

Siemens Building Technologies



Helping Your Facility Work For You

Today's Objectives

- Introductions
- Our Mission
- Performance Contracting
- Financing
- Capabilities
- Green
- Renewable Energy
- Next Steps
- Helping Your Facility Work For You



Introductions

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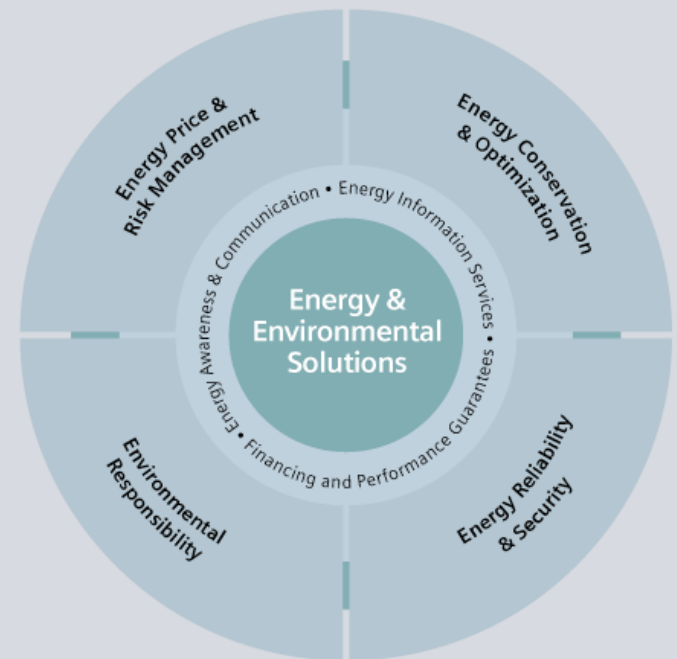
Mission...

...is to create outstanding customer value by partnering with you to improve efficiency and performance in building infrastructures and technology plans.

We will work with you to achieve your business objectives and better serve your facility needs.

Helping Our Customers

- Manage Energy Costs
- Improve Energy Reliability
- Enhance Energy Performance
- Have a positive impact on the environment



What is Performance Contracting?

