



Budget Neutral Solutions for Creating A Safe, Sustainable Environment For Learning and Living

When students select your college or university, they are choosing a home for the next several years. Two-thirds of students say a university's physical environment is the main factor in deciding which school to attend. They expect campus environments that provide safe, quality education experiences, from classrooms to residential halls. State-of-the-art facilities, social responsibility and most importantly, safety and security are necessities of campus life. With budgets being squeezed more every day, it is no surprise that you need innovative ways to manage your campus. Learn how Johnson Controls can generate dollars to fund facility renovation, construction, and integration—just what you need to attract and retain students.

Guaranteed Performance Contracting

Colleges and Universities throughout North America are improving their operations through Johnson Controls' efficient equipment, advanced systems and controls, unparalleled service, and partnership expertise.

We can help you do the same through Guaranteed Performance Contracting. This method allows you to lower energy and operating costs without a capital expense, and with Johnson Controls guaranteeing the savings.



The Bottom Line Benefits of Guaranteed Performance Contracting



Everywhere you turn, something else is adding costs. Your challenge is to fund these extra costs on a budget that doesn't include extra revenue.

Working with Johnson Controls creates savings that you can use to meet other budget goals, and to allow you to focus on your core education mission. One of the primary benefits of working with Johnson Controls is that we guarantee energy and operational savings as part of the project contract. The guaranteed savings are then used to fund infrastructure improvements through a financial arrangement typically provided by a third-party financial institution of your choice. The projects are designed so that the annual energy and operational savings are greater than or equal to the required

payments over the term of the contract, leaving a net neutral impact on your budget. Furthermore, if the guaranteed savings aren't realized, Johnson Controls pays the difference.

For colleges and universities, that means no capital dollars spent, the savings are guaranteed and because Johnson Controls is accountable for achieving specific facility improvement outcomes, it stays invested in the projects' long-term success.

A single-source provider reduces project complexity and timeline.

Johnson Controls takes complete turn-key responsibility for the project. Professional construction managers plan the timeline and critical path to implementing every phase of the project: the performance of preliminary energy audits, detailed design and engineering, business case analysis, installation, commissioning, performance measurement and verification.

Not only does Johnson Controls manage every stage of the project life cycle, we also consider every aspect of the building environment — lighting, HVAC systems, building management systems, water efficiency, renewables, etc. — to create a project that will maximize the efficiency, savings and carbon reductions as well as address deferred maintenance.

Save money, create a more appealing campus, & attract and retain even more students.

What you do best is educate. What we do best is provide solutions that make a positive financial impact on your campus while improving the learning and living environment.

Contact us to learn more:

Brian Del Vecchio

Senior Account Executive

brian.n.delvecchio@jci.com

Emelie Westdahl

Account Executive

emelie.westdahl@jci.com

