

# SMART start – SMART finish

Lock in energy savings before you break ground

> Performance Contracting  
for New Construction

Make the most of your energy<sup>SM</sup>

**Schneider**  
Electric

# Gain a new perspective on construction

## [ The difference will pay off ]

The current trend in new construction projects promotes reduced energy use and increased use of renewable resources. At the same time, programs such as LEED® and ENERGY STAR® continue to gain visibility and public support.

Yet current construction methods do not consistently produce energy-efficient buildings. And despite claims of being “green,” “energy efficient” or “sustainable,” few new buildings truly operate as efficiently as possible.

Schneider Electric proposes another way to look at new construction projects.

Just imagine –

- ... selecting and designing energy-efficient systems before buying them
- ... optimizing energy use before turning on the switch
- ... locking in energy savings before the first utility bill arrives

Taking proactive steps for new construction projects will pay off not only in dollar savings, but also in improved operations, increased comfort levels, and a positive impact on the environment.

When a new property fails to operate as efficiently as possible, it's rare that anyone is held accountable for the shortfall. At Schneider Electric, we have a plan to change that.

Our new construction performance contract guarantees energy savings for a building yet-to-be constructed. We assist in system selection and design to optimize energy efficiency. And in the unlikely event our guaranteed savings fall short, we'll pay the difference!



### A new perspective pays off...

- Lower total cost of ownership throughout the life cycle
- Operational performance exceeding government mandates and codes
- Rebate opportunities associated with energy conservation
- Reduced need for subsequent retrofits
- Long-term accountability from a reliable ESCO

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System Design + Construction + Commissioning = Performance Contract  
+ Guaranteed Savings + Ongoing Support





# Do it right the first time ... every time

[ We'll show you how ]

A new construction performance contract from Schneider Electric locks in energy savings and assures execution of the proper systems design, installation and commissioning from the outset.

The costs we quote during the design phase will not change as long as the design intent remains the same – even if we overlook something. And during the commissioning phase, our energy engineers make sure all mechanical systems will operate at peak efficiency from Day One.

Our PASS program (Performance Assurance Support Services) goes into effect after systems implementation. PASS provides remote monitoring and technical support along with a complete analysis and reporting of energy use, guaranteeing energy savings and project performance after the initial installation.



for new buildings

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## A case in point...

After success with two traditional performance contracts, Eudora USD 491 in Kansas asked Schneider Electric for assistance with its plans for two new facilities and major additions to another building.

This request ultimately led to a new construction performance contract – a novel approach that guaranteed energy savings over the life cycle of a building before it left the drawing board.

Schneider Electric collaborated with the architect to select and design systems within the district's budget. After installation and commissioning to maximize each system's effectiveness and efficiency, the PASS program kicked in.

Bottom line – the district locked in energy savings and was assured that all systems design, installation and commissioning were optimally executed.

"Schneider Electric gave us the best long-range plan for cost savings and peace of mind that we would have a design and the equipment to meet our energy goals over the years."

— Don Grosdidier  
Superintendent of Schools

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# Partner for performance

## [ Our expertise guarantees savings ]

Since 1992, Schneider Electric has successfully completed hundreds of performance contracts and helped clients around the world save almost \$1 billion. Today, our performance contracts continue to have a positive impact on the environment – inside and outside.

Schneider Electric ... we have the expertise, experience and commitment to work with you each step of the way. And we have a successful track record for delivering on our promise to provide the personal attention you deserve along with a comprehensive solution and guaranteed energy savings.

Contact us today. Let's talk about your new construction project – because a smart start leads straight to a smart finish.

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