

Item 3.5
7-13-15

Section 5 – Proven Performance

Texas Based

Schneider Electric has proven experience in working with Municipalities, Counties, State Agencies, Higher Education and K-12 school districts to maximize energy efficiency and performance. Our building solutions are designed for economy, operational efficiency and the flexibility to address future needs.

We work closely with public entities, to find the best solution for their individual situation, and we have an extensive reference base demonstrating success. Schneider Electric's diverse solutions and reliable service provide clients with a controlled, dependable indoor environment backed by **provable results** that help protect the investment of tax payers

Company Profile

We help individuals and organizations get more from their energy, be more productive and make their businesses more sustainable:

- Completed over 150 energy services performance contract projects in Texas
- The only Energy Services Company (ESCO) to be awarded the 2011, 2012, 2013, 2014 & 2015 World's Most Ethical Companies honor
- The highest ranked ESCO on the Global 100 Most Sustainable Companies in the World
- Over \$30 billion in annual worldwide sales

Schneider Electric is the world leader in automation and utilities management. The key to our success is effectively understanding and serving each entity's unique mission & goals. Because of this approach, **we have very strong roots in Texas and have a client base that is second to none**, and our customers are willing to talk with you about their experience.



Visit our website at
<http://se-enable.com/>

On the next few pages are just some of our Texas clients and an outline of their projects. Please feel free to contact them about their projects and experiences.



Extensive Expertise

- Over \$1 billion guaranteed savings
- Over 500 guaranteed performance projects



Texas Locations

- Carrollton (National Headquarters)
- Austin
- San Antonio
- Houston
- Abilene
- Weslaco
- Lancaster
- Athens
- El Paso
- Harlingen
- Waco
- Buda
- Corpus Christi

Expertise

- Comprehensive infrastructure renewal strategies
- Comprehensive program management
- Partnership for performance with guaranteed savings
- Financial mechanism to fund energy efficiency upgrades
- Mechanical and air-side HVAC retrofits
- High-efficiency lighting and lighting controls
- Building automation systems (BAS) and commissioning
- Building envelope improvements
- Water conservation measures
- Energy procurement services
- Energy rebates and incentives
- Water and waste water solutions
- Renewable energy solutions
- IT Power Management

Dallas County, Texas

Project Cost – Multiple Phases

\$52,000,000

Annual Project Savings

\$3,800,000

Utility Conservation Measures

- County- Wide Lighting Improvements
- Exterior Lighting Improvements
- Retrofits with Occupancy Sensors
- Building Automation Systems
- Computer Power Save Software
- Boiler System Optimization
- County-wide Mechanical & Electrical
- Chiller Upgrades
- Air-handler Upgrades
- Water Conservation – Controls/Fixtures



The Dallas County population is greater than 2 million and is the 9th largest county in the US. Dallas County's Green Buildings Initiative gives the County a leadership position in the region for energy efficiency and sustainability.

In 2011, Commissioners Court approved an aggressive efficiency program that has a positive, far-reaching and sustained impact on the environment for the region, and would act as a model for other local government entities in Dallas County, the surrounding area, and on a national scale.

After a nationwide search, Schneider Electric Energy & Sustainability Services was chosen among 10 top companies competing for the energy performance contract (ESPC), thus forming a public/private partnership with Dallas County.

Dallas County's Project Benefits/Results:

- > Fund **100%** of the project and put money back into the county's budget at **no cost to taxpayers**
- > Garners nearly **\$600,000** in total collective **utility rebates** and
- > Creates over **400 jobs**
- > Drives an additional **\$58M in business sales**
- > Lowers operational costs – saving taxpayer money
- > Addresses deferred maintenance in buildings
- > Gives the County a positive cash flow for other initiatives



"Since we are trading the money that we are spending on utilities to complete the work, our citizens are not burdened with tax increase."

