

How do you measure the success of your energy services agreement?

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Facilities staff have been tasked with protecting the value of building assets, HVAC systems, energy consumption, and indoor air quality (IAQ) in ways that help to achieve the organizational mission. To do that, facilities engineers often outsource certain aspects of facility maintenance and performance optimization to a service provider via a third-party service agreement.

The challenge, however, is that these agreements too often take a task-based approach, relying on a number of service hours dedicated to reacting to issues as they come up. And while these arrangements do serve an important purpose, they have three major shortcomings:



1. They don't align with organizational goals or necessary outcomes
2. They fail to hold the service provider accountable for equipment and system performance
3. It's difficult – or impossible – to demonstrate a clear return on investment for the service agreement itself

We know that every organization has its own building performance, energy efficiency, and sustainability goals—and measures progress toward those goals in different ways. Further, locked within building systems is a vast range of data that can be harnessed in new and innovative ways that help to better align maintenance activities, energy conservation efforts, and resources with business priorities.

It's time to think differently about your energy service agreements

Instead of the traditional approach to service agreements, more and more organizations are turning to Proven Outcomes from Siemens, an approach that aligns business goals with organizational KPIs to drive proactive and intelligent services – and that's true for building automation, security, and – now – energy.



There is a growing demand to consume less energy; in some markets, a growing number of initiatives and even regulations regarding energy consumption have emerged over a period of years.

Facilities engineers need more and better ways of demonstrating that they can achieve those goals and requirements.

Aligning energy services agreements with the outcomes you need

Demonstrating the value of your buildings and their contribution to organizational goals

Proven Outcomes from Siemens is our step-by-step, measurable approach to service agreements; it gives organizations a clear process for identifying the key performance indicators (KPIs) that are meaningful for business success, then aligns facilities systems, maintenance, and services accordingly. Our customized approach means services are delivered according to the customer's needs, budget, and staff resources; then we demonstrate the impact of this service agreement and performance against the KPIs.

Energy keeps businesses up and running, and managing energy effectively is more important than ever. Customers can rely on Siemens Energy Services for sustainable management practices that lead to core business outcomes. From energy conservation strategies and sustainability planning to energy procurement, production, and storage, Siemens' broad portfolio can support organizations as they work to achieve important facility outcomes.

A Proven Outcomes for Energy service agreement is backed by this portfolio as well as consistent tracking and robust reporting across customer-directed KPIs. These often include:

EUI (Energy Usage Index)	System kW/Ton	Terminal Units Occupancy status
CO ₂ emissions	CHW System electricity consumption YoY	Zone setpoint % compliance
Identify X% or \$X Annual Energy Savings (Investigation only)	Boiler Natural Gas consumption	TEC performance
Economizer compliance	HWS Delta T	PUE (power usage effectiveness)
Min ACH compliance		Differential airflow compliance

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