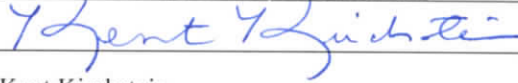


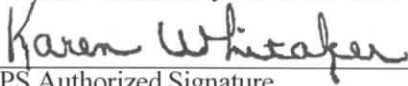
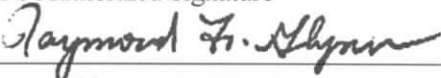
# SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices quoted unless noted in writing. The undersigned further certifies that he or she is an authorized agent of the company and has authority to negotiate and contract for the company named below.

Company name	Schneider Electric Buildings Americas, Inc.
Mailing Address	1650 W. Crosby Road
City/State/Zip	Carrollton, TX 75006
Telephone No.	972-323-4756
Fax No.	972-242-0026
E-mail address	Kent.kirchstein@schneider-electric.com
Authorized signature	
Printed name	Kent Kirchstein
Position with company	Sales Director
Web site	www.schneider-electric.com/buildings

Unless otherwise stated, all contracts are for a period of 12 months with an option to renew annually (on the anniversary date of the award) for an additional consecutive two years if agreed to by TIPS and the awarded Vendor. Consideration of renewal will be based on vendor sales, contract promotion, member satisfaction and timely payment of 2%. If Vendor fails to report any sales for a consecutive 12 month period, TIPS has the right to terminate the awarded contract at the next renewal date. Vendors will continue to pay the Two Percent (2%) participation fee for any sales made prior to the termination of a contract even if paid by the member after the date of termination.

**Contract Awarded by The Interlocal Purchasing System:**

 TIPS Authorized Signature	<u>3-27-14</u> Date
 Approved by Region VIII ESC	<u>3-27-14</u> Date

(If both renewals are granted in the two consecutive years following award.)

Sample TIPS Membership List

RFQ/CONTRACT #02032714 – ENERGY PROFESSIONAL SERVICES



# 1. Contract/Terms & Conditions

## Contract Exceptions:

### Pricing and Participation Fees

Any project over \$1M is subject to negotiation between Schneider Electric and TIPS.

### Indemnity

**1.1 Indemnity for Personality Contracts.** Vendor agrees to indemnify and hold harmless and defend TIPS, its member(s), officers and employees, from and against all third party claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and reasonable attorney's fees, arising out of, or resulting from, ~~Vendor's performance of this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of the~~ negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, invitees, except to the extent whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, member(s), officers, employees, or agents.

**1.2 Indemnity for Performance Contracts.** The Vendor agrees to indemnify and hold harmless and defend TIPS, its member(s), officers and employees from and against all third party claims and suits for damages, injuries to persons (including death), property damages, losses, and expenses including court costs and reasonable attorney's fees, arising out of, or resulting from, ~~Vendor's work under this contract, including all such causes of action based upon common, constitutional, or statutory law, or based in whole or in part, upon allegations of the~~ negligent or intentional acts on the part of the Vendor, its officers, employees, agents, subcontractors, licensees, or invitees. Vendor further agrees to indemnify and hold harmless and defend TIPS, its member(s), officers and employees, from and against all claims and suits for injuries (including death) to an officer, employee, agent, subcontractor, supplier or equipment lessee of the Vendor, arising out of, or resulting from, Vendor's work under this contract arising from Vendor's negligent or intentional acts, except to the extent whether or not such claims are based in whole or in part upon the negligent acts or omissions of the TIPS, its member(s), officers, employees, or agents.

**Add as 1.3:** "Notwithstanding anything to the contrary contained herein, VENDOR, ITS SUBCONTRACTORS AND SUPPLIERS OF ANY TIER SHALL NOT BE LIABLE IN CONTRACT, IN TORT, (INCLUDING NEGLIGENCE OR STRICT LIABILITY) OR OTHERWISE FOR LOST TIME, LOST PROFITS OR SPECIAL, INDIRECT, INCIDENTAL, CONSEQUENTIAL OR PUNITIVE DAMAGES OF ANY KIND WHATSOEVER. The remedies of TIPS set forth herein are exclusive where so stated and the total cumulative liability of Vendor with respect to this Contract or anything done in connection therewith, such as the use of any product covered by or furnished under this Contract, whether in contract, in tort (including negligence or strict liability) or otherwise, shall not exceed the contract price, excluding third party claims for personal injury, death or property damage or as may be required by law."