Judge Clay Jenkins
Dallas County Judge



Project Cost
\$7,943,747

Annual Project Savings
\$217,727



Utility Conservation Measures

- Improvements to Aeration Basin & Aerobic Digester including new fine bubble diffusion grids
- Replacement of 750 hp of blowers and 400 hp of pumps
- Replacement of 3 old switchgear/MCC's with Square D switchgear
- HVAC Replacements
- Lighting Retrofit
- Energy Management System
- 2nd phase for water meters in 2014



Contact Information

Robert Hanna
City Manager

David Howerton
Director of Public Works

903-465-2720
500 W. Chestnut Street
Denison, TX 75020



City of Denison

Denison, TX

Comprehensive Utility Conservation Project

The City of Denison was in need of major upgrades to their water / wastewater treatment facilities as well as to various city buildings. Most of their equipment was far beyond the expected equipment life cycle, and the City needed a way to make the improvements without funding the upgrades entirely from their capital improvements budget. In addition, most equipment (particularly the wastewater treatment plant) was running 24/7 and had become a burden to the City's utility budget.

Schneider Electric's project development and engineering team worked with the City's preferred water / wastewater consulting engineer to design the upgrades for the City. Some of the infrastructure improvements needed to upgrade the plant were not energy savings measures. However, the performance contract model and guaranteed savings provided a way to pay for approximately half of the improvements while ensuring that the major plant upgrades will be efficient and sustainable.

City of Denison entered into its 2nd phase project with Schneider Electric in 2014 for 2015 construction



Project Cost
\$5,641,234

Annual Project Savings
\$387,109



Utility Conservation Measures

- Sensus AMI Water Meter System
- Blower and Electrical Upgrade
- Aeration Equipment
- Air Transmission Pipe
- Lighting Upgrade



Contact Information

Gary Beverly
City Manager
(979) 265-2541
108 East Main Street
Clute, TX 77531

City of Clute Clute, TX

Citywide Energy Efficiency Project

Preparing for impending growth anticipated in the area, the City of Clute partnered with Schneider Electric for a city-wide water meter replacement as well as lighting upgrades in the buildings, traffic signals and parking lots. The new Sensus Automatic Meter Reading system includes complete waste water treatment rebuild and building controls for better scheduling.

Self-funding, bringing the wastewater treatment plant up to expected performance levels, the City will realize \$250k per year in lost water revenue that will be generated by the new water meters.

The benefits of this project include:

- Increased water revenue
- Increased water meter accuracy
- Significantly reduced labor associated with manual reading of water meters
- Reduced maintenance costs (fuel, tires, etc) associated with manual reading of water meters
- Reduced cost of replacing water meters

"The City of Clute is extremely excited to partner with Schneider Electric on three energy savings projects for our city. Through the process of working with Schneider Electric, including the audit and design processes, they have been professional, knowledgeable and extremely customer focused. Their team of engineers, financial and customer representatives has provided us with first rate information to make the proper decisions for our citizens. We would highlight recommend their services."

Gary Beverly
Clute City Manager



Project Cost
\$9,064,417

Annual Project Savings
\$692,372



Project Highlights:

- Standard building automation system implemented throughout the city
- Implemented high efficiency lighting technologies
- Intensive capital upgrades made throughout the city's facilities
- Boiler, air handler, and other HVAC renovations
- On-going training during project implementation and beyond
- Long-term plan developed for renewable energy



Contact Information

Odis Dolton
Assistant Director of Finance P.O.
Box 60, 555 Walnut Street Abilene,
TX 79604-0060
Phone: (325) 676-6496
Fax: (325) 676-6285
odis.dolton@abilenetx.com



City of Abilene – Phase 1 Abilene, TX

Conservation Utility Conservation Project

To improve operations, security, comfort and energy efficiency, the City of Abilene implemented \$9 million in facility enhancements at 34 buildings comprising approximately 860,000 square feet. As a part of a performance contract, Schneider Electric guarantees that the city of Abilene will reduce its utility costs enough to save more than \$12 million during the next 15 years.

Through this performance contract, the city has propelled green initiatives, in part by implementing numerous energy conservation measures (ECMs) at its facilities, taking a significant step toward sustainability.

