



Solutions for Smart Localities

A new level of Public-Private Partnerships (P3)

Leveraging Energy-as-a-Service (EaaS) Model to drive revenue and growth to address critical energy and infrastructure improvements and make your Locality a safer and more resilient community for citizens

Localities Face Many Challenges

Stress

Infrastructure

Cost

Environment

Competitiveness

Citizen Expectations

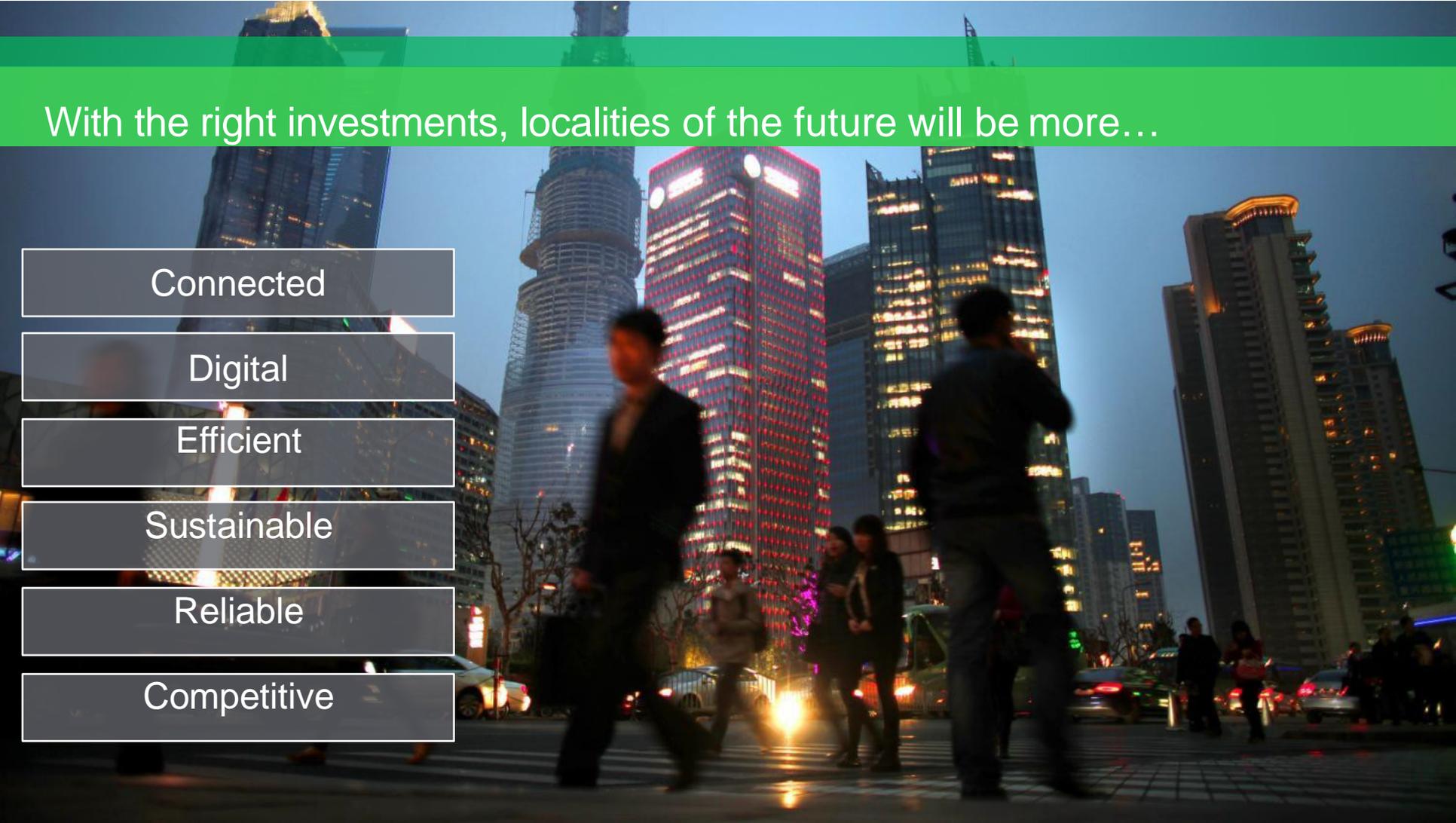


At Schneider Electric

We help localities strategically approach infrastructure technology to improve efficiency, sustainability, and resilience.

Life Is On

Schneider
Electric



With the right investments, localities of the future will be more...

Connected

Digital

Efficient

Sustainable

Reliable

Competitive

Cap Ex vs Op Ex?

What is the best way to manage your infrastructure portfolio of build-outs, ongoing services and modernization efforts?

- Cap Ex (capital outlays)
 - Typically a major and rigid process for investment
 - One project at a time
- Op Ex (capital outflows)
 - More flexible process for investment that does not impact taxpayer dollars
 - Holistic approach

Introducing Energy-as-a-Service (EaaS)

What is the EaaS Model?

- It is a innovative business model that reduces risk and doesn't break the budget
- It enables localities to solve for energy resilience, sustainability and cost tailored to their unique objectives
- Allows customers to secure energy reliability without assuming operational risks
- Transfers technical, regulatory and operational risks to partners that are experts
- Funds smart energy technologies and smart security systems
 - Microgrids, energy storage, solar panels and electric fleets
- Integrates the various technologies to produce a resilient, reliable, green, predictable and digital solution

Energy-as-a-Service (EaaS)

How to make it work

- Define needs, desires, goals, and energy objectives
- Understand where you want to be in the next 10 – 30 years
 - Energy costs
 - Sustainability
 - Resiliency
- Use the P3 model to pick a partner that both clearly understands your goals and objectives and has a strong track record of delivering success using the EaaS model

EaaS Example Project

Montgomery County, Maryland – Solar PV, CHP, and Microgrid Resiliency Project

- Partnership between Montgomery County, Duke Energy and Schneider Electric
- 2 very large buildings, Public Safety HQ and the Montgomery County Correctional Facility
 - 2.5MW Solar PV – ground, roof mount and carport; 1.02MW CHP
 - Upgraded medium and low voltage electrical distribution
- \$16M project with 25 year term
- Benefits
 - Improve building infrastructure while improving capability
 - Stabilize long term costs
 - Reduce green house gas and other emissions
 - Generate energy locally

Learn more about Schneider Electric



Navigant Research ranked Schneider Electric as the #1 ESCO and EaaS Provider

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