantages to our clients.



How Does Trane's Local ESPC Delivery Model Benefit Your Organization?

- Established relationships with local subcontractors, suppliers, and designers
- Knowledge of local labor work practices
- Understanding of area logistics (deliveries, storage, hoisting)
- Staffed with safety professionals who understand project sites and work environment
- Reduced travel/lodging costs saves the Government money
- Fast mobilization and response time when service is required

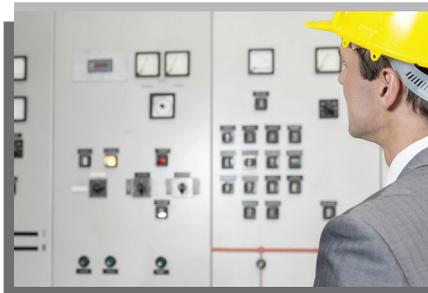
Trane's approach has been proven on projects for the Defense Logistics Agency, Department of Interior, Department of State, Navy, Army, Air Force, U.S. Geological Survey, and the General Services Administration. All fifteen of our projects have exceeded the guaranteed energy savings and we have been hired for six follow-on ESPC projects at three DoD locations.

TRANE ESPC RESOURCES

- 48 ESPC Project Developers
- 145 Certified Energy Managers (CEM)
- 130 Professional Engineers (PE)
- 700 Degreed Engineers
- 133 Project Managers
- 44 Energy Engineers
- 30 Quality Control Specialists
- 11 M&V Engineers
- 58 EH&S Specialists
- 60 Trainers
- 700 LEED Accredited Professionals
- 30 Commissioning Agents
- 100 Certified Six Sigma Professionals

TRANE TEAM RESOURCE/EXPERTISE POOL

- Energy Procurement Management Team
- Compressed Air Team
- HVAC Application Engineering Team
- Controls Engineering/Design Team



Development Advantage

- **Established relationships** — built through our vast commercial/government contracting portfolio — with skilled local designers, suppliers, and subcontractors
- **Experienced Technical Project Developers** dedicated to ESPC activities
- **Renewable Energy and Power Systems organization** focused on new technology research and development and ECMs including renewable power generation and combined heat and power (CHP) solutions

Implementation Advantage

- **Understanding of local labor work practices** (union vs. non-union)
- **Insight into logistics of working in area / on site** (i.e., deliveries, storage, hoisting)
- **Knowledgeable safety professionals** that understand the project sites and work environment

Performance Period Advantage

- **O&M, service repair / replacement support, and M&V / performance data logging services** are administered from your community
- **2,100+ factory-trained service technicians and over 230 Trane Supply locations.** Local service centers stock O&M and service-repair parts (over 20,000 SKUs per location), equipment, and supplies
- **Local Trane offices answer service calls** — not third party contractors
- **Optional centralized monitoring and dispatching services and 24/7 support teams** for installed equipment and systems



With a world class Experience Modification Rating (EMR) of 0.46, Trane implements ESPCs safely. Every project has a dedicated EH&S Specialist that conducts scheduled and random safety audits on subcontractor work to ensure compliance with the Project Safety Plan and Government requirements. Any safety issues are addressed and reported immediately.

AWARDS

- **Naval Air Station Oceana ESPC**
 - 2014 Federal Energy Management Program Award of the Year
 - 2014 Secretary of the Navy, Large Installation of the Year
- **Dam Neck Annex ESPC**
 - 2009 Presidential Award for Leadership in Federal Energy Management
- **Charleston Air Force Base ESPC**
 - 2011 Air Force Air Mobility Command Civil Engineer Energy Conservation Award
 - 2009 Air Force Air Mobility Command Energy Incentive Award

CONTRACTING VEHICLES

- Department of Energy, ESPC IDIQ
- US Army Corps of Engineers, ESPC III MATOC
- US Army Corps of Engineers, UMCS IV MATOC (sub to Secure Mission Systems)
- GSA Schedule 84
- GSA Schedule 03 FAC

CONTACTS

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Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands—including Club Car®, Ingersoll Rand®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a \$13 billion global business committed to a world of sustainable progress and enduring results.



Energy Project Performance Contracting Experience and Expertise

ESPC Experience	Boiler Plant Improvements	Chillers	Chiller Plant Improvements	Operational Improvements (UMCS, BAS, DDC)	HVAC	Lighting Improvements	Building Envelope	Chilled Water, Hot Water, Steam Distribution Systems	Electric Motors and Drives	Refrigeration	Distributed Generation	Renewable Energy Systems (Geothermal Heat Pumps)	Energy / Utility Distribution Systems	Water and Sewer Conservation	Electrical Peak Shaving / Load Shifting (Cx)	Energy Related Process Improvements	Appliance/Plug-load reductions	Other ECM
GSA Region 6 Goodfellow Federal Center St. Louis, MO	X			X	X	X	X	X	X	X			X					
GSA Region 5 Hart-Dole-Inouye Federal Center Battle Creek, MI	X	X	X	X	X	X	X	X	X									
GSA Region 2 Brooklyn, Manhattan, White Plains, NY	X	X	X	X	X	X	X	X	X		X	X	X	X				
Naval Air Station (NAS) Oceana - Phase I Virginia Beach, VA	X	X	X	X	X			X				X						
Naval Air Station (NAS) Oceana - Phase II Virginia Beach, VA	X	X	X	X	X	X		X				X		X				
Naval Air Station (NAS) Oceana Dam Neck Annex Virginia Beach, VA	X	X	X	X	X	X		X	X			X		X				
Marine Corp Air Station (MCAS) Beaufort - Phases I & II Beaufort, SC	X	X	X	X	X	X	X	X	X		X	X	X	X	X		X	
Marine Corp Air Station (MCAS) Beaufort - Phase III Beaufort, SC		X		X	X	X		X	X			X		X				X
Naval Undersea Warfare Center (NUWC) Keyport Bremerton, WA				X	X	X			X			X						
Naval Base Kitsap Bremerton, WA				X	X		X					X				X		X
8th Army Yongson, Korea				X								X						
Ft. Drum Army Base Ft. Drum, NY				X		X			X			X		X				X
Pine Bluff Army Arsenal Pine Bluff, AR				X	X	X						X						
Sierra Army Depot Herlong, CA					X	X						X						
Charleston Air Force Base Charleston, SC	X	X	X	X	X	X		X	X			X		X				
U.S. Embassy Seoul, South Korea							X					X						
USGS Great Lakes Science Center Ann Arbor, MI				X	X	X						X		X				