Environmental Impact:

Throughout the 15-year guarantee period, the reduction in electricity usage will:

- prevent 2.8 million pounds of carbon from entering the atmosphere
- avoid 10 million pounds of CO2 pollution
- reduce SO pollution by 88,000 pounds
- lower NO gas emissions by 38,000 pounds

This is equivalent to planting almost 129,000 trees, enough to cover 1,200 acres, or removing 871 cars from area roads.

3 Phases Completed at City of Abilene

"We appreciated Schneider Electric's values. We knew they would make it right. Schneider Electric's clients indicated trustworthy, open working relationships and this resonated with the city."

*Odis Dolton, Assistant City Manager for Finance
City of Abilene*



Project Cost
\$9,468,570

Annual Project Savings
\$1,282,834



City of Dallas Dallas, TX



Utility Conservation Measures

- Energy management system- 4 facilities
- 1800 tons of new chiller capacity
- Lighting retrofit
- New chiller- Mountain Creek Library
- New cooling towers- City Hall & Central Library
- Solar domestic hot water

Comprehensive Utility Conservation Project

Schneider Electric was selected over more than ten Energy Services Companies to implement a Performance Contract on six facilities. The city looked to performance contracting as a way to update many of the systems within the city and meet the requirements of Senate Bill 5 (State mandate to reduce energy consumption by 5% per year). The Phase 1 project included HVAC upgrades, lighting retrofits, and energy management in several facilities. TAC was able to help the City of Dallas save more than \$1,200,000 annually in utility savings, which funded over \$9 million of improvements. Schneider Electric also helped the City of Dallas receive a one-time energy incentive of \$542,385 from ONCOR for doing an energy retrofit.



Contact Information

Jesse Dillard,
Project Engineer
214-948-5366
320 E. Jefferson Blvd.
Dallas, TX 75203

"The performance contract provides the city with \$9 million in infrastructure spending that won't impact the operating or capital budgets or bond funds. It's a win-win deal for the City of Dallas."

Steven Park
Director, Building Services
City of Dallas

4 Phases to Date at City of Dallas (4th phase entered into contract in 2014)



Project Cost
3 Phases
\$37,051,380

Annual Project Savings
3 Phases
\$2,324,421

Project Duration
Phase 1 Start April 2009
Phase 3 End August 2012



Utility Conservation Measures

- Central plant redesign and replacements in 7 buildings
- EMS upgrades
- System recommissioning
- HVAC replacements/upgrades
- AHU Variable Volume upgrades
- Water conservation
- Lighting retrofits
- Motion Sensor Installation
- IT Computer Room HVAC



Contact Information
Scott Minnix
Director, General Services
832-393-8021
900 Bagby, 2nd floor
Houston, TX 77002
Scott.Minnix@houston.tx.gov



City of Houston Houston, TX

Comprehensive Utility Conservation Project

As a participant in the Clinton Climate Initiative Building Retrofit Program the City of Houston selected 271 buildings, containing 11 million square feet, in a variety of ages, sizes and configurations – from high-rise offices to single story structures – that are candidates for performance contracting. For the first phase, the city of Houston selected Schneider Electric to perform work on seven municipal buildings containing 1.2 million square feet.

For the second phase the city of Houston launched an ambitious \$23 million project with Schneider Electric designed to improve energy efficiency, operations and comfort in 19 city facilities.

In this phase, Schneider Electric is implementing numerous energy conservation measures (ECMs) in facilities that include Houston's City Hall Building, Municipal Courts, Police Headquarters and Academy, water purification plant, and two branch libraries, measuring 1,649,000 square feet in total. These include central plant improvements, adding or updating building management systems, installing cutting edge HVAC equipment, retrofitting existing lighting fixtures to new, efficient fixtures, adding lighting controls, and installing new, water-saving plumbing fixtures.

"The City of Houston conducted a thorough search to find an ESCO that shared our objectives to find proactive solutions, use state-of-the-art equipment, and emphasize renewable energy sources and sustainability."

General Services Director
City of Houston

¹ The Clinton Climate Initiative (CCI) was created to advance solutions to the issues driving climate change. The CCI Building Retrofit program brings together many of the world's largest cities, energy service firms and financial institutions in a landmark effort to reduce energy consumption in existing buildings.

