



# Performance Contracting

Trane Building Services



# Turn wasted energy into funds you can spend today.



## Where will you find revenue for your next major capital investment?

It's all around you. It's in your building's air conditioning and heating system. It's in your water heaters. It's in your faucets and thermostats and lighting fixtures and the weather-stripping around your windows.

Wasted energy and operational inefficiencies throughout your organization can be turned into cash. And we're not speaking figuratively here.

You can have funds now in exchange for the money you save on energy and operating costs in the future, just one of the business advantages of Trane's Performance Contracting.

*Here's how it works.*

1

**Just let us know you're interested in this service by signing a Letter to Proceed.** We'll then send our energy engineers to your premises for a facility assessment.

Our engineers are recognized, worldwide leaders in designing and applying HVAC systems and achieving high-performance buildings with optimal comfort, ventilation, lighting and acoustics. Because of their experience and expertise, they are highly adept at discovering opportunities where you can improve your operations, optimize maintenance and increase efficiency across all types of energy use: electric, gas and water.

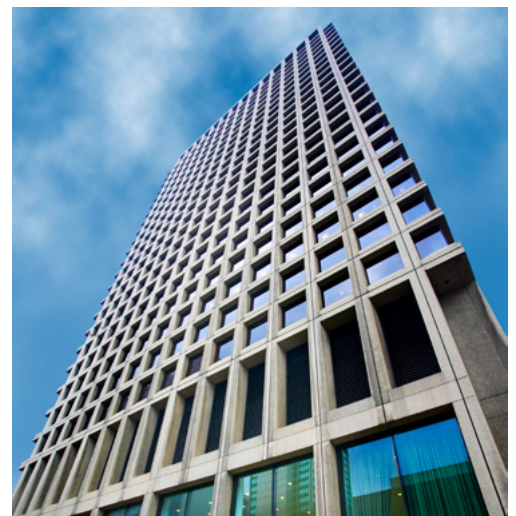
2

**Once we have an overview of your situation, we ask you to sign a Letter of Commitment** — a mutual commitment between your company and ours that kicks off an investment-grade, pre-contract audit. This phase typically takes 30-90 days, depending upon the size of your facility, and ultimately results in a comprehensive energy and operational report and forecast of how much you can save by implementing our list of recommended improvements.

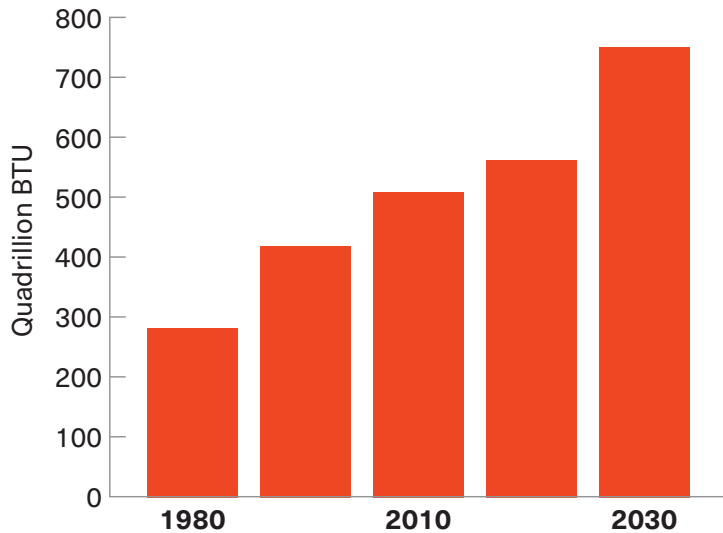
3

**A signed contract then authorizes us to proceed with the specified work.** But it's not just a contract — it's also a guarantee of your savings. Trane guarantees that you will save the amount predicted, or we'll pay you the difference. It's a bold promise made possible by our industry-leading expertise, Six-Sigma-driven tools and practices, and our proprietary technology — TRACE™ 700 — the first energy modeling tool approved by the Internal Revenue Service for calculation of energy savings.

**An assessment, a slate of suggested improvements and a guarantee**



*Trane has helped businesses save more than \$110 million in energy costs.*



World energy consumption projected to grow 60% by 2030

**Spend now what you'll save in maintenance later.**

Energy is the single largest operating expense in a typical commercial building, costing American businesses more than \$24 billion a year. With energy's rising costs, its increasing toll on our environment and today's historically low interest rates, there's never been a better time to restore your company's aging infrastructure.

## A smart move, made possible by a leader in energy management

Since our Performance Contracting offering began in 1995, Trane has helped businesses save more than \$110 million in energy costs. Our integrated approach — design, manufacture, deployment and maintenance — delivers the most savings, highest reliability and greatest probability of success.

Unlike other suppliers who focus only on the mechanics, we practice out-come-driven energy management that serves the needs of your business.

So consider the energy and manpower wasted in every inefficient furnace, every leaky window, every outdated control, every high volume toilet and faucet, every overpriced utility rate. Think about how you'd rather spend that money.

*And then call Trane.*



**Leverage your future savings**

The value in our Performance Contracting service isn't simply in predicting what you'll save by executing those improvements. Essentially, you can fund today's infrastructure improvements — to your HVAC system, lighting, boilers, roofing and so on — by leveraging your future savings. And, Trane will guarantee your energy savings.

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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