



# Anticipation Discount Program (ADP)

Maximizing value. Minimizing costs for health care buildings.



## Creating a healthier indoor environment and a healthier bottom line.

Trane has always led the way in improving operating efficiencies and meeting the needs of high performance buildings. And now we've created an easy way to make owning Trane HVAC equipment an even better value: The Trane Anticipation Discount Program (ADP).

The idea is simple. You'll save significantly on your HVAC equipment, installation and services just by paying in advance.

### Flexible and customizable program designed for all Trane customers

All Trane customers with current accounts are eligible for the program. ADP is designed to be flexible and customizable, so you can create the program that meets your needs. Trane will work with your budget and your board to create the best program for your facility.

### Here's how the program works

Trane will discount your equipment purchase when you pay prior to shipping. It's as flexible and customizable as you want. Your discount depends on:

- How much you pay
- When you pay
- The discount rate
- The date the equipment ships

### HVAC equipment

$$D = \frac{R \times P \times T/360}{1 + (R \times T/360)}$$

D = Discount, R = Discount Rate,

P = Payment, T = Number of Days

between payment and shipment + 30 days (standard terms).

### Do the math:

For example: Your equipment is valued at \$100,000. You pay for it 15 weeks prior to shipment at an annualized prepayment rate of 5%. The actual discount amount can be calculated using this formula:

$$\$1,840.49 = \frac{.05 \times 100,000 \times 135/360}{1 + (.05 \times 135/360)}$$

The prepayment earned an immediate discount of \$1,840.49.

### What happens if the equipment ships later or earlier than estimated?

We will adjust the discount using the formula outlined if the equipment is shipped more than five days later than expected. If the equipment ships early at our discretion, you will receive the full discount.

## Savings on service contracts

You can also save when you pre-pay for all service contracts. Whether you have a 12-month contract, or up to a 5-year contract, Trane will give you a straight percentage discount when you pay in advance!

**1-year contract: save 3% with ADP.**

**2-year contract: save 4.2% with ADP.**

**3-year contract: save 5.8% with ADP.**

**4-year contract: save 7.5% with ADP.**

**5-year contract: save 10% with ADP.**

## ADP. Immediate savings. Lower long-term costs.

As you can see, our ADP lowers the cost of owning and maintaining Trane HVAC equipment, controls and provides benefits to building owners and managers by:

- Reducing project costs
- Discounting service and installation costs
- Giving immediate equipment discounts
- Providing an attractive rate of return

Best of all, this unique program helps reduce the capital investment required to implement facility improvements, which means building owners/managers can invest capital into other activities.

You'll also get the benefit of immediate order approval and enhanced credit standing.

And ultimately, you'll be able to cost efficiently create an indoor environment that promotes comfort and productivity.

## How much can you save?

Call your local Trane Sales Representative or your Trane Regional Financial Services Contact to get an Anticipation Discount Program quote today.

## Success story



## Our Anticipation Discount Program (ADP) helped a Massachusetts hospital receive real savings in real time.

As health care costs rise every day, hospitals must find new and innovative ways to save money. Trane showed a not-for-profit multiple facility how to get a better return on investment by using our Anticipated Discount Program, rather than investing their money elsewhere.

The hospital was about to start a \$1.3 million upgrade project that included additions to their building automation system, a comprehensive lighting retrofit, cooling tower replacement, drives applied to towers, monitoring of electric meters, and demand controlled ventilation. Meetings with facilities personnel outlining the scope and budgets for the project led the Trane sales engineer to suggest that the hospital could save money if they opted for the ADP. Everyone from the COO, CFO and VP of Projects agreed it was a sensible idea and the hospital moved forward.

## The savings so far:

- \$32,000 saved up front using ADP
- \$37,000 in utility rebates
- \$20,000-\$25,000 per month in utility charges

Learn more at [trane.com](https://trane.com)



Trane – by Trane Technologies (NYSE: TT), a global climate innovator – creates comfortable, energy efficient indoor environments through a broad portfolio of heating, ventilating and air conditioning systems and controls, services, parts and supply. For more information, please visit [trane.com](https://trane.com) or [tranetechnologies.com](https://tranetechnologies.com).

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