City of Houston entered its 4th phase project with Schneider Electric in 2014 – currently in construction



Project Cost
\$5,352,567

Annual Project Savings
\$723,720



Utility Conservation Measures

- Outside air make-up units
- New chillers
- Variable flow chilled water
- Variable air volume upgrades
- Air handling unit retrofits
- Lighting system upgrades
- Lighting occupancy sensors
- Energy management system
- Water conservation
- Water sub-metering
- Sensored faucets



Contact Information
Mary K. Suhm,
City Manager
1717 N. Harwood
Dallas, TX 75201



Dallas Museum of Art Dallas, TX

Comprehensive Utility Conservation Project

The Dallas Museum of Art (DMA), partially supported by the City of Dallas, has been in its present location in the Arts District since 1984. The museum contracted with Schneider Electric to install facility updates and utility conservation measures.

As a key component of the project, Schneider Electric installed four outside air make-up units that provide outside air conditioned to the proper temperature and dew point. These units maintain a positive building pressure. The conditioned air provided by these make-up air units coupled with the proper pressurization of the building facilitates the humidity control for all of the museum's art galleries.

In addition, two of the building's four water chillers used for cooling were out-of-date, inefficient and lacked the ability to be properly sequenced. Schneider Electric replaced the chillers with high-efficiency models that utilize environmentally-friendly refrigerant. To conserve energy, the chillers were properly sequenced and converted from a constant flow system to a variable flow depending on the demand.

As part of the Schneider Electric retrofits, one direct digital control EMS took the place of several different ones and eliminated the use of pneumatics, greatly increasing the system's ability to hold temperature and humidity to the tolerances desired.

Additional improvements included a lighting retrofit with higher efficiency lamps and ballasts as well as the replacement of the building's water fixtures with newer low-consumption, vandal-proof fixtures.



Project Cost
\$74,000,000

Annual Project Savings
\$8,000,000



Utility Conservation Measures

- Mechanical replacements
- Lighting retrofit
- Energy management system
- Laundry consolidation
- Solar hot water heating equipment

Environmental Benefits

- CO2 Removed:
310million pounds
- Equivalent of Cars
Removed: 31,000
- Equivalent of Trees Planted:
42,000 acres



Contact Information
Tarek Bou-Saada,
Energy Manager
281-344-4435
2100 Preston
Building 502, Rm. 2122
Richmond, TX 77469

Texas Health and Human Services Commission Richmond, TX

Comprehensive Utility Conservation Project

For the first of six phases that Texas HHSC intends to complete, Schneider Electric was selected to design and construct utility conservation-related improvements at five HHSC sites located in Austin, San Antonio and Kerrville. Utility conservation measures covered in the performance contract will include mechanical enhancements such as new chillers, boilers and air handlers; lighting replacements; and water conservation retrofits. A new energy management system will be installed statewide to improve occupant comfort, reduce energy costs, and standardize the monitoring of mechanical systems and energy consumption. Consolidating 12 onsite laundries into five regional laundry facilities will provide HHSC with significant utility, operations and maintenance savings. Renewable energy measures include solar hot water heating equipment for the swimming pools used for physical therapy.

"It is good for the state of Texas, and it's good for us. It allows us to be more energy-efficient."

Sharon Hunter
Facilities Support Director
Texas HHSC



Project Cost
\$1,081,287

Annual Project Savings
\$115,954



City of Marshall Marshall, TX



Utility Conservation Measures

- Energy Management System
- New Chiller and Boiler at City Hall
- Lighting Upgrade from T12 to T8
- Lighting Occupancy Sensors



Contact Information

Frank Johnson,
City Manager
903-935-4418
401 S. Alamo
Marshall, TX 75670

Utility Conservation Project

The City of Marshall was having a hard time keeping their City Hall comfortable. Even with the heating and cooling running 24 hours a day/7 days a week, the outdated mechanical equipment simply could not keep up. And the cost of running the inefficient units is about to increase: the city's electric utility provider is raising energy rates for the first time in 10 years. The problem was that there was simply not enough money in the budget for replacement of the equipment.