## 2. Vendor Profile

### 1.1. Minority/Women Business Enterprise (Required by some participating governmental entities)

Vendor certifies that his firm is a HUB M/WBE  Yes  No

### 1.2. Certification of Residency (Required by the State of Texas)

Company submitting bid is a resident bidder.  Yes  No  
Vendor's principal place of business is in the city of Carrollton State of Texas

### 1.3. Felony Conviction Notice (Required by the State of Texas)

My firm is, as outlined in the Instructions to Bidders:

- A publicly held corporation; therefore, this reporting requirement is not applicable.  
 Is not owned or operated by anyone who has been convicted of a felony.  
 Is owned or operated by the following individual(s) who has/have been convicted of a felony:  
If the 3<sup>rd</sup> box is checked, a detailed explanation of the names and convictions must be attached on separate sheet

### 1.4. Pricing Information

1.4.1. In addition to the typical unit pricing furnished herein, the Vendor agrees to furnish all current and future products at prices that are proportionate to Dealer Pricing.  Yes  No  
If answer is no, attach a statement detailing how pricing the TIPS participants would be calculated.

1.4.2. Pricing submitted includes the 2% TIPS participation fee.  Yes  No

1.4.3. Vendor agrees to remit to TIPS the required 2% participation fee.  Yes  No

*Vendor agrees to remit to TIPS the required 2% participation fee for projects up to \$1M. Any project over \$1M is subject to negotiation between Schneider Electric and TIPS.*

1.4.4. Additional discounts to TIPS members for bulk quantities?  Yes  No

**Prices are guaranteed for:** (Standard Time is "Term of Contract") Term selected will affect scoring.

\_\_\_\_\_  Month(s); or \_\_\_\_\_  Year(s); or \_\_\_\_\_  Term of Contract

**Vendor contact responsibility for collecting sales information and paying the 2% due to TIPS.**

Contact person: Aaron Garcia

Email: [aaron.garcia@schneider-electric.com](mailto:aaron.garcia@schneider-electric.com)

Telephone: 956-534-7783



**1.5. Vendor Service**

1.5.1. Average shipping time after receipt of customer order is N/A working days.

1.5.2. Which description best describes your company's position in the distribution channel?

*\*\*\*Schneider Electric is responding with an ESPC offering. Any products ordered as part of the project will adhere to delivery standards.*

- Manufacturer direct
- Authorized distributor
- Value-added reseller

- Certified education/government reseller
- Manufacturer marketing thru reseller
- Other Consultant/Contractor

1.5.3. Company experience in this commodity/category. 21 Years

*Schneider Electric has been in business 175 years with Energy Solutions since 1989.*

The Vendor can provide services and/or products to all 50 US States?  Yes  No  
If answer is no, please list which states can be served

**Company and/or Product Description:** *(This information will appear on the TIPS website for your company, if awarded a TIPS contract.) Limit 2500 characters.*

Design Services/Mechanical Engineering/Electrical Engineering/Lighting Design/Security-Fire

Detection System/Telecommunications/Control Systems/Emergency Power Generation/

Sustainable Design Approach/Design-Build Contracting/Performance Contracting/Facility Analysis/

Mechanical Systems Options/Electrical Systems Options/Lighting Systems Options/

Communication Systems Options/Construction Impact Planning/Financial Services/Guaranteed Savings/

Financing Options Review/Utility Incentive Program Review/Energy and Water Use Surveys/

Utility Billing Review/Turnkey Project Implementation/Energy and Resource Use Studies and Audits/

Construction Management Services/Construction Partnering/General Contracting for Facility Renovations/

Full Operations & Maintenance/Manuals submitted at Project Installation Completion/

Performance Assurance/Facility Evaluation/Mechanical, Electrical and Communication Systems Master

Planning/Indoor Air Quality Surveys/Tenant Comfort Surveys/Code Compliance Review/Lighting Systems

