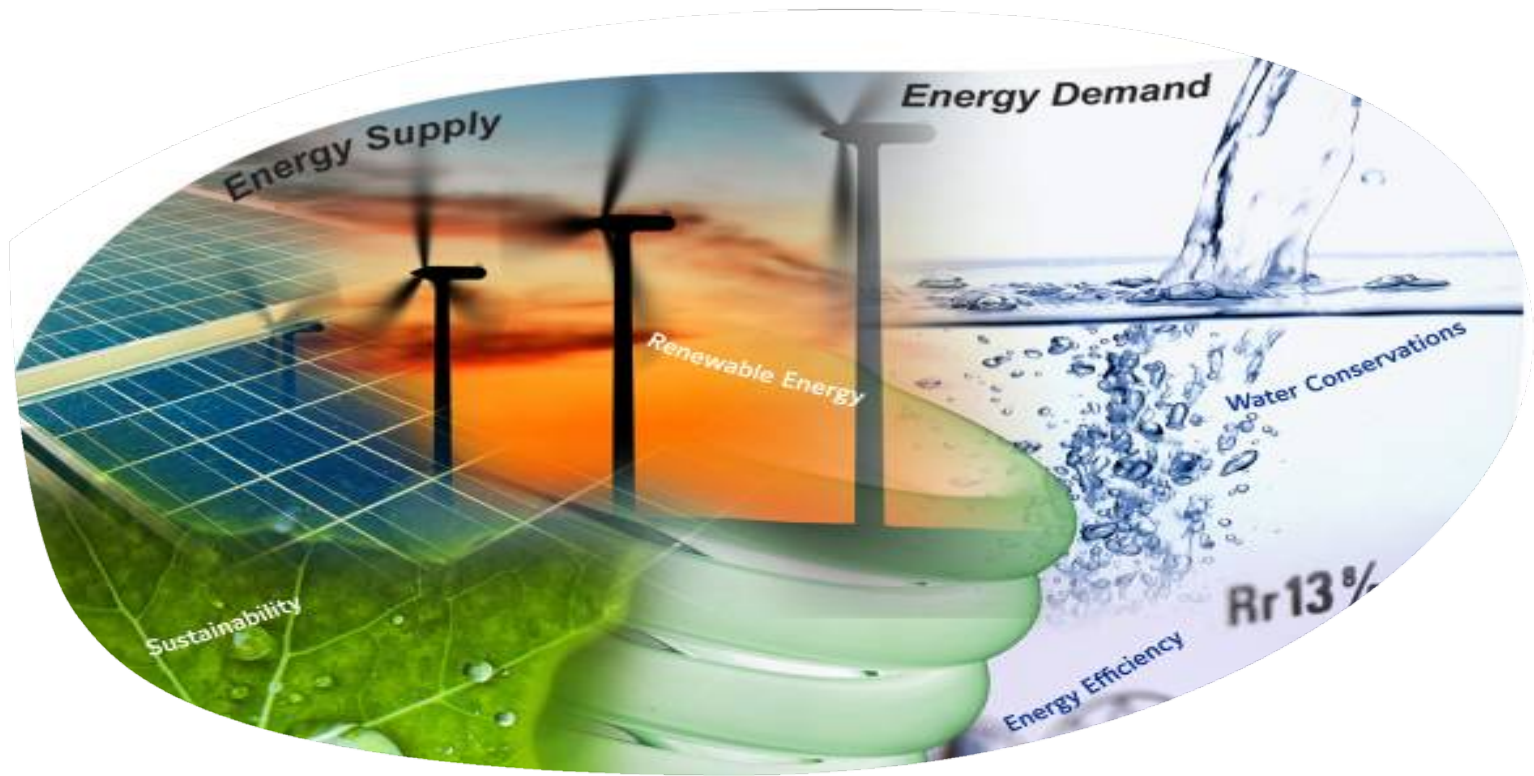