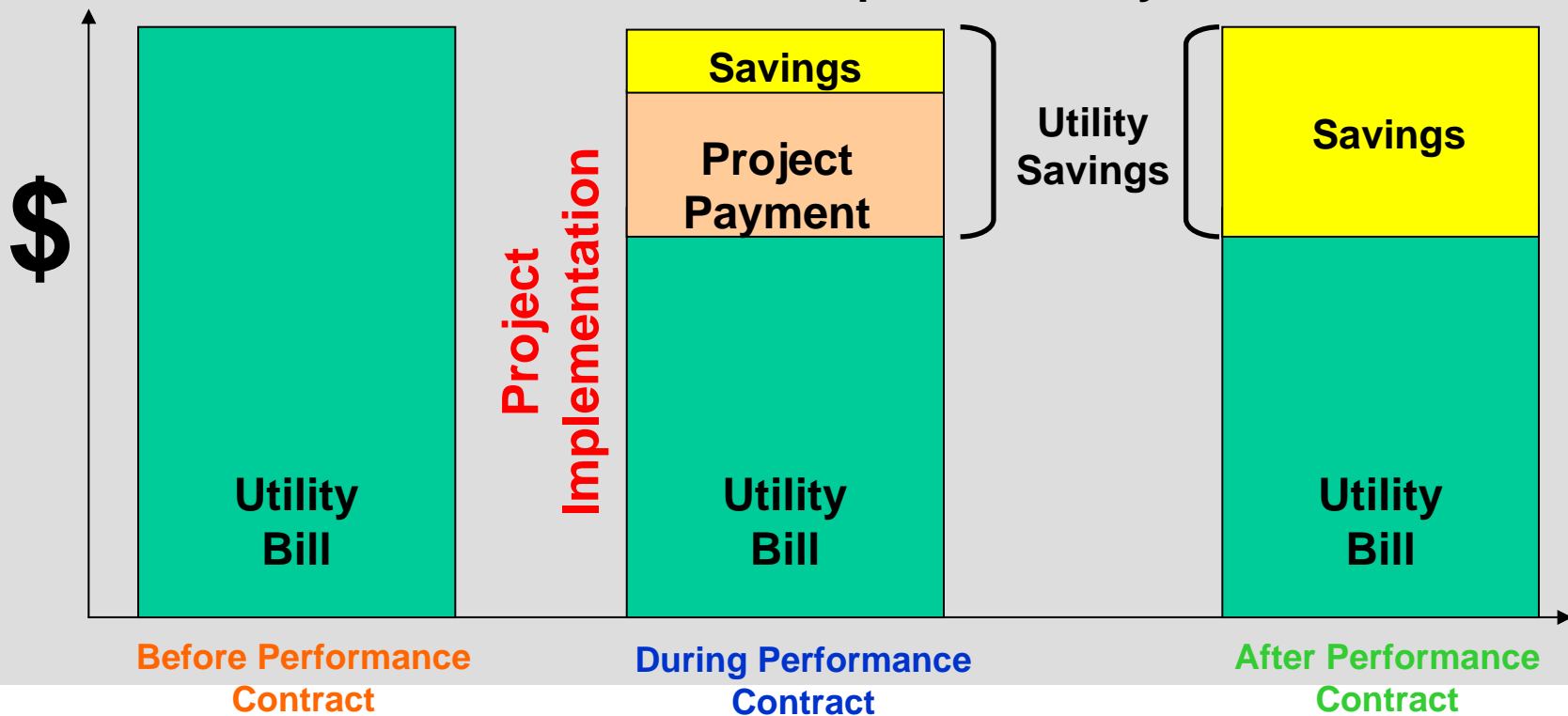
An innovative method of leveraging utility savings and performance guarantees to:

1. Fund Infrastructure Renewal
2. Generate Income
3. Harvest Grants and Incentives
4. Implement Design-Build Process
5. Reduces Operating Budgets

