



## Honeywell International ESCO Qualification Sheet DOE Super ESPC

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### Introduction to Honeywell

Honeywell has a 110-year history delivering technologically advanced energy solutions to the Energy, Aerospace, Transportation, Chemical and Automation industries. Honeywell is shaping the entire energy spectrum, from cost-saving room thermostats to biofuels. Overall, nearly 50 percent of Honeywell's product portfolio is linked to energy efficiency. We estimate the global economy could operate on 10 to 25 percent less energy by using our existing technologies. Honeywell is a pioneer in performance contracting with more than 25 years of experience delivering performance-based energy solutions.

*At Honeywell we are building a world that's safer and more secure. More comfortable and energy efficient. More innovative and productive. We are Honeywell.*

### Honeywell ESPC Approach

Honeywell has a unique mix of people, processes, technology and experience to develop and implement ESPC projects tailored to an organization's specific mission and goals. Our approach maximizes available resources to fund critical upgrades, improve comfort and increase energy security.

**An Integrated Approach.** There is compelling evidence that traditional demand-reduction improvements — lighting upgrades, for example — have limited impact in the face of today's volatile energy market. Integrated energy services from Honeywell help organizations develop a full-circle strategy that includes energy supply, energy-using assets and the real-time interaction between supply and demand. As a result, Honeywell can deliver more savings than by implementing a retrofit or supply plan alone — the whole is greater than the sum of the parts.

**A Local Workforce with Global Support.** Honeywell offers federal agencies the advantage of our global presence in over 100 countries, with 220 branch offices and 1,300 corporate locations distributed throughout the world. Wherever federal customers need to save energy, we have an office to support the work.

**A Focus on Measuring Success.** Measurement and verification is essential to any performance contract. Honeywell follows a rigorous process to make sure the savings we guarantee are real. We provide certified energy managers who use the most advanced analysis tools to quantify results via IPMVP protocol. These experts oversee all measurement and verification activities — the work is never left to a third party.

**Financial Stability.** Federal agencies deserve a financially stable energy partner to stand behind the long-term performance guarantees. Honeywell Global Finance has the experience to secure cost-effective financing with flexible terms for our ESPC projects. When a project requires third party financing, we competitively select among these financial institutions to acquire the most favorable terms. Our

excellent credit rating and successful track record allows us to secure financing at favorable rates without delay.

## Honeywell ESPC Experience

In addition to the federal ESPC market, Honeywell is active in the K-12 schools, healthcare and industrial ESPC markets. Our experience in these markets, especially in the complex and diverse industrial arena, has provided knowledge and insight necessary for developing and implementing federal ESPC projects.

Honeywell has completed more than **5,000 ESPC projects** delivering more than **\$5 billion in guaranteed energy and operational savings**. This includes more than 150 Federal ESPC projects with a total investment of more than \$1.5B. These projects cover all technical categories available via the ESPC program. We have delivered Federal ESPC projects throughout the United States, Europe and Asia-Pacific. A partial list of Federal ESPC customer includes:

- Department of Defense
- U.S. Air Force
- U.S. Army
- U.S. Navy
- HUD
- Veterans Administration
- Bureau of Indian Affairs
- Department of Energy
- U.S. Postal Service
- U.S. Dept of Treasury
- NASA
- GSA
- U.S. Coast Guard
- U.S. Forest Service

## Honeywell Renewable Energy Experience

Honeywell has experience implementing renewable energy projects for our customers and our own corporate sites. We have implemented more than \$100M in renewable energy projects, including solar, biomass, wind and landfill gas installations. In fact, Honeywell received a "Project of the Year" award from the EPA for an innovative landfill gas recovery initiative. A 23-mile pipeline was constructed to fuel a Honeywell Plant in Hopewell, VA.

**Renewable Scorecard.** Honeywell has developed a **"Renewable Energy Scorecard"** specifically addressing the local conditions at a customer site. This evaluation accounts for weather conditions such as wind speed and solar intensity, fuel availability, local power and fuel costs, rebates and other incentives available for the site. The report identifies the cost effectiveness of biomass, solar, wind and geothermal technologies for that customer showing paybacks for each technology and analyzing project potential. Honeywell received the "2008 North American Energy Service Company Green Innovation of the Year Award" from Frost & Sullivan, and the Renewable Scorecard was identified as one of the "Top 100 Products in 2009" by Buildings.com.

**Creative Project Structures.** In addition to traditional ESPC financing, Honeywell utilizes tax efficient financing structure which reduces the cost of implementing renewable energy projects. Through these Power Purchase Agreements, Honeywell lowers the real cost of the project by capturing all available incentives and tax credits. As a result, the Government can implement renewable energy projects that reduce green house gas emissions that otherwise would not be economically feasible.

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