Sustainability as a Service®

https://vimeo.com/166404349
THE SOLUTION: SUSTAINABILITY AS A SERVICE®

YOUR OLD BECOMES FOREVER NEW
SP SERVES AS AN “INSIDE UTILITY” DELIVERING SWIFT, SAFE AND SIGNIFICANT IMPACT TO IMPROVE INFRASTRUCTURE THAT HAS AN IMPACT ON ENERGY AND WATER USE

1. You don’t purchase any product or installation
2. We pay for everything: materials, installation, maintenance & upgrades
3. You only pay a service fee for usage
THE SOLUTION: WHAT PROJECTS CAN WE HANDLE?

- LED lighting
- Boilers, chillers and refrigeration
- HVAC retrofits; building envelope energy efficiency
- High-efficiency motors/starters
- Smart motor controls (VFD)
- Refueling stations (CNG/LPG)
- Smart plumbing controls; Low flow water-efficiency solutions
- Smart/precision irrigation systems
- Building envelope upgrades
- Waste systems
HOW DO YOU PAY FOR SaaS?

SP invoices the City directly from the new meters that output to dashboard that City and SP share

<table>
<thead>
<tr>
<th>Cost/KwH</th>
<th>KwH Usage</th>
<th>Billing</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Old Lighting</td>
<td>$0.09</td>
<td>71,964</td>
<td>$6,476.76</td>
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<tr>
<td>New Lighting Utility</td>
<td>$0.09</td>
<td>30,000</td>
<td>$2,700.00</td>
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<tr>
<td>SP SaaS</td>
<td>$0.03</td>
<td>30,000</td>
<td>$900.00</td>
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</table>

| Total Savings  | $2,876.76 | 44% Utility Cost Savings |

Client realizes the benefits from reductions in utility bills, lower maintenance costs, continuity of operations, improved performance and enhanced sustainability.
SaaS is **NOT** a loan, lease, financing agreement, bond, energy services contract, installment purchase or equipment rental. **SP pays 100% of costs for materials, installation, maintenance and upgrades.** Using SaaS mitigates financial risk, improves performance, lowers utility costs, reduces technology risk, shifts maintenance responsibility and enhances sustainability.

<table>
<thead>
<tr>
<th></th>
<th>Term Length</th>
<th>Minimum Monthly Charge</th>
<th>Agreement Complexity</th>
<th>Is it CAPEX</th>
<th>Maintenance Included</th>
<th>Upgrades included</th>
<th>Fees to Cancel</th>
<th>Required Guarantees</th>
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</thead>
<tbody>
<tr>
<td>Sustainability Partners LLC</td>
<td>Monthly</td>
<td>NO</td>
<td>5-page</td>
<td>NO</td>
<td>YES</td>
<td>YES</td>
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<tr>
<td>Loan</td>
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<td>15 page</td>
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<td>ESCO</td>
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<td>YES</td>
</tr>
</tbody>
</table>

**A lot of companies offer to help you implement energy savings solutions, but how many also offer to pay for them?**
SaaS™ SERVICE AGREEMENTS – Two Inter-related Documents

**Master SaaS Terms & Conditions**
5 pages long, No obligation, Month-to-month, Defines relationship IF we were to find a project to pursue

**M-SaaS Addendum**
Project specific, Defines potential savings and benefits sharing schedule
HOW CAN YOU MOVE FORWARD?

Meet with our team

Expand capacity to upgrade infrastructure to improve performance, lower costs and enhance sustainability

Install eGauges & establish baseline.

SP procures, installs, commissions, operates & maintains

Refine and execute project addendum

Select a project: One you have in mind or SP will recommend after site review

Sit back and let us do the work

Enjoy the benefits!

March 2017
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Questions?

THANK YOU