Review/Power Conditioning Surveys/Maintenance Effectiveness Review/Control System Review/

Benchmarking/Commissioning Services/System Start-up and Performance Verification/Design Review/

Testing and Balancing Services/HVAC Testing and Balancing/Duct Pressure-Leakage Testing/Fume Hood

Certification/Sound and Vibration Testing/Fan Performance Testing/Training Services/Controls System

Training/HVAC Maintenance Training/Utility Cost Management Training/Ongoing Services/Energy Cost

Monitoring and Verification/Efficiency Review Program/Warranty Review/Maintenance Acquisition

Specifications/Remote Diagnostics/Facility Documentation/Utility Programs.



# The Interlocal Purchasing System (TIPS)

RFQ/Contract #02032714  
Energy Professional Services

If applicable, vendor should list Reseller/Dealers here or provide listings as attachment to proposal.

<b>Dealer Name</b>	N/A	Tel	_____
Address	_____	Fax	_____
Primary Contact	_____	Email	_____
<b>Dealer Name</b>	_____	Tel	_____
Address	_____	Fax	_____
Primary Contact	_____	Email	_____
<b>Dealer Name</b>	_____	Tel	_____
Address	_____	Fax	_____
Primary Contact	_____	Email	_____
<b>Dealer Name</b>	_____	Tel	_____
Address	_____	Fax	_____
Primary Contact	_____	Email	_____

Each Awarded Vendor will have 2 contacts listed on the Vendor Profile on the TIPS website. These 2 contacts will answer all sales and general information calls from TIPS members and direct them to the appropriate sales person. If vendor is awarded, these 2 contacts must be completely knowledgeable about the TIPS contract, if awarded. Online training by the TIPS administration may be required of the 2 contacts listed below. Main Contact and Secondary Contact will remain the same if multiple categories are awarded to the same vendor.

**Primary Contact:**

**Secondary Contact:**

**Name:** Aaron Garcia

**Title:** Senior Energy Solutions Specialist

**Email:** aaron.garcia@schneider-electric.com

**Phone:** 956.534.7783

**Fax:** 972.242.0026

**Mobile:** 956.534.7783

**Mailing Address:** 1650 West Crosby Road

**City:** Carrollton

**State/Zip:** TX / 75006

**Name:** Kent Kirchstein

**Title:** Sales Director  
kent.kirchstein@schneider-electric.com

**Phone:** 972.323.4756

**Fax:** 972.242.0026

**Mobile:** 972.765.4040

**Mailing Address:** 1650 West Crosby Road

**City:** Carrollton

**State/Zip:** TX / 75006



## The Interlocal Purchasing System (TIPS)

RFQ/Contract #02032714  
Energy Professional Services

**WORDS FOR "SEARCH ENGINE"** - Please list words to be posted on your company's page on the TIPS website (if you receive an award from this proposal). Words may be product names, manufacturers, or other words that are associated with the commodity award that you are submitting a proposal for. Words to be included in the Search Engine for my Company are (Limit 500 words):

Performance Contracting

---

Energy Solutions

---

ESPC

---

Performance Contracts

---

Design Build

---

Energy Audit

---

Renewable Energy

---

Energy Conservation

---

Utility Savings

---



## 4. References

*This section highlights the following successful project references that are just a few examples of existing performance contracting projects Schneider Electric has completed in Texas. We encourage you to call any of our references to discuss their project experiences. We always put the client first, and are confident you will find that Schneider Electric has the most satisfied customers in this industry. Please contact us if you have any additional questions regarding the enclosed reference profiles.*



The references exhibited on the following pages demonstrate Schneider Electric's ability to design and install conservation measures in a variety of facility types. Through consistent growth and thought leadership, Schneider Electric has established its leadership in the industry. The history of Schneider Electric Energy Solutions is one of exceeding the expectations of our clients. Schneider Electric's Energy Solutions group has implemented over 525 guaranteed energy savings projects across the nation, implementing well over \$1 billion of projects that achieve real energy savings. ***In Texas alone, we have over 170 performance contract references.*** Schneider Electric is dominant in the Texas market and has the resources to meet and exceed our client's expectations. Schneider Electric has a local office

in Houston as well as multiple office locations in San Antonio, Austin, Carrollton, Abilene and Weslaco, Texas. Schneider Electric employs eight salespeople who sell performance contracting projects in Texas and has salespeople throughout the nation.



