

Reduce energy costs and greenhouse gas emissions across your portfolio





Manage the risk of rising energy costs in a sustainable way

You are under increasing pressure to control energy costs, reduce greenhouse gas emissions and increase the value of your real estate portfolio. How do you stay on top of these issues as well as rapidly changing energy market conditions?

Johnson Controls energy services has the proven experience, expertise and capabilities to help you implement a corporate-wide and, if necessary, world-wide, energy management program. We can provide a comprehensive program for your entire enterprise or deliver individual services on a facility-by-facility level to manage energy usage, costs and greenhouse gas emissions.

You can choose from strategically-focused programs and web-based technologies designed to *reduce your energy costs, reduce your exposure to price volatility, measure and manage greenhouse gases, deliver comprehensive and timely energy information, and help you integrate renewable energy solutions. All this on top of the industry's most advanced energy efficiency solutions.*



Supply side support up and down the grid

Energy procurement

With deregulated markets, you can purchase energy from third-party suppliers at competitive rates. Johnson Controls will help you manage the procurement from start to finish. This includes assessing opportunities for procurement, identifying suppliers, preparing and executing bids and providing ongoing market data support. This will help **reduce the risks of sudden price increases**. And we'll ensure that the transactions work to your benefit, not the supplier's.

Rate and tariff analysis

The utilities serving your facilities may offer a choice of different pricing structures. Johnson Controls will help you select the best utility tariff and manage rates based on usage to **minimize your per unit cost**.

Risk management

You can't work without energy. Period. You have to buy what you need. Rather than paying more than you may have budgeted, we can offer you ways to manage your energy price risk. Using a combination of data gathering, market analysis and managing buy targets we'll help reduce your exposure to price volatility and better quantify future exposures.

The surest way to manage energy use is to use it more efficiently

Facility surveys

The money you spend on energy represents 30% of a typical building's annual operating budget. Using either an on-site or virtual survey we'll identify energy and cost savings opportunities, along with greenhouse reduction recommendations. We'll provide data you need to **make informed decisions about equipment investments and to prioritize energy-saving opportunities**.

Reliability services

Chances are, you don't think about your back-up power systems until your main power goes down. And then every second counts. Johnson Controls will do a comprehensive audit of your back-up power generation and water, including load testing, black start tests and storage capacity evaluation. Then we'll provide recommendations for ensuring reliability and power supply.

Retro-commissioning

The initial commissioning process ensures that your building equipment and systems perform according to original specifications. Over time, equipment ages and building use changes. So your facilities may become increasingly inefficient. Retro-commissioning tunes up your systems, without a significant investment. Johnson Controls, as the world's leader in HVAC controls and equipment has the unequalled expertise to manage the entire retro-commissioning process.

Project management and implementation

As your equipment ages, it becomes less energy efficient and therefore it may be critical to upgrade or replace it. We provide comprehensive project management and implementation services for necessary upgrades. We can work with you to procure new equipment. And we'll even **guarantee the energy savings that your upgrades will generate**.



A new way to look at your utility bills

Johnson Controls can provide centralized bill collection and payment. This streamlines your payment process and ensures accuracy. Plus, it can be a source for additional savings and benchmarking data. Our utility bill payment process centralizes collection and just-in-time payments to avoid late fees. We also capture and track energy usage data using Web-based technology to **better manage energy supply and consumption**. (Available in US and Canada).

On time, online energy and carbon footprint management

An innovative Web-based data management platform captures and reports on all parts of your energy spend, consumption and carbon footprint, globally and locally. It features five modules that **seamlessly integrate information and costs in over 65** different local currencies and all units of measurement from the following areas and produces reports on the following items:

- Energy and Utilities
- Greenhouse Gases
- Energy Projects
- Facility Equipment
- Environmental Management

In a secure Web environment, this unique technology delivers comprehensive information in a timely manner to **measure, manage and forecast activities related to energy cost, consumption, efficiency projects, greenhouse gases and fleet vehicles**. Using internationally accepted methodologies, these modules automatically generate management reports and provide for easy third party verification. Calculate greenhouse gas levels. Provide benchmarking across your organization. Create forecasts and more. All without the time and expense of manually collecting data and developing reports.



Go ahead and generate your own energy