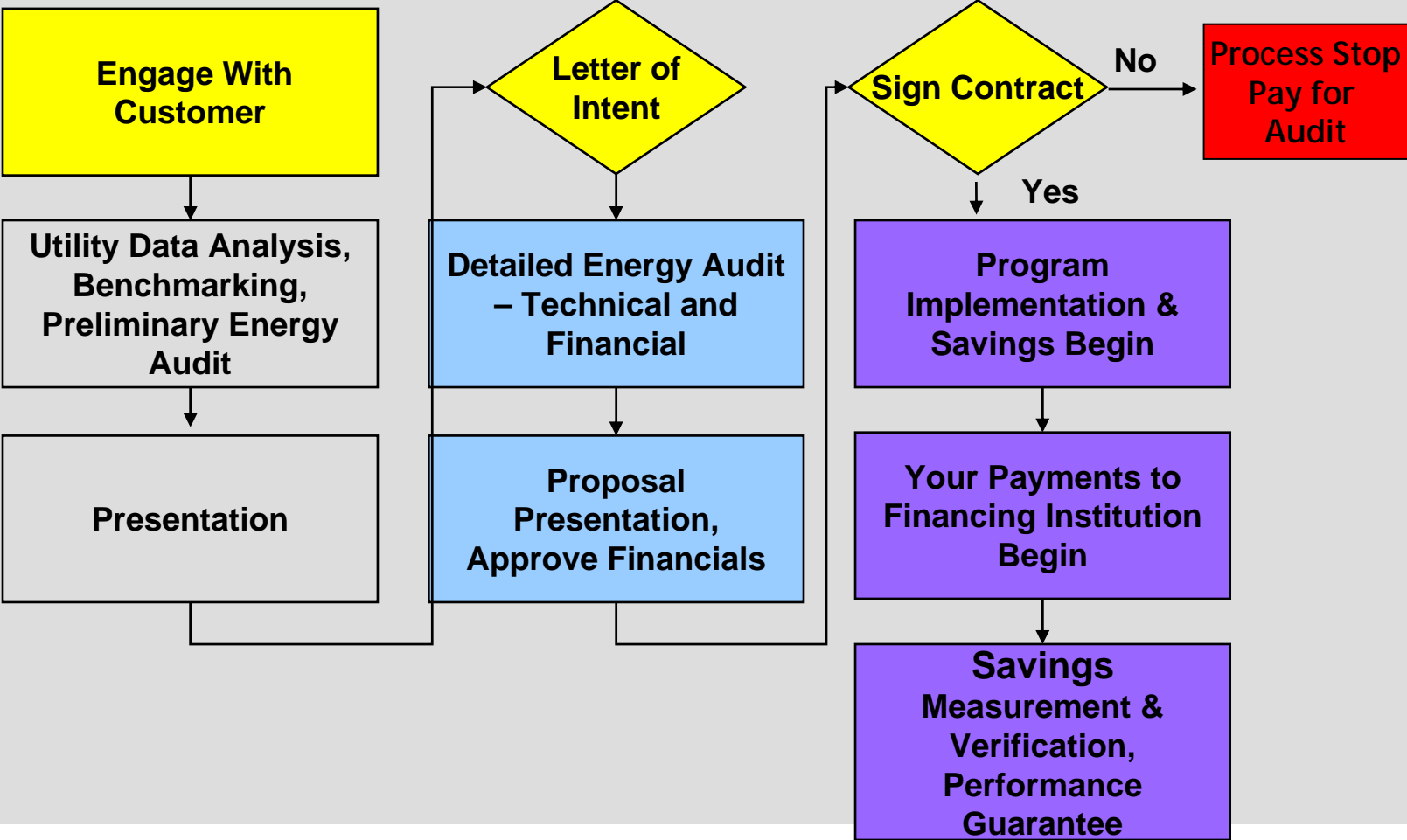
It is a Technical and Financial Solution

Performance Contracting as a Solution

- Reduce the Operating Budget
- Fund Capital Improvements from these Savings
- Drive more Revenue with an improved facility