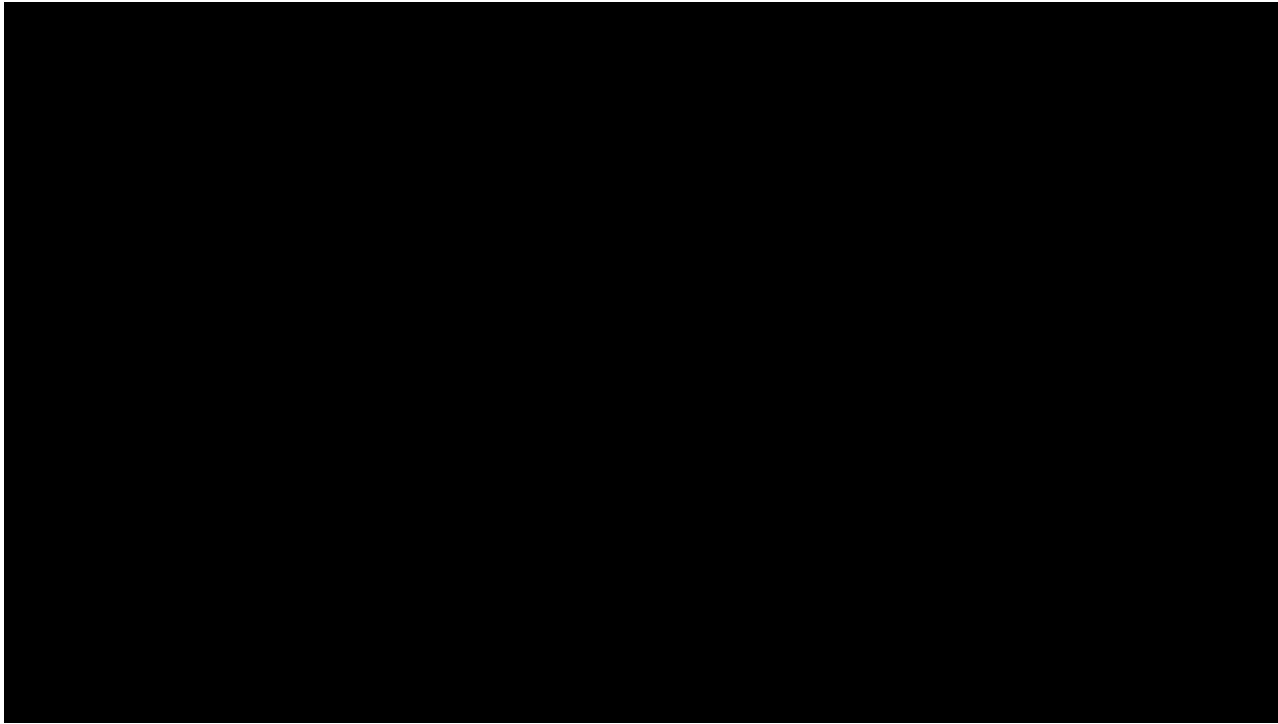