Schneider Electric assisted the city with developing a solution to their energy over-usage and comfort problems at the city's main building. As part of a performance contract, Schneider Electric will replace the existing heating and cooling with a new, more efficient boiler and chiller. An energy management system will also be put into place that will control the run-times on the equipment. Lighting will be upgraded, and occupancy sensors will reduce lighting being left on unnecessarily. These measures will reduce the annual energy cost for this building by 50%.

Similar lighting and energy management system upgrades were installed at seven other City of Marshall facilities. The lighting retrofit is especially important since the city's current lighting uses T12 bulbs, which will no longer be manufactured starting in July 2010. The new lighting will use more efficient T8 bulbs and electronic ballasts.

In addition to energy savings, a \$20,000 rebate from SWEPCO will pay for the improvements.

"The City of Marshall is dedicated to improving energy efficiency across our buildings and through our partnership with Schneider Electric we're becoming a more environmentally-conscious city."

Frank Johnson, City Manager - City of Marshall



Project Cost
Phase I: \$1,279,890
Phase II: \$636,504

Annual Project Savings
Phase I: \$121,015
Phase II: \$7,025



Utility Conservation Measures

- HVAC replacement- City Hall
- Facility lighting retrofit
- Street lighting retrofit
- LED signal light retrofit
- Energy management system
- Exit lighting retrofit



Contact Information
Daniel Serna,
Public Buildings Director
956-430-6646
502 E. Tyler
Harlingen, TX 78551



City of Harlingen

Harlingen, TX

Comprehensive Utility Conservation Project

After watching taxpayers vote down a bond that would have replaced the HVAC system at City Hall, the City of Harlingen looked to performance contracting as a way to pay for necessary improvements. By implementing a performance contract with Schneider Electric, the city was able to replace the HVAC system at City Hall, perform a LED signal light retrofit at seventy-four intersections, perform a street lighting retrofit, replace over 2,000 inefficient fluorescent ceiling lights, ballast and exit signs in eighteen city buildings, and implement an energy management system in fourteen facilities. The improvements were completely funded by energy savings. The city was attracted to performance contracting because it allowed the city to fund improvements without increasing the burden to taxpayers.



Project Cost
\$1,479,373

Annual Project Savings
\$176,602



Utility Conservation Measures

- Lighting retrofit
- Energy management system
- Power factor correction
- Replacement of chillers, condensers & cooling towers



Contact Information

Gilbert Jalomo, Jr.,
Purchasing Agent
281-341-8640
Jane Long Annex
500 Liberty St., #103
Richmond, TX 77469



Fort Bend County

Richmond, TX

Comprehensive Utility Conservation Project

The scope of this project included an I/NET 7700 energy management system, direct digital control of the Travis Building, Jane Long Annex, George Memorial Library and the County Courthouse. The I/NET system was also installed in seven other county facilities.

Schneider Electric made needed replacements of the county's mechanical equipment, including two 170-ton chillers, condenser coils and cooling towers. The county also received power factor correction in all eleven buildings retrofitted.

"To us, it is simple: We can pay the utility company or use those same dollars to buy improvements for our facilities at no cost to our taxpayers."

Gilbert Jalomo
Purchasing Agent
Fort Bend County

Project Implementation Expertise

Implementation of the City of Angleton's project will begin as soon as a construction contract is signed. During the detail audit phase, the implementation project management team will be involved in planning and reviewing the project scope and schedule. This familiarity will facilitate an efficient and smooth project startup. The implementation management team dedicated to this project works exclusively in the performance contracting arena, and is experienced in working in occupied buildings. We understand that the comfort, safety and peaceful learning environment for the employees and residents are most important. From the beginning to the end of the project, our management team will work diligently to understand the needs, requirements and expectations of the City of Angleton.