Project Title and Location- **Bandera ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Tish Grill, Business Manager**  
**(830) 796-6205 [tgrill@banderaisd.net](mailto:tgrill@banderaisd.net)**  
**PO Box 727, Bandera, TX 78003**  
Sales-**Vince Zubicek** Project Development- **Former employee**  
Project Management- **Eddie Black, Grant Ruhter** Support Services- **Jeff Bowen, Julio Cardenas**  
Scope of Work- **Energy management system installation, Heat pump replacements**  
Total Dollar Contract Amount- **\$1,078,275** Annual Savings- **\$84,387**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument with QSCB allocation**

Project Title and Location- **Bay City ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Keith Brown, Superintendent**  
**(979) 245-5766 [keith.brown@bcblackcats.net](mailto:keith.brown@bcblackcats.net)**  
**520 7<sup>th</sup> Street, Bay City, TX 77414**  
Sales-**Vince Zubicek, Debra Martinez** Project Development- **Shane White**  
Project Management- **Eddie Black** Support Services- **Jeff Bowen, Julio Cardenas**  
Scope of Work- **Two new chillers, piping modifications, DDC controls, lighting, water conservation**  
Total Dollar Contract Amount- **\$6,441,025 (two phases)** Annual Savings- **\$448,519**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument**

Project Title and Location- **Brazosport ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Daniel Shaefer, Executive Director for Business Services**  
**(979) 730-7000 ext 10183 [dschaefer@brazosportisd.net](mailto:dschaefer@brazosportisd.net)**  
**PO Drawer Z, Freeport, TX 77542**  
Sales-**Debra Martinez** Project Development- **Chris Reynolds**  
Project Management- **Chase Raska** Support Services- **Jeff Bowen**  
Scope of Work- **HVAC upgrades, DDC controls, lighting, water conservation**  
Total Dollar Contract Amount- **\$7,534,689** Annual Savings- **\$613,984**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument accompanied by QSCB allocation**





Project Title and Location- **Center ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Dr. James Hockenberry, Superintendent**  
**(936) 598-5642 [james.hockenberry@centerisd.org](mailto:james.hockenberry@centerisd.org)**  
**PO Box 1689, Center, TX 75945**  
Sales-**Emily Goodin** Project Development- **Brian Bash**  
Project Management- **Keith David** Support Services- **Jeff Bowen**  
Scope of Work- **Energy management system, lighting retrofits, occupancy sensors, new HVAC unit for Middle School, daylight harvesting**  
Total Dollar Contract Amount- **\$1,672,944** Annual Savings- **\$133,018**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument accompanied by QSCB allocation**

Project Title and Location- **Jasper ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Paula Horton, Director of Finance**  
**(409) 384-2401 [phorton@jasperisd.net](mailto:phorton@jasperisd.net)**  
**128 Park Lane, Jasper, TX 75951**  
Sales-**Former employee** Project Development- **Brandon Bedford**  
Project Management- **Ken Wheat** Support Services- **Jeff Bowen**  
Scope of Work- **Expanded existing ALC control system, lighting retrofits, RTU replacements, water conservation**  
Total Dollar Contract Amount- **\$1,476,320** Annual Savings- **\$106,750**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument**

Project Title and Location- **Liberty Hill ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Dr. Rob Hart, Superintendent**  
**(512) 260-5580 [rhart@libertyhill.txed.net](mailto:rhart@libertyhill.txed.net)**  
**14001 W. Highway 29, Liberty Hill, TX 78642**  
Sales-**Vince Zubicek** Project Development- **Daniel Meyer**  
Project Management- **Eddie Black, Grant Ruhter** Support Services- **Jeff Bowen and Julio Cardenas**  
Scope of Work- **Energy management system (install new and update existing), lighting retrofits, HVAC replacements at two schools**  
Total Dollar Contract Amount- **\$1,139,803** Annual Savings- **\$88,728**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument accompanied by QSCB allocation**



