

UESC Partnerships

UESC Program Partnerships & How to help them Succeed

17 March 2016

Life Is On



Agenda

- Introductions
- Roles and Responsibilities
 - Government
 - Utility
 - Energy Service Company
- Keys to a successful UESC partnership
- UESC Case Study
- Questions...

Roles and Responsibilities

● The Government Agency

- In the beginning – GSA/DOE/FEMP
 - For example – Air Force - AFCEC and ETL 12-10
- Choosing a path forward
 - Know the rules
 - Understanding the contract differences
 - Competitive selections, if applicable
- Picking the right team

● The Utility

- In the beginning – GSA/DOE/FEMP
- Knowing your capabilities and choosing your path forward
 - Picking the right partner

● The Energy Service Company (ESCo)

- Establishing relationships
- Understanding your role in those relationships
- Understanding the contract requirements

Keys to a Successful Partnership

- Know your role
 - Everyone has a part to play
- Collaboration
 - Open and Often
- Lines of communication
 - Establishing existing relationships
 - Who is the contract holder?
- Managing expectations
 - Plan ahead and Often

UESC Case Study

U.S. Army Presidio of Monterey

● Location/Mission:

- West Coast/Monterey, CA
- Home of the DLIFLC
 - Defense Language Institute Foreign Language Center

● Project Details:

- Scope – Data Center, HVAC, Lighting, Rx
- \$6M contract, 10 year financed payback
- Construction complete 2016

● Contracts:

- PGE Area wide contract
- Schneider Electric Master Service Agreement

● Process:

- Notice, Competitive Preliminary Audit, Selection



ESPC Case Study

USCG Net Zero, EE, Water, and Renewable Energy

US Coast Guard, Puerto Rico

Location San Juan, PR / Aguadilla, PR



Over 300 Coast Guard buildings and housing units in Puerto Rico received the following ECMs:

- Building Automation System optimization
- Improved indoor air quality
- Lighting retrofits and controls
- Water conservation measures
- Variable Refrigerant Flow (VRF) cooling units
- Cool roofing systems
- Solar window tinting
- ~ 3 MW of solar photovoltaic power was installed onsite, financed and owned by a third party and operated/maintained by Schneider Electric.

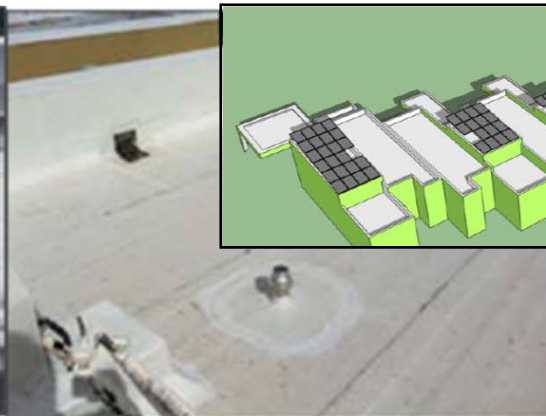
* This project was the **first to combine** a Renewable Energy Services Agreement in a federal ESPC.

Investment \$49,984,324 **Annual Savings** \$1,862,504 / year

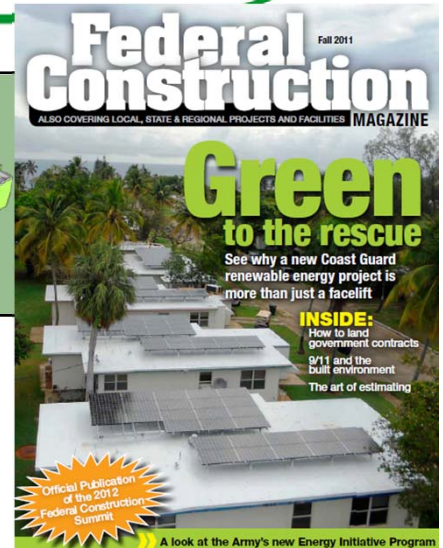
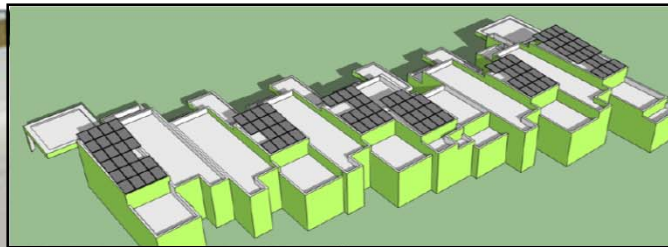
Total Impact 28% energy reduction + 35% renewable energy production = 63% savings



Before New Roof Installation



After New Roof Installation



Questions???

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Schneider
Electric

Schneider Electric, the global specialist in energy management and automation

\$27+ billion

FY 2014 revenues

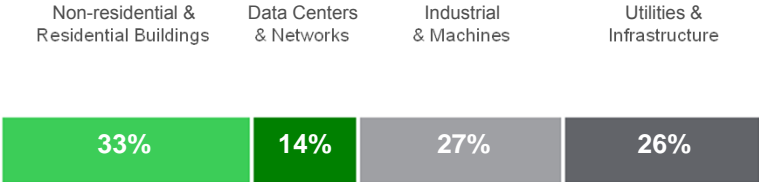
~5%

of revenues devoted to R&D

~170,000

people in 100+ countries

Diversified end markets – FY 2014 revenues¹



Balanced geographies – FY 2014 revenues¹