Project Team

The project team that will execute your project will include:

Construction Manager: The CM is the project manager's supervisor. CM roles include:

- Working with project manager to strategize project sequencing and schedule
- Making sure that project manager has all needed resources
- Accountability for project finances
- Submittal reviews
- Plan reviews
- Constructability reviews
- Project technical and management resource

Construction Services Manager: The CSM will work with project financials. CSM roles include:

- Subcontract negotiations
- Subcontractor billing
- Project billing
- Equipment purchasing

Project Manager: The PM will be the city of Angleton's day-to-day contact with Schneider Electric. This role is expanded in the next section.

Construction Administrator: CA roles include:

- Acquiring bonds
- Insurance certificates
- Purchase orders
- Equipment ordering
- Processing subcontracts
- Processing project billing
- Processing subcontractor billing

Project Engineer: PE will work on site with the project manager:

PE roles include:

- Coordinating subcontractors
- Handling Decatur ISD service calls or request
- Taking meeting minutes
- Validating and commissioning EMS controls points
- Commissioning HVAC systems

- Compiling O&M Manuals
- Creating and tracking punch lists
- EMS hardware and software design
- Creating EMS graphics
- General support for PM

Role of the Project Manager

The project manager will be the main point of contact Schneider Electric for the client during the implementation / construction phase of this project, and, with help from city employees, will determine how each aspect of the project will be sequenced, scheduled and logistically organized. He will be on site each day and will manage and supervise all aspects of this project. The project manager will have a background in HVAC and Building Automation Controls. The PM will be a technical resource for the project and the client.

As the project is built, the PM will inspect each of the installations to ensure that the work conforms to the design, specification, craftsmanship, and, assess the percent of total completion for billing and scheduling purposes. The PM will lead all of the weekly project progress meetings, manage the subcontractors and be responsible for finalizing all of the project closeout documents.

The PM will ensure that all Schneider Electric personnel and subcontractors are entering, working and leaving the City buildings in the exact agreed upon time frame and agreed upon manner. The PM will be responsible for managing and sequencing all of the subcontractors and work to maintain, safety and a comfortable environment at all times. As we have performed many successful performance contracts over the years, our PMs have learned how to effectively meet client needs.

Some of the PM's other duties include:

- Review plans and specifications
- Communicate and manage project schedule
- Manage material and equipment orders
- Manage equipment deliveries
- Inspect and validate completed work
- Coordinate on site client training
- Manage completion of all punch list
- Design project schedule
- Day to day onsite project management
- Lead weekly Decatur ISD progress meetings
- Lead weekly subcontractor meetings
- Manage utility rebates
- Coordinate and manage closeout documentation

Project Schedule

The driving force for the implementation of any successful performance contract is the project schedule. The final schedule's length and pace will be based upon the city of Angleton's comfort zone to schedule the work within the comfort needs of the faculty and residents. When creating the project schedule, the first consideration is the city of Angleton's schedule and building usage.

Another consideration is the equipment needs of the City. For example, if project's scope of work contained a piece of equipment that was failing or failed during the project, Schneider Electric will accelerate its replacement as quickly as possible.

Utility conservation measures that have the greatest pay back and require minimal engineering time will be installed first. Some of these early installations could include lighting retrofits, water conservation retrofits, and power factor correction equipment.

Seasonal considerations are critical in creating an implementation schedule. For example, if the project, included steam boiler replacement that would be scheduled for the summer and early fall. The boilers will be removed one at a time so that there is always heat available.

Other scheduling factors include:

- *Lead time for engineering*
- *Equipment lead times*
- *Ability to work parallel crews*

Shortly after project implementation has begun, the master schedule for the project will be created. Additional detailed schedules will be created for specific equipment installations that will require high scheduling resolution. These detail schedules will provide enough detail to sufficiently coordinate all personnel and activities.

As stated earlier, when working in City facilities Schneider Electric understands that a lot of our work will be performed at night, weekends and holidays. Our subcontractors will be selected and hired based upon these criteria.