Performance Contracting Process



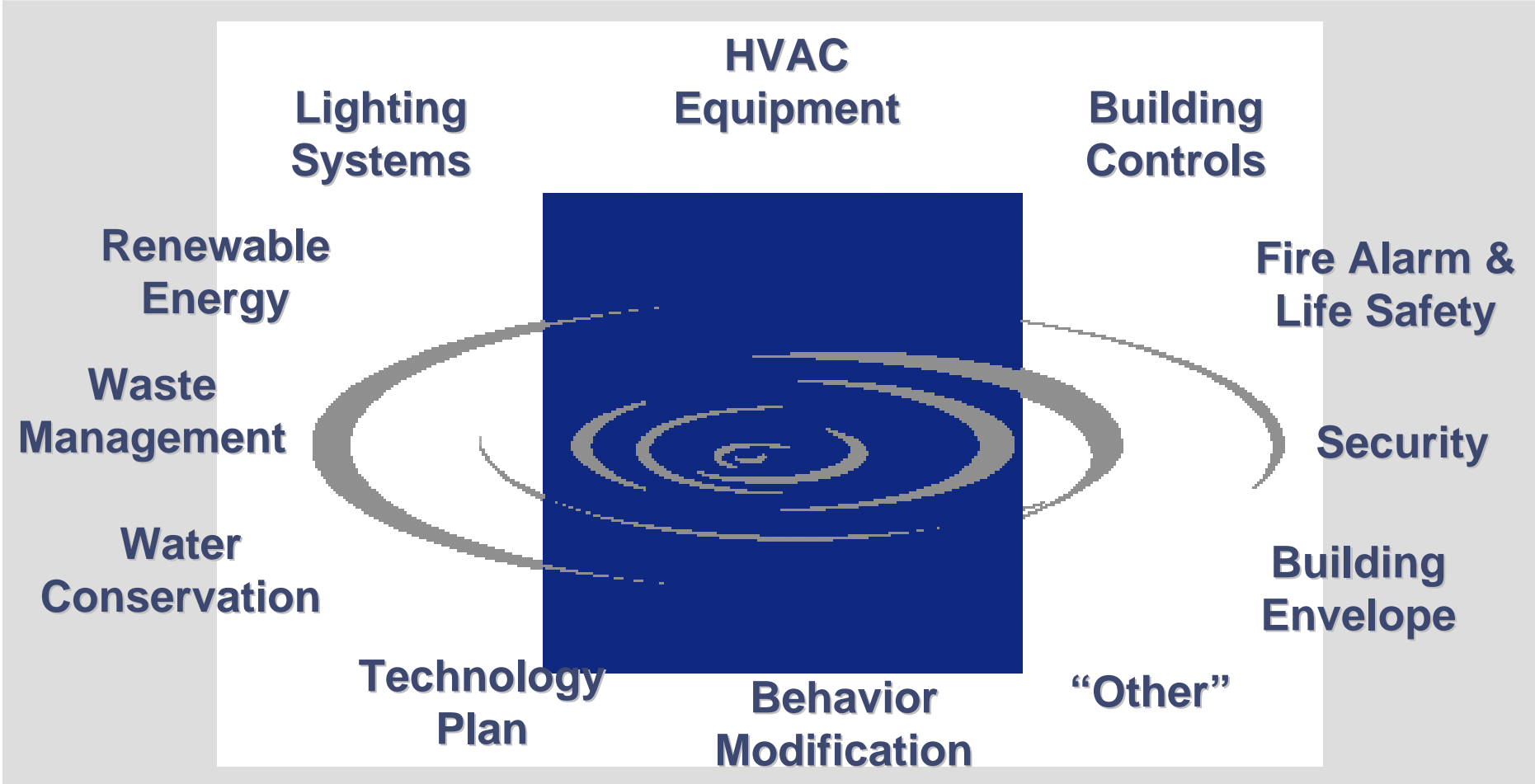
Why SIEMENS Performance Contracting?

- Extensive Experience and Expertise
 - Energy Engineers
 - Project Managers
 - Procurement Expertise
 - Service Organization
 - Great Partners and Resources
 - Other Siemens Operating Companies
 - Team of Suppliers and Contractors
 - Our Focus is on You
 - Best Total Value for the entire life of the project
 - No Change Orders after the Scope is defined
 - Avoid Low Bid Contractors**
 - Selection is based on Highest Value**
- Our customers attest to our dedication

Financing Solutions

- Independent
 - We will work with your financial partners
 - We will bring additional financial resources to you
- Motivated
 - We have the same goals as you:
 - Best rates,**
 - Best project cash flow,**
 - Financial stability**
- Experience
 - The financial resources of a multi-billion dollar corporation
- Financial Guarantee
 - Only as strong as the company backing it
 - No company is stronger

Capabilities



Green

- Offers economic advantage
- Creates healthier internal environments
- Increased employee productivity
- Improved community relations
- Increased shareholder value
- **Green Story**

Renewable Energy

- Washington State Renewable Portfolio Standards: I-937
- Financial Incentives
- Utility Planning and Ratemaking
- Generation can provide long-term revenue
- PV, wind, biomass...

Next Steps

- Set up meeting
 - (425)351-1020 Matthew Walker
- Preliminary Audit and Present Findings
- Letter of Intent
- Detailed Audit
- Implement Project
- Put capital dollars saved into other areas

Questions?

