

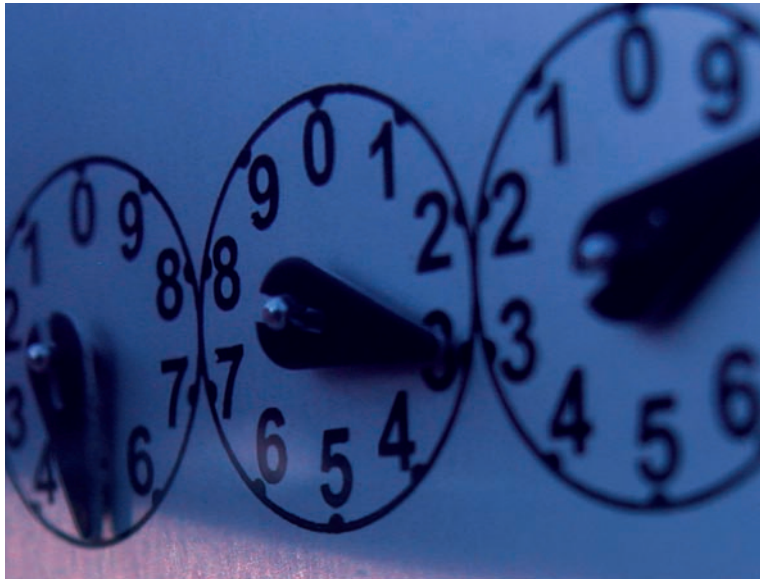


Energy Services

Building Technologies

SIEMENS





Siemens: Your Energy Services Partner

Energy. It is vital to the operation of your facility and can have a tremendous impact on the environment. It is becoming increasingly difficult to manage these critical issues while keeping a focus on bottom-line results.

■ **Key Challenges: What are the implications to your business?**

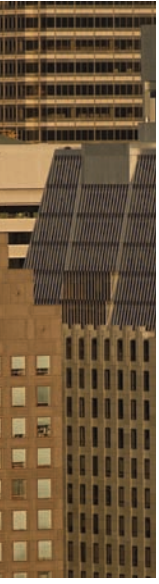
Energy and facility management pose unique challenges that carry significant financial risk. Siemens understands our customers are faced with volatile energy costs and aging infrastructures. We appreciate the challenges associated with evolving environmental goals and the impact facility performance plays in meeting them.

■ **Keys to Success: Intellectual capital and comprehensive tools**

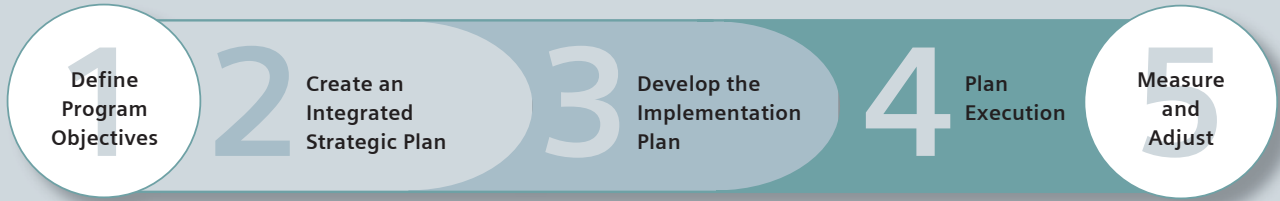
With over 100 years of energy management experience and hundreds of energy professionals nationally, Siemens has the intellectual capital and comprehensive toolset to address these dynamic challenges. Our monitoring tools are among the most robust in the industry, allowing us a window into your buildings, regardless of the automation system or metering

technology installed. Our benchmarking tools allow us to identify inefficiencies, and our energy professionals understand how buildings operate and what improvements will help you meet your goals.

Challenges	Economic/Operational Impact	Solutions
Rising energy costs	Budget overruns with little ability to forecast usage	Deliver efficiency improvements and procurement strategies
Resource constraints	Reactive vs. proactive strategy	Outsource energy management to Siemens
Environmental goals and mandates	New skill sets and experience required	A full complement of energy services and project management
Aging infrastructure	High operations and maintenance cost and risk with reduced occupant satisfaction	Continuous optimization of HVAC systems



Siemens Unique Approach



Energy Services — From Planning to Performance

■ Developing an Energy & Environmental Partnership

Siemens can help. Our Energy Services programs take a partnership approach to help in all aspects of energy and environmental management – from strategic planning to optimizing facility performance to environmental reporting. Our unique five step program delivers the desired outcomes by addressing the following issues:

- Energy costs and consumption
- Improved budget management and energy forecasting
- Improved facility performance
- Improved occupant comfort
- Environmental goals and targets

1 Define Program Objectives

Siemens will work closely with you to define your energy and environmental goals. We will ensure the goals are realistic, justifiable and consistent with your corporate mission.

2 Create an Integrated Strategic Plan

A turnkey approach is critical to the program. Current energy costs, risks and consumption patterns are identified. An energy baseline is developed to measure against. We integrate environmental initiatives and local incentives, rebates and legislation into the plan.

3 Develop the Implementation Plan

We work with you to define the economic justification for the program. Additionally, necessary resources and facility improvement measures are detailed.

4 Plan Execution

Systems are installed, optimized and retrofitted as defined in the strategic plan. Personnel are trained. The plan is executed.

5 Measure and Adjust

Upon completion of the facility system improvements a new energy-baseline is established based on current facility performance. The baseline is monitored and adjustments made as needed.


Highlights

- Over 100 U.S. offices to provide superior local support
- Local Siemens service experts available 24-7
- Hundreds of energy professionals to support your customized program
- Over 6000 energy related patents
- Sophisticated tools & technology
- Market knowledge

Siemens – your Energy Services partner to optimize the performance of your facility.

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