IMPROVING BUILDING EFFICIENCY USING PERFORMANCE CONTRACTING



JOHNSON WHO??



JOHNSON CONTROLS INC. (JCI)



SOLUTIONS (**E**nergy **S**ervice **C**OMpany)



What's on your mind?

Energy prices, global economy, water, emissions, green public pressure...

“high energy costs alone can be a competitive disadvantage in today's high-price environment and sufficient motivation to focus senior management attention on energy efficiency.”

TUESDAY, December 18, 2007

Carroll County Times

County Working to Reduce Greenhouse Emissions

By Beth Ward, Carroll County Times Staff Writer

TIME
IN PARTNERSHIP WITH CNN

Tuesday, Dec. 24, 2008

America's Untapped Energy Resource: Boosting Efficiency

By Michael Grunwald

LOT OF ATTENTION ON ENVIRONMENTAL ISSUES

guardian.co.uk

Water becomes
world runs dry

Western companies have the know-how - and the financial incentive - to supply water to poor nations. But, as Richard Wachman reports, their involvement is already provoking

Richard Wachman
The Observer, Sunday December 9 2007

multinational companies are working to tweak their environmental image as they face increasingly stringent emissions standards and public scrutiny. Large firms are increasing their investment in clean technology in order to save money, further develop alternative energies and help consumers reduce their own emissions.

