Energy Savings Performance Contracts
Siemens Government Technologies, Inc. - Reston, Virginia
Siemens Global
- Energy company started in 1850
- Operations
  - 190 countries globally
  - ~380,000 employees
- $100B Total Annual Revenue

Siemens USA
- Operations
  - 50 States
  - ~45,000 Employees
  - >100 US Manufacturing Plants
- >$20B Annual Revenue
- >$1B Annual Federal Sales

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<th>Power &amp; Gas</th>
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<th>Building Technologies</th>
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<th>Digital Factory</th>
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<td>Power Generation Services</td>
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PANTEX RENEWABLE ENERGY
WIND ENERGY SYSTEM
LARGE ENERGY

Project (M&V and Maintenance)
• Wind Turbine & Balance of Plant
• 5 each 2.3 mW / 11.5 mW total
• 47,000,000 kWh Annual Output
• $32M+ Construction Value
• $50.1M Guaranteed Savings
• SB Subcontracts $9.9M
• 18 Year Payback (M&V) Period

Small Business Content
• BOP Engineering & Design
• Civil Works
• Turbine Foundations
• Underground Collection System
• Overhead Collection System
• High Voltage (35kV) Substation Integration
• Service Maintenance Building
• Wind Turbine Mechanical Erection
• Fiber Optic Communication System
• Transportation
• BOP Maintenance
WHITE SANDS MISSILE RANGE (WSMR) SOLAR PHOTOVOLTAIC (SPV) SYSTEM LARGE ENERGY

Project (M&V)
- 4180kW Tracker System
- 370kW Carport System
- 9,800,000 kWh Annual Output
- $16M+ Construction Value
- $15.3M Guaranteed Savings
- SB Subcontracts $13.0M
- 24 Year Payback (M&V) Period

Small Business Content
- Construction Management
- Engineering & Design
- Solar Panels
- Civil Works
- Tracker Construction / Installation
- Carport Construction / Installation
- Underground / Overhead Electrical
- Tracker & Carport Communications
- Warehouse & Transportation
- Commissioning
- Independent Performance Evaluation
Project (Phase 1 Construction)
- Lighting, Water, Mechanical and Solar Renewable Energy
- 14 Total ECMs
- $29.1 Million Construction Value
- $76.3M Guaranteed Savings
- SB Subcontracts $7.6M
- 23 Year Payback (M&V) Period

Phase 1 Small Business Content
- Domestic Plumbing
- Irrigation
- Fountain Retrofits
- Solar Design and Construction

Phase 2 Small Business Content
- To Be Decided
US COAST GUARD
YORKTOWN, VIRGINIA
DOE ESPC TASK ORDER

Project (M&V)
- Natural Gas Condensing Boilers, Indoor & Outdoor Lighting, Energy Efficient Motors & Drives, Water Conservation
- 8 Total ECMs

- $3.4M Construction Value
- $4.6M Guaranteed Savings
- SB Subcontracts $381k
- 14 Year Payback (M&V) Period

Small Business Content
- Pool Covers and Pool UV Work
- Energy Efficient Bathroom Fixtures
SMALL BUSINESS STRATEGY

- Acquire Complimentary Small Business Partners
  - Engineering & Design
  - Electrical (Low & High Voltage)
  - Mechanical (HVAC – GSHP)
  - Renewables (Solar – Wind)
  - Construction (Management – Civil)
  - Commissioning & Testing
  - Federal Project

- Locate New Channel Partners for Supplies and Equipment

- Establish Long-Term Relationships
  - Siemens as Prime
  - Siemens as a Sub-contractor
  - Master Service Agreements

- Expand in Federal Markets underserved by Siemens

Current Siemens Protégé
MCB Lighting & Electrical, Inc.
SDVOSB electrical/mechanical distributor with significant install & bonding capability
Siemens Government Technologies
1881 Campus Commons Drive
Suite 300
Reston, VA 20191

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