Project Title and Location- **Little Cypress-Mauriceville CISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Phillip Matthews, Maintenance Director**  
**(409) 670-4612 [pmatthews@lcmcisd.org](mailto:pmatthews@lcmcisd.org)**  
**5723 Meeks Drive, Orange, TX 77632**  
Sales-**Former employee** Project Development- **Brandon Bedford**  
Project Management- **Dan Duncan** Support Services- **Jeff Bowen**  
Scope of Work- **Energy management system, lighting retrofits, 24 new AHUs, low flow water fixture retrofits**  
Total Dollar Contract Amount- **\$4,826,959** Annual Savings- **\$397,825**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument**

Project Title and Location- **Navarro ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Nancy York, Purchasing**  
**(830) 372-1930 [nancy.york@nisd.us](mailto:nancy.york@nisd.us)**  
**6450 State Hwy 123, Seguin, TX 78155**  
Sales-**Vince Zubicek** Project Development- **Daniel Meyer**  
Project Management- **Eddie Black, Grant Ruhter** Support Services- **Jeff Bowen, Julio Cardenas**  
Scope of Work- **Energy management system upgrades, lighting retrofit**  
Total Dollar Contract Amount- **\$545,256** Annual Savings- **\$53,263**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument**

Project Title and Location- **Red Oak ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Russ Schupmann, Assistant Supt/COO**  
**(972) 617-4004 [russell.schupmann@redoakisd.org](mailto:russell.schupmann@redoakisd.org)**  
**156 Louise Ritter Boulevard, Red Oak, TX 75154**  
Sales-**Former division employee** Project Development- **Brian Bash**  
Project Management- **Dan Duncan** Support Services- **Jeff Bowen**  
Scope of Work- **BACnet energy management system and integration, lighting retrofits, occupancy sensors, classroom and competition gym lighting**  
Total Dollar Contract Amount- **\$2,499,420** Annual Savings- **\$264,002**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **SECO LoanSTAR loan**



## The Interlocal Purchasing System (TIPS)

RFQ/Contract #02032714  
Energy Professional Services

Project Title and Location- **Santa Rosa ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Hilda Rendon, Business Manager**  
**(956) 626-9800 [hrendon@srtx.org](mailto:hrendon@srtx.org)**  
**PO Box 368, Santa Rosa, TX 78593**  
Sales-**Former division employee** Project Development- **Brian Bash**  
Project Management- **Eddie Black** Support Services- **Jeff Bowen**  
Scope of Work- **Energy management system, lighting retrofit, VAV box repair, utility analysis**  
Total Dollar Contract Amount- **\$1,809,089** Annual Savings- **\$211,557**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument**

Project Title and Location- **White Oak ISD**  
Year Project Completed- **Contract renewed for 2013**  
Contact Info- **Michael Gilbert, Superintendent**  
**(903) 291-2201 [gilbertm@woisd.net](mailto:gilbertm@woisd.net)**  
**200 S. White Oak Road, White Oak, TX 75693**  
Sales-**Former division employee** Project Development- **Brian Bash**  
Project Management- **Ken Wheat** Support Services- **Jeff Bowen**  
Scope of Work- **District wide energy management system, lighting retrofits in classrooms and gyms, 10 AHUs, 2 new chillers, 2 boilers, pumping upgrades occupancy sensors, classroom and competition gym lighting**  
Total Dollar Contract Amount- **\$1,875,497** Annual Savings- **\$132,246**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **School district debt instrument**

Project Title and Location- **Uvalde CISD**  
Year Project Completed- **2012, New project approved in 2013**  
Contact Info- **Kirk Palermo, Project Manager**  
**(830) 278-8458 [palermok@ucisd.net](mailto:palermok@ucisd.net)**  
**1000 North Getty Street, Uvalde, TX 78801**  
Sales-**Vince Zubicek** Project Development- **Daniel Meyer (2013 project)**  
Project Management- **Eddie Black** Support Services- **To be determined**  
Scope of Work- **HVAC replacements, energy management system integration, lighting upgrades, power factor correction, IT power management**  
Total Dollar Contract Amount- **\$3,272,557 (three projects combined)**  
Annual Savings- **\$96,384**  
Type of Contract- **Energy Savings Performance Contract**  
Source of Funding- **First two contracts- SECO Cool Schools grant; Third contract to be funded with school district debt instrument with QZAB allocation**



In addition, Schneider Electric would like to pass along the following reference information for customers in your area and some of our long-term customers:

**San Antonio College**

Contact Info – Joseph Martinez – Contract Energy Mgr.