Construction Challenges

As equipment shutdowns or drain downs are required to remove and replace mechanical and electrical equipment, carefully planned coordination with the City staff must be initiated to ensure all systems are restored, started, commissioned and operational within the agreed to schedule. Our experiences include a history of successful shutdowns of large municipal facilities to install cooling towers, boilers, chillers and power factor capacitor equipment. These include:

City of Dallas City Hall Building: Schneider Electric was tasked with draining down the entire cooling tower system while maintaining cooling to the City's third floor computer center and the 911 Emergency Call Center. The shutdown was accomplished by temporarily installing one cooling tower on the roof, and bringing in another temporary cooling tower on a trailer. These towers were then connected to existing piping and pumps. The shutdown was successful and accomplished in the allotted time frame.

Bank of America at 1401 Elm: Schneider Electric successfully coordinated a helicopter lift of one 1,000 ton chiller, one 1,300 ton chiller, and five cooling tower cells to the 50th floor of this building. Coordination included shutting down streets, re-routing traffic, and shutting down the Dallas Area Rapid Transit trains for short periods. The project was successful and completed on time.

University of North Texas Health Science Center-Ft. Worth: Schneider Electric was tasked with changing out the chillers in an occupied medical research center with no ability to shutdown due to long running experiments. Our team worked with the customer to interconnect two existing central plants. This allowed the entire campus to be cooled with one central plant while the other plant was being renovated. This project was successful and completed on time.

Installation Quality

Schneider Electric's success in managing and constructing large comprehensive performance contracts is based on our ability to manage the entire myriad of details that accompany each project. This is accomplished by strict discipline in maintaining the following steps as each Energy Conservation Measure is installed:

- Reviewing plans and specifications carefully with subcontractors
- Securing building permits as required
- Reviewing each ECM project with the client before installation begins
- Equipment submittal process
- Continuous subcontractor reviews and communication
- Regular meetings with Decatur ISD to review the ECM installation
- Strict adherence to design documents

- Maintaining quality installation methods
- Startup of equipment with qualified personnel
- Promptly creating punch list
- Prompt completion of punch list items
- Validating and commissioning equipment operation with entire systems
- Documenting all startup and commissioning processes for Decatur ISD
- Client walk through and approval of all installations
- Client training on all major equipment and systems
- Carefully compiling data for O&M Manuals

Our goal is to carefully accomplish each of these steps for each ECM that is installed. Experience has taught us that as we focus on these steps, the final completion and close out of the project will be a smooth transition from the implementation phase to the saving and guarantee phase of the project.

Subcontractor Selection

Subcontractor selection will be based upon capability, cost, past performance and proximity to the project locale. Schneider Electric constantly rates each of our subcontractors through an internal online quality program. At the conclusion of each project, the project manager rates each subcontractor for performance, management, and capability.

Design Build Responsibility

In the implementation phase of its contracts, Schneider Electric performs as a "design-build" contractor bearing sole responsibility to the City of Angleton for:

- Design
- Plans and specifications
- Construction drawings
- Record drawings
- Project scheduling
- Equipment procurement
- Construction management
- Start-up
- Acceptance inspections
- Punch-list development
- Final acceptance inspection

As part of our energy services contract and any agreements we may enter into with our subcontractors, we guarantee that the design and installation of the work complies with all current local, state, and federal construction codes and environmental regulations. As a successful turnkey organization, we adhere to the codes and standards required by all applicable local, state, and national governing bodies.

Project Training provided by Schneider Electric

Schneider Electric knows that the best way to ensure project savings and guarantee success is to train our customers to be **proficient with the installed systems and to be confident and capable operators**. The first step toward achieving this goal is on-site training during construction. Our knowledgeable project managers and project engineers are very knowledgeable of HVAC systems, proper maintenance procedures, and efficient facility operation.

During construction, the City staff will receive on-site training **as each system becomes operational**. During the project, on-going Energy Management training focuses on the specific systems in each facility in the project. The level and frequency of this training will depend upon the needs, skills and abilities of the City of Angleton staff.

Near the end of construction, the PM will schedule formal, comprehensive on-site training. This training will focus on how to use the Building Automation System to operate and manage the City's various HVAC systems. This training will prepare the staff for the transition to the guarantee period.