“the brand value from being ‘green’ is increasingly valuable among environmentally conscious consumers” -McKinsey Global Institute

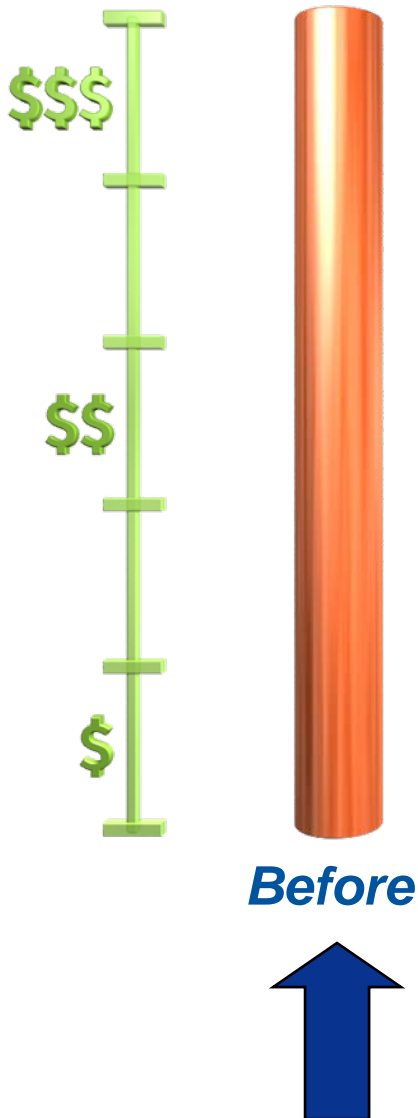
SO WHY AREN'T ALL BUILDINGS "GREEN"?





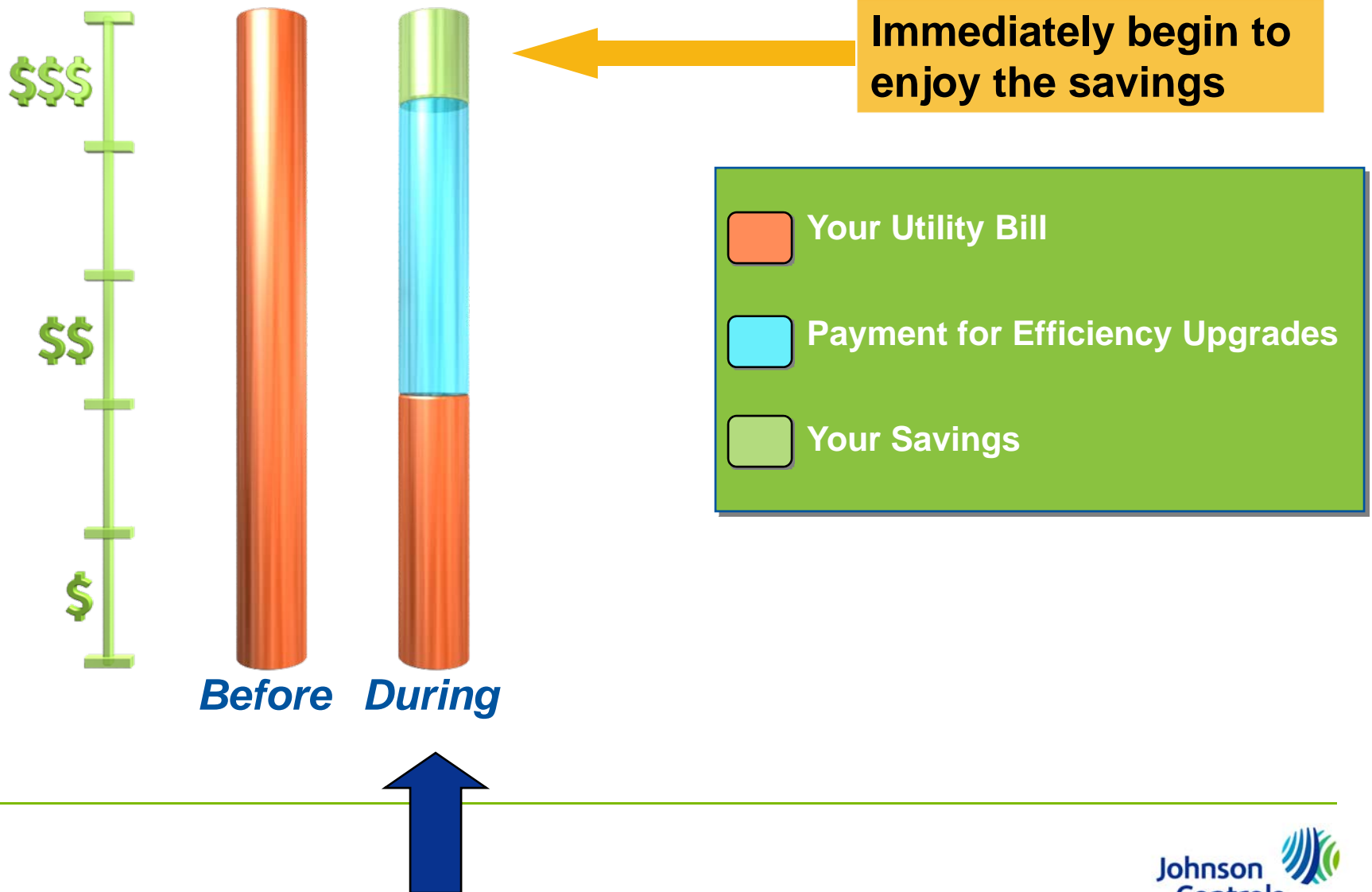
Performance Contracting is a procurement tool that allows you to leverage the savings you get from making building improvements in order to pay for the improvements.

