



# Help your infrastructure so it can help your business

## **A proven approach to infrastructure improvements**

When buildings perform the way they should—with optimized space and asset utilization, minimized energy and operating costs, and resiliency built-in, the building becomes an active contributor to the success of your business.

With a high-performing, sustainable building, you:

- Strategically allocate funds towards your core business
- Find that employees are more productive and more satisfied with their work environment
- Attract and retain more customers or tenants
- Gain reliability and greater resiliency to risks
- Reduce energy and utility cost.

Perhaps best of all, your competitors may be forced to play catch-up.

And yet, many of today's organizations continue to face a lack of resources to find, fund, and implement the types of projects that enable high-performing buildings.

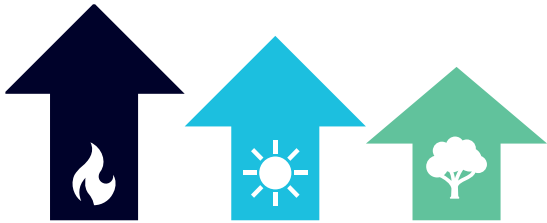
At the same time, the existing building maintenance workforce is aging and retiring, taking their knowledge and experience with them—at precisely the moment when work is more digital and technology-driven than ever.

## **Why Guaranteed Savings Contracts?**

This approach enables comprehensive, budget-neutral capital infrastructure upgrades.

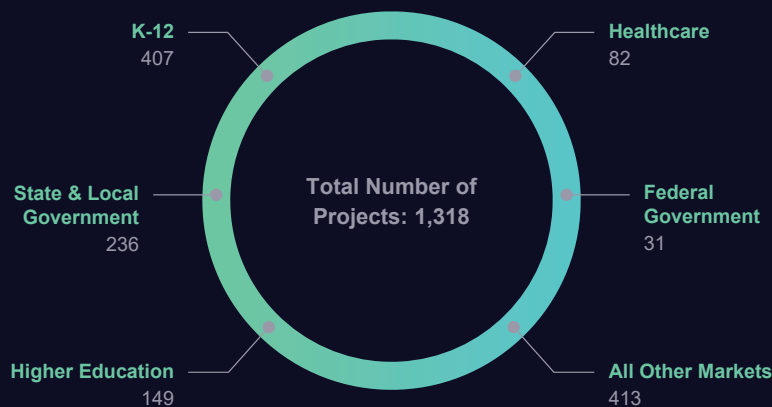
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Moreover, the U.S. energy market is shifting. Natural gas takes up a larger portion of our fuel mix than it has traditionally, and decarbonization continues to gain ground.



You need a way to manage energy comprehensively and invest in improvement projects so you can take advantage of long-term risk management, energy resiliency, operational reliability, and persistent cost savings to the bottom line.

## Siemens Guaranteed Savings Projects



The good news is that you have options. A lack of capital should not stand in the way of the strategic infrastructure, energy, technology, and sustainability improvements your facility needs to create resiliency for the future of work. You can achieve those strategic initiatives through a variety of innovative and standard financing mechanisms.

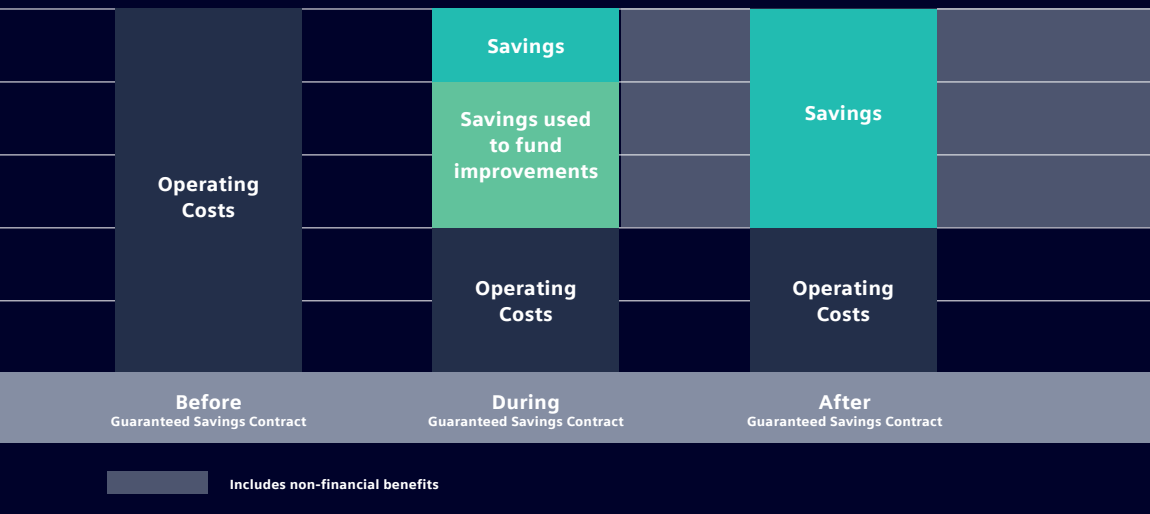
Energy Service Companies, or ESCOs, help you take a holistic view of your energy and infrastructure needs and create a strategic plan. In both public and private sectors, ESCOs offer an innovative financing option through Guaranteed Savings Contracts. These financing arrangements can allow you to use the savings that will be generated by the project to fund your infrastructure improvement programs while also taking advantage of non-financial benefits such as improved productivity, technological advances, and much more.

When you make these system enhancements with Siemens, you can achieve:

- Increased property value through equipment upgrades
- Sustained quality assurance through professional energy management
- Tailored financing approaches
- Enhanced comfort for building occupants
- Reduced energy and operational expenses

## Guaranteed Savings Contract

Note: This is only an illustration. The percent of savings varies from project to project.



### NAESCO Membership

Siemens is a full member of the National Association of Energy Service Companies (NAESCO) demonstrating our commitment to energy efficiency and sustainable industry best practices. NAESCO membership ensures adherence to high standards, quality control, and ethical practices.

### Modernizing your infrastructure holistically

As a true, full-service ESCO, Siemens provides the industry's most comprehensive end-to-end smart infrastructure solutions: we're helping organizations large and small achieve their business and energy objectives while creating places perfectly suited to their purpose.

Our experience spans more than 1,300 projects across the U.S., and we have helped our customers realize more than \$2.5 billion in operational and energy savings

For more information, visit [usa.siemens.com/performancecontracting](https://usa.siemens.com/performancecontracting)

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