(979) 676-2589 [jmartinez@tamu.edu](mailto:jmartinez@tamu.edu)

Total estimated dollar amount - \$1,200,000.00

**Jacksonville ISD**

Contact Info- Lindy Finley, Assistant Superintendent of Finance and Operations

(903) 586-6511 [lfinley@jacksonvilleisd.org](mailto:lfinley@jacksonvilleisd.org)

Total Dollar Contract Amount- \$1,695,824

**Luling ISD**

Contact Info- Mark Weisner, Superintendent (now at Waelder ISD)

(830) 788-7161

Total Dollar Contract Amount- \$1,091,318

**Yoakum ISD**

Contact Info- Chris Kvinta, Assistant Superintendent for Administration

(361) 293-3162 [chrisk@yoakumisd.net](mailto:chrisk@yoakumisd.net)

Total Dollar Contract Amount- \$812,270

**El Campo ISD**

Contact Info- Mark Pool, Superintendent

(979) 543-6771 [mpool@ecisd.org](mailto:mpool@ecisd.org)

Total Dollar Contract Amount- \$1,709,848

**Brock ISD/Lindale ISD**

Contact Info- Richard Tedder, Superintendent

(817) 594-7642

Total Dollar Contract Amount- Brock ISD-\$233,910      Lindale ISD-\$1,859,212



## 5. Warranty Information

Schneider Electric offers warranties to its customers depending upon the specific product and terms of the customer purchase agreement. A typical warranty program requires that a company replace defective products within a specified time period from the date of sales. Schneider Electric typically gives a one year warranty on our product. The following is an excerpt from a representative contract.

### **Article 12 – Correction of Work**

*12.1 In the event that Customer identifies Defective Work, whether observed before or after Substantial Completion and whether or not fabricated, installed or completed, ESCO shall correct any such Defective Work found to be not in accordance with the requirements of the Contract Documents within a period of one year from the date of Substantial Completion of the contract. The provisions of this Article 12.1 apply to Work done by Subcontractors as well as to Work done by direct employees of ESCO.*



## 6. Vendor Certificates

There are many reasons to choose Schneider Electric as your partner. There are important elements of our company culture that allow the Schneider Electric team to stand apart, and present the very best—experience, specialization and reliability—for the working relationship we anticipate.

### TIPS/TAPS

RFQ - Awarded vendor for Energy  
Professional Services, contract #04042811  
4/4/11 – 4/28/14



### NAESCO

While our technical qualifications allow us to continuously provide successful solutions, our true definitive quality is our passion for our work. Schneider Electric is certified by the U.S. Department of Energy as an Energy Services Company (ESCO) and is an active, certified member by the National Association of Energy Services Companies (NAESCO). We are driven by performance and project challenge and are eager to focus our passion on your facilities.



### Clinton Climate Initiative

Schneider Electric was chosen as one of the energy service companies (ESCOs) to participate in a landmark program designed to reduce energy consumption and improve efficiency in existing buildings in the world's largest, most energy demanding cities. Schneider Electric has been tasked with conducting energy audits, performing building retrofits, and guaranteeing the energy savings of the retrofit projects. Schneider Electric is currently participating in the Energy Efficiency Building Retrofit Program, the first project of CCI's **C40 Large Cities Climate Summit**. The project brings together five of the world's largest banks, and sixteen of the world's largest cities, in a landmark program designed to reduce energy consumption in existing buildings. In addition, Schneider Electric is a silver level sponsor of the American College and University Presidents Climate Commitment.





