

Introduction to Siemens Government Services

Siemens Government Services, Inc. (SGS) is a certified Energy Services Company (ESCO) by the Department of Energy to deliver Energy Savings Performance Contracting (ESPC) projects. SGS offers its customers the full range of Siemens advanced energy technologies along with a national and international service network of energy and environmental expert resources. As a single source provider, we are uniquely positioned to integrate and deliver Siemens energy expertise with advanced technologies, distributed delivery, engineered solutions and guaranteed savings performance. SGS as a prime contractor provides program management and contract compliant functions to ensure the timely and cost effective delivery of Siemens multidisciplinary energy solutions.

SGS enhances its technical offering with the deployment of a systematic and replicable process for developing cost effective projects with guaranteed savings. Over the past 10 years, the Siemens Energy Team has delivered more than 5,000 energy projects, guaranteed over \$2 billion of energy savings and achieved a performance record achieving 99.98 percent of the energy savings forecasted. Siemens financial strength and excellent past performance history in guaranteeing energy projects directly result in SGS ability to attract multiple financial funding proposals and secure the lowest possible financing rates.

SGS' ESPC Approach

The quickest and most cost-effective way to extend energy resources is to make facilities more energy efficient and utilize renewable energy sources. Siemens Energy Team combines a global knowledge base with local on-site experts, to provide clients with a comprehensive evaluation of their energy options.

We understand that the heart of any performance contract is the savings guarantee. Project success is achieved when this guarantee is understood, agreed upon up front, and delivered cost effectively while supporting the agency's core mission objectives. Our team focuses on strong customer communication to achieve consistent alignment with their objectives and to assure complete customer satisfaction. Through the combination of experienced energy engineers and the utilization of energy information tools such as system focused data logging and performance measurements, utility bill analysis, advanced metering and load profiling, Siemens performs comprehensive evaluations to ascertain if facilities and systems are utilizing their resources as effectively and efficiently as possible.

Siemens Energy Team - Our team of Siemens Business Units provides the energy and environmental technology experts supplying advanced technology products, services, solutions, and product application engineering services. The core Siemens Energy Team consists of: **Building Technologies** (energy management and control systems); **Energy & Automation** (energy distribution and metering systems); **OSRAM-Sylvania** (energy efficient lighting systems); **Power Generation** (power and renewable energy generation technologies); **Water Technologies** (municipal water and wastewater treatment systems); **ABD Airfield Lighting** (technologies for visual guidance for airside operations); and **Voith-Hydro** (hydropower equipment and services).

Local Workforce - The Siemens Energy Team has a distributed network of over 250 fully staffed field offices employing energy and application engineers, project developers, project managers and professional service technicians. This field office structure provides you with a local presence and offers your agency and each ESPC project, the benefits of reduced costs, rapid response, high levels of reliable service, and knowledge of local and state environmental and building regulations.

Energy Engineering Capabilities - The Siemens Energy Teams' in-house capabilities provide all engineering resources required to identify, develop, design, manage and commission energy efficiency

projects and provide ongoing support services. Siemens internally develops a 100% final design package starting with energy conservation measures, technology application engineering and systems design and integration, leading to professional engineer approved final design drawings in-house.

Measurement and Verification (M&V) - Siemens works with each agency throughout the project development process to define the Energy Conservation Measure (ECM) and specific M&V Plan that meets the agency’s level of confidence, acceptable risk allocation, and costs. Our energy engineering experts perform all of the M&V activities — the work is never left to a third party Siemens follows the Federal Energy Management Program’s M&V Guidelines and the International Performance M&V Protocol (IPMVP).

Service Capabilities - Supporting our design and installation capabilities, the Siemens Energy Team’s combined service staff, provides customers with the nation’s largest and most technically diverse service organization. Our expertise in operations and maintenance, along with asset and lifecycle management applications, can be applied to your project so you may leverage our knowledge and maximize the impact to your facility.

Financial Strength - Siemens business success, sound credit rating and excellent history in guaranteeing energy projects, directly result in our ability to attract multiple financial funding proposals and secure the lowest possible financing rates. Combining the lowest bank interest rates with our lower cost of self financing during the construction period, assures clients the lowest costs for project financing in the market.

SGS’ ESPC Experience

Siemens energy solutions offer technological innovation in the form of energy efficient products and generation solutions along the entire energy conversion chain that has enabled our customers to cut carbon dioxide emissions by as much as 148 million tons in 2008.

Project Title	Technology Categories													
	Boiler Improvements	Chiller Improvements	UMCS - EMCS	HVAC	Lighting I	Building Envelope	Water & Steam Systems	Electric Motors & Drives	Distr. Generation	Renewable Energy	Energy/Utility Distribution Systems	Water & Sewer Systems	Elect Peak Shave/Load Shift	Commissioning
Dyess Air Force Base	●	●	●	●	●		●	●	●		●	●	●	
Naval Air Station / JRB	●	●	●	●	●	●	●	●				●		●
Cuyahoga Metro. Housing	●	●		●	●	●						●		
George Mason University	●	●	●	●	●		●					●		●
Lackland AFB			●		●	●				●		●		
Navy SPAWAR Phase II		●	●	●	●									

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