



Performance Based Solutions

Putting Energy Savings Back into your Facilities

Where would you rather put your investments – in your business operations or in operating your buildings?

With Siemens performance based solutions you can use your energy savings to optimize the performance of your buildings. Your savings can be used to:

- Install new equipment to modernize your facility's energy infrastructure.
- Minimize the cost of your facility's improvements and the associated financial risk.
- Reduce your organization's operating budgets.
- Reduce your facility's greenhouse gas emissions.
- Secure financing.
- Create comfortable, safe and productive environments for building occupants.

Energy & Environmental Solutions

Building Technologies

SIEMENS



A Winning Formula

At Siemens Building Technologies, we design and implement customized performance based solutions that allow facility, capital and technology improvements to be made within existing budgets.

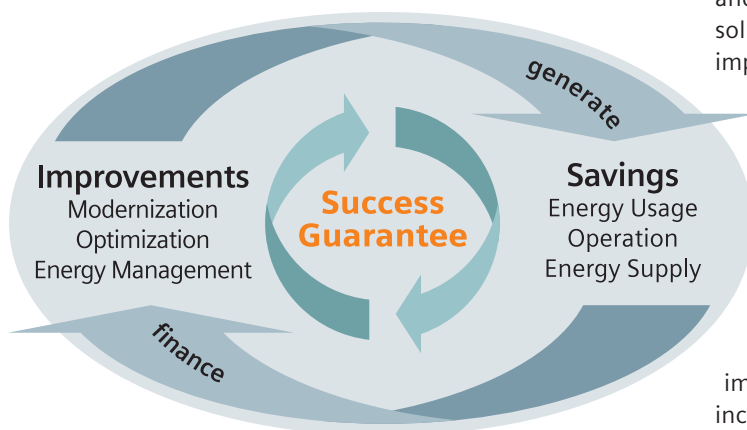
These improvements reduce operating costs while providing the additional value of new, energy efficient equipment.

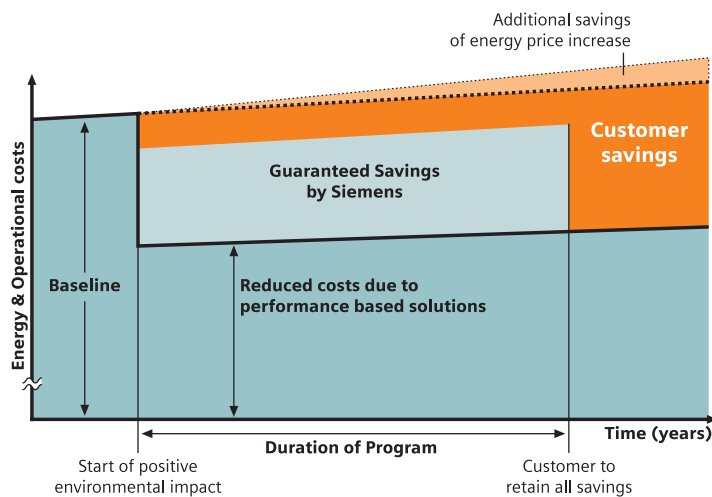
How does it work? By using energy and operational cost savings to pay for your investment.

The Siemens guarantee ensures that facility improvements made today will decrease costs, increase comfort and productivity, and improve quality – all while minimizing the impact to the environment.

Through Siemens Building Technologies' innovative performance based solutions, you can be sure that your investments will pay off – today and in the future. Your benefits:

- Increased property value through equipment upgrades.
- Facility investments paid from – and guaranteed by – energy savings.
- Sustained quality assurance through professional Siemens energy management.
- Tailored financing to meet your needs.





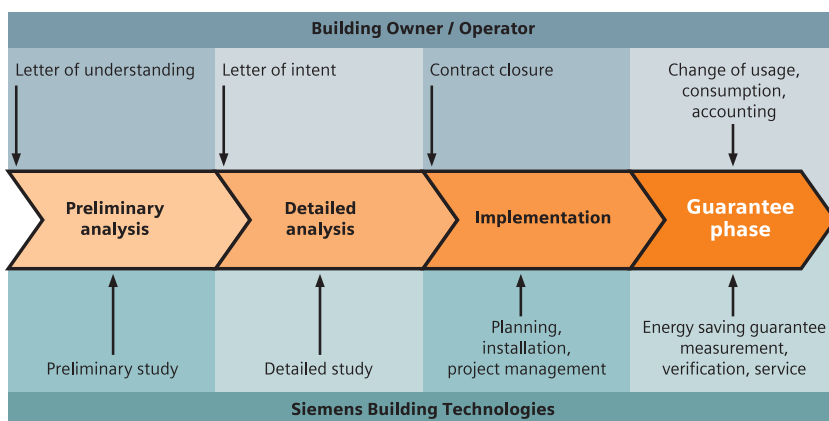
Financing Model

Siemens' performance based solutions guarantee energy savings throughout the contract period. The savings can in turn be used to fund your facility projects. Thus underlining our commitment to achieve improved performance in your facility. A winning formula for you!

The Siemens Performance Based Solutions Process

Working together with you, we will develop a comprehensive plan specifically catered to your strategic and technical business goals – while promoting energy conservation and addressing environmental concerns. This involves:

- Performing a preliminary analysis to determine your organization's current energy usage and identify areas to maximize energy savings.
- Producing a detailed energy analysis to determine the collection of improvement measures that will best satisfy the investment criteria and make the most positive impact on your facility.
- Delivering and installing your new equipment and implementing the facility improvement measures.
- Conducting regular measurement and verification to ensure that you are maximizing your energy savings.



Siemens Switzerland Ltd

Building Technologies Group
International Headquarters
Gubelstrasse 22
CH-6301 Zug
Tel +41 41 724 24 24
Fax +41 41 724 35 22
www.sbt.siemens.com

**Siemens Building
Technologies Ltd**

Hawthorne Road
Staines
Middlesex TW18 3AY
England
Tel +44 1784 46 16 16
Fax +44 1784 46 46 46
www.sbt.siemens.com/uk

**Siemens Building
Technologies Inc.**

1000 Deerfield Parkway
Buffalo Grove, Illinois 60089-4513
U.S.A.
Tel +1 847 215 10 00
Fax +1 847 215 10 93
www.us.sbt.siemens.com

Siemens Ltd

Building Technologies
Units 1006-10
10/F, China Resources Building
26 Harbour Road
HK-Wanchai
Tel +852 2870 7888
Fax +852 2870 7880

The information in this document contains general descriptions of technical options available, which do not always have to be present in individual cases. The required features should therefore be specified in each individual cast at the time of closing the contract.

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