#### Energy Star Information

Developed as a joint program between the U.S. Environmental Protection Agency (EPA), and the U.S. Department of Energy (DOE), Energy Star is a national symbol for protecting the environment through energy efficiency. The program provides an innovative energy performance rating system that compares the energy usage and intensity of buildings. A Schneider Electric employee worked for the consulting firm that administered the Energy Star Label program for the Department of Energy.

Schneider Electric Energy Solutions is a registered partner with Energy Star. For Schneider Electric, Energy Star provides a benchmarking tool where the existing conditions of a building can be compared against a large database of buildings. From this, Schneider Electric can illustrate the impact of the building's current operations, how this compares to similar facilities, and to what degree the proposed energy conservation measure can affect the overall energy usage.



Schneider Electric is also an approved performance contractor for the Department of Energy and the Department of Defense. Schneider Electric was the first performance contracting firm contracted by the Federal Government's General Services Administration (GSA) to list its products and services on the GSA buying schedule. Clients are able to purchase performance-based projects from the services that Schneider Electric lists in the GSA contract.

#### Active Memberships

Schneider Electric is an active member of the following organizations:

- Energy Star (registered partner)
- United States Green Building Council (USGBC)
- American College and University Presidents Climate Commitment (gold level sponsor)
- Clinton Climate Initiative (approved performance contractor)
- Department of Energy (approved performance contractor)
- Department of Defense (approved performance contractor)
- National Association of Energy Services Companies (NAESCO)
- Government's General Services Administration (first performance contractor)
- Green Building Certification Institute (GBCI)



#### Awards and Recognitions

Schneider Electric has been recognized consecutively in 2011, 2012 and 2013 as a **World's Most Ethical Company Honoree**. The World's Most Ethical Company designation is awarded to companies that have leading ethics and compliance programs as well as that demonstrate real and sustained ethical leadership within their industries. The honorees truly go beyond making statements about doing business "ethically" and translate those words into action. To read more: <http://ethisphere.com/wme>



Schneider Electric is a company of the highest ethical standards, and we repeatedly exceed customers' expectations. Kaiser Permanente can be assured that Schneider Electric will deliver on its promises.



Also in 2012, Schneider Electric was the large corporation winner of the Zayed Future Energy Prize which is awarded to companies who have made a significant positive impact on the world's environment with their multitude of solutions such as finding innovative solutions to conserve energy, cut greenhouse gas emissions, and increase the production of clean, renewable energy. As Schneider Electric continues to make



advances in energy over the coming years and decades, the Zayed Future Energy Prize is there to recognize and honor us.

**Sustainability**

The Corporate Knights listed Schneider Electric in 13th place of the Global 100 Most Sustainable Corporations in the World list for 2013. Inclusion on this prestigious list is a recognition of how Schneider Electric has integrated sustainable development into its core strategy: via solutions in energy efficiency, promoting the production of clean energy and generating consumption practices which respect and preserve the environment on one hand; and through a dynamic Corporate Social Responsibility commitment, symbolized by its Planet & Society Barometer publishing every quarter the key progresses of the company in all dimension of sustainability.



**#13 Schneider Electric**

812 Barometers  
Qualifies ESCOs listed



**Safety**

The National Safety Council awarded the 2011 Green Cross for Safety Medal to Schneider Electric North America recognizing our company's outstanding achievements in workplace and off-the-job safety and health, community service, environmental stewardship, and responsible citizenship. Schneider Electric is the first organization to receive both the NSC Green Cross for Safety Medal and the Robert W. Campbell Award. The Robert W. Campbell Award was presented in 2009 for extending our safety systems and culture beyond the walls of the organization into the communities in which we operate.

Schneider Electric Buildings Business Americas, Inc. was awarded the ISO 9001:2008 Management System Certificate on November 13, 2009 by Det Norske Veritas Certification Inc. for the "development, design, execution and project management of performance contracting construction projects to improve the performance of the building envelope, mechanical systems, electrical systems, plumbing systems, and/or automation systems."

Schneider Electric has been named European Building Technologies Company of the Year for 2007 by Frost & Sullivan. The Frost & Sullivan Award for Company of the Year is presented to the company that has demonstrated unparalleled excellence - including business development, competitive strategy, customer satisfaction, and leadership - within its industry.