Performance Contracting – your costs today



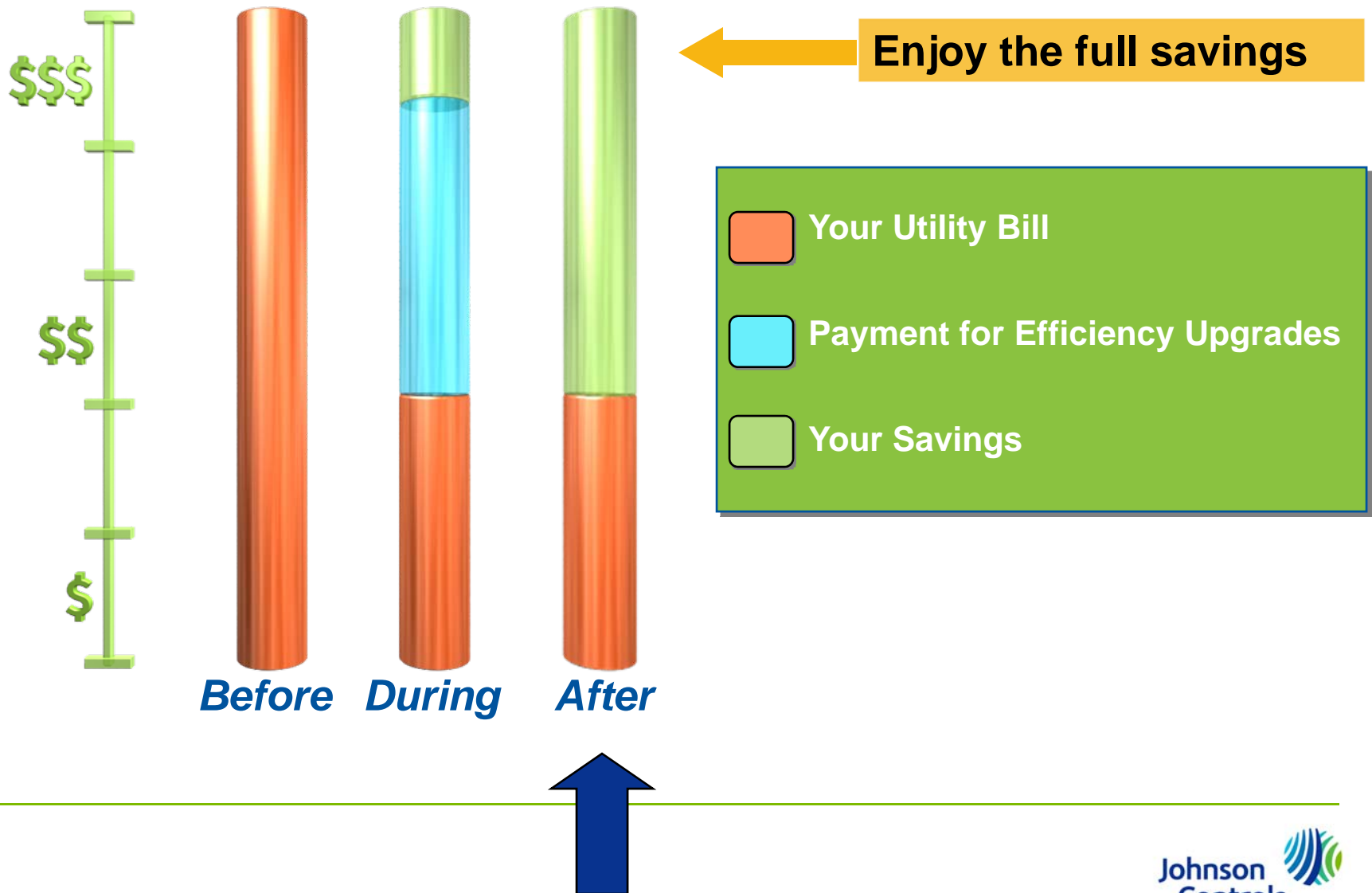
 Your Utility Bill

Performance Contracting – during the term of the contract



Note: this is for illustrative purposes

Performance Contracting – enjoying the full savings



Note: this is for illustrative purposes

WHY NOT JUST DO IT YOURSELF?

- GUARANTEED SAVINGS
- EXPERTISE
- RISK MANAGEMENT
- BUNDLING



Customer Discussion to Identify Goals:

energy efficiency, emissions reduction,
operational savings, water savings, etc.

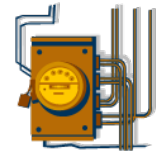
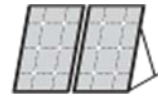
Preliminary audit/Site visit

Customer commitment

Detailed audit
Sophisticated analysis tools used to gather data and develop
customized solution

Energy Performance Contract with Savings Guarantee

Improvements
such as:



Lighting, water, HVAC, renewable energy, building upgrades, wireless, meters/controls

