

Making an uncertain future more certain

usa.siemens.com/TEM

Finding new ways to address old priorities.

Every day, you look for new ways to grow your school's endowment, increase enrollment, improve revenues, and attract the right faculty to your campus. None of that is easy, and your facility challenges—from aging infrastructure to the deferred maintenance backlog—may be adding to your uncertainty in those areas.

Positions that seem risk-averse, such as deferring maintenance, adopting lowest-cost policies, and avoiding non-traditional financing models, actually add to your institution's overall financial risk. That is, you may be missing opportunities to make an uncertain future more stable.

The real cost of deferred maintenance

For every dollar of deferred maintenance, facilities spend 4X that amount in future capital**

The average backlog for campus buildings has grown to more than \$100/GSF...and the backlog compounds at 7%*** per year.

A building's maintainable systems drive 75%*** of utility costs

And as the deferred maintenance backlog looms, additional and unnecessary risks take the shape of:

An aging workforce	The march toward digitalization	Credit and capital requirements
People with building systems knowledge and experience are retiring faster than new workers are entering the market.◊ In fact, about half of your existing HVAC workforce will soon retire.	The growth of connected buildings and devices requires new building engineer skillsets and investments—or outsourcing to trusted sources.	The need for capital funding in higher education is enormous and growing, and the separation of operating and capital budgets exacerbates the problem.◊◊

*The Princeton Review 2018 College Hopes & Worries

**AS&U Magazine

***Gridium.com

◊HVAC.com

◊◊CollegeFutures.org



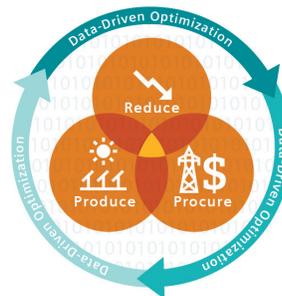
Campus transformation starts here

What if there was a new way to address your deferred maintenance backlog without adding to your need for capital—while generating savings that can fund other priorities at your institution?

It is possible to overcome your day-to-day challenges and mitigate future risk by taking a proactive approach to managing energy demand, energy supply, and energy production. A comprehensive program with a partner like Siemens leverages data analytics to deliver energy savings, short payback periods, and return on investment—all while helping better manage campus operations and achieving your master plan.

Smart source to an energy operations expert

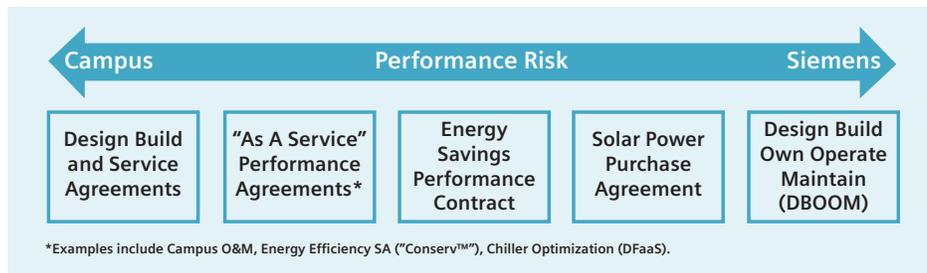
With Siemens Total Energy Management, you take a more proactive, comprehensive approach to energy management and data analytics to ensure your campus consumes no more energy than needed. You'll improve energy efficiency while meeting energy needs; achieve continuity and resiliency through energy production, distribution, and storage strategies; manage energy budgets wisely with procurement strategies; and continuously optimize your campus to improve investment decisions.



- Overcome budgetary constraints that arise from deferred maintenance backlog
- Achieve more sustainable, efficient operations that you can promote for enrollment and recruiting purposes
- Address costly energy consumption charges

Preserve capital to achieve your core campus mission

Siemens offers a range of smart financial structures to meet capital requirements on your campus. We can find new ways to take uncertainty out of the equation, improve your organizational resiliency, and stabilize your approach to energy management.



For more information, visit usa.siemens.com/tem

Comprehensive approach

Greater savings

Meet longer-term goals

Siemens Industry, Inc.
Building Technologies Division
1000 Deerfield Parkway
Buffalo Grove, IL 60089

usa.siemens.com/tem

© Siemens Industry, Inc., 2018
(Part# 153-SBT-432)