



Performance Based Agreement

Trane Building Services



If quality of your indoor environment is vital to your business, now you can breathe easily.

Introducing Performance Based Agreement from Trane
an air of certainty in turbulent times.



Introducing a new, higher level of Trane Service Agreement written specifically for your company. The Trane Performance Based Agreement. We accept the responsibility. We share the risk. You rest easy. Now you've controlled costs, protected assets and maximized the potential of your business.

To some businesses, the indoor environment is as critical as business itself. A system malfunction would bring havoc both easy and painful to imagine.

The breakdown of the cooling system in a server room can bring operations to a hard stop. Clean rooms must be maintained or product cannot be manufactured. Excess humidity in the operating room of a hospital can cause hundreds of thousands of dollars in losses due to postponed procedures, cleaning, and replacement of sensitive equipment.

The concerns have been numerous and constant. At least, until now.

At the core of the Trane Performance Based Agreement is a rigorous program of Predictive Maintenance and testing methods aimed at sustaining your critical systems' design performance, efficiency and reliability.

Employing Predictive Maintenance methods in conjunction with system alarm and performance monitoring will significantly reduce unplanned system downtime, as most repairs will be done prior to operational failures.

Research has shown that regular maintenance can:

Cut unexpected breakdowns by **70-75%***

Reduce energy consumption by **25-30%***

Reduce downtime by **35-40%***

Lower equipment repairs and maintenance costs by..... **5-20%***

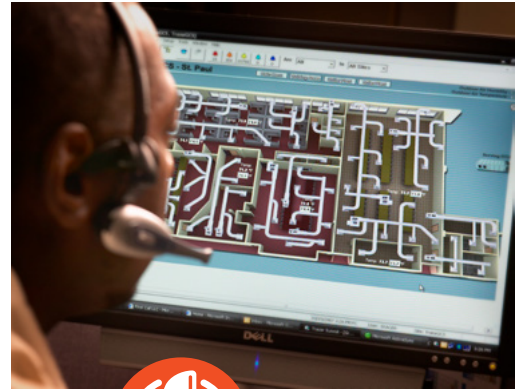
* Source: FEMP O&M Guide – July 2004

If it doesn't work for you, it doesn't work for us.

A Performance Based Agreement is a collaboration. Now you're not the only ones relying on your equipment. We are, too. Our success depends not just on preventive maintenance but also on predictive maintenance, periodic monitoring, priority service scheduling and 24 hour support.

Our first step is an audit of the building spaces most critical to your business. You determine the priority. We then thoroughly inspect the system that supports those spaces, looking with a keen eye and such advanced tools as thermography, vibration analysis, and oil and refrigerant analysis.

At this point, we may recommend upgrades or repairs. Once the system meets our requirements, you can be sure it will go on meeting yours. We'll also install a Trane Central Monitoring link to your Tracer Summit controls and set up a critical alarm response list and a periodic query schedule to oversee the operation of your critical systems.



Together, we will craft an agreement that suits your needs.

You define Acceptable Quality Levels and tolerances. You set the hours of operation. From there, it's up to us.

This is a true sharing of risk. If a failure does occur or if standards are not met, we will remedy the problem with due speed and at no cost to you.

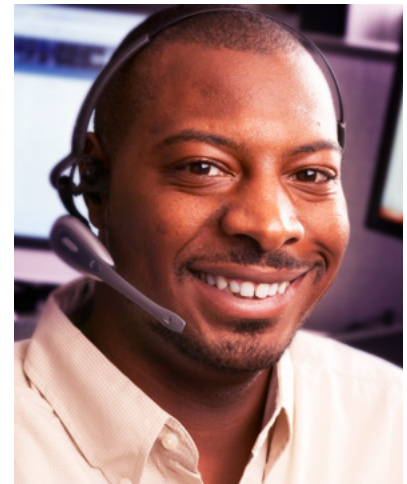


TRANE CENTRAL MONITORING

**The only ones who offer it.
The only ones who can.**

The Performance Based Agreement is designed for those customers with mission critical building spaces that require specific levels of air quality. Only Trane offers this kind of assurance. Only Trane has the tools, knowledge and expertise to make it work. No one has our capacity for support and legacy of service.

The Trane Performance Based Agreement is the next step beyond our popular Scheduled and Select Agreements. Scheduled Agreements provide regular, scheduled preventive maintenance. Select Agreements provide the same assurances, plus equipment repair coverage. Performance Based Agreements make sure the equipment we maintain and repair delivers the indoor environmental conditions required to help make your business successful.



Your Trane account manager can help you choose and customize the best option for your business.

Learn more at 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 or tranetechnologies.com.

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