Lower
Water Use

Lower
Utility Use

Reduce
Waste

Reduce
Emissions

Reduce
Ops Budget

Reduce
Maintenance

Meet Customer Goals



Markets and Services



Learn More About
Johnson Controls

Markets We Serve



K-12
Education



Higher
Education



Health Care



Public
Housing



Local
Government



State
Government

Services We Provide



Energy Performance
Contracting



Renewable Energy
Solutions



Water Solutions

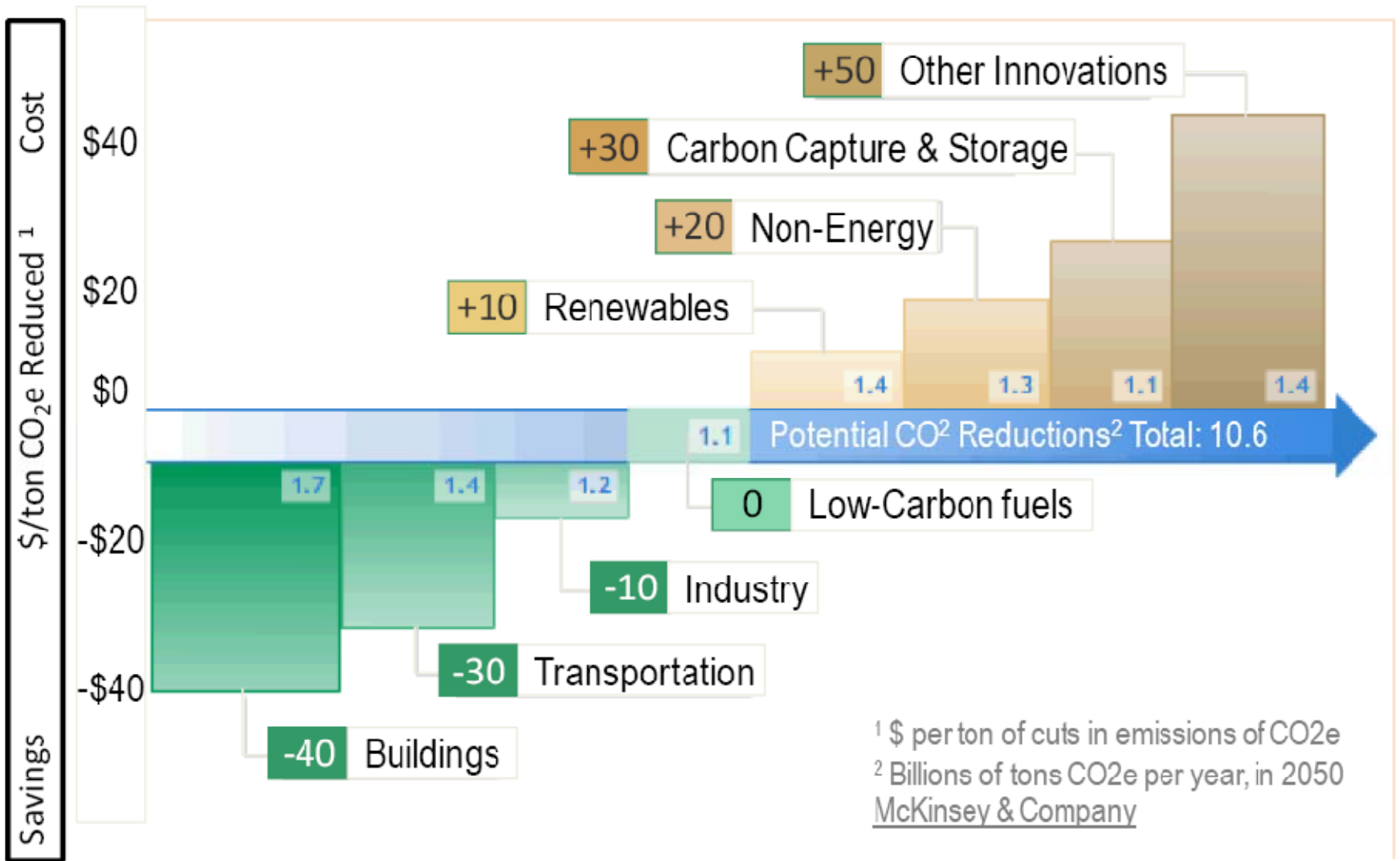


Green Buildings



Innovation Services

INCORPORATING RENEWABLES



CAREER OPPORTUNITIES

DESIGN



BUILD



MEASURE & VERIFY

SALES EXECS

PROJECT
MANAGERS

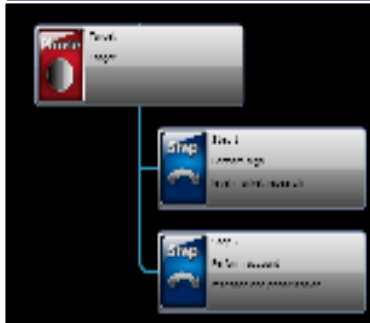
PERFORMANCE
ASSURANCE
ENGINEERS

ENERGY
ENGINEERS

SOLUTIONS
DESIGN
LEADERS

DIFFERENTIATORS - INDUSTRY LEADING TOOLS

Playbook



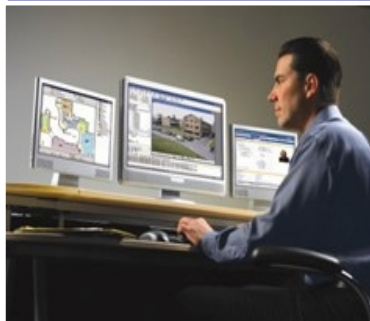
Field Survey

A screenshot of a web form titled "Survey for Boiler". The form contains several input fields: "Equipment Schedule", "Operating Schedule", "Occupant Level", "Condition" (with a dropdown menu showing "-- Choose --"), "Hours of Operation", "Manufacturer", and "Model No.".

Solutions Catalog



Expert Connection



Energy & Water Modeling



Document Manager



WWW.JCI.COM

Energy Performance Contracting

“Energy efficiency is the greatest form of new energy we have.”

Fortune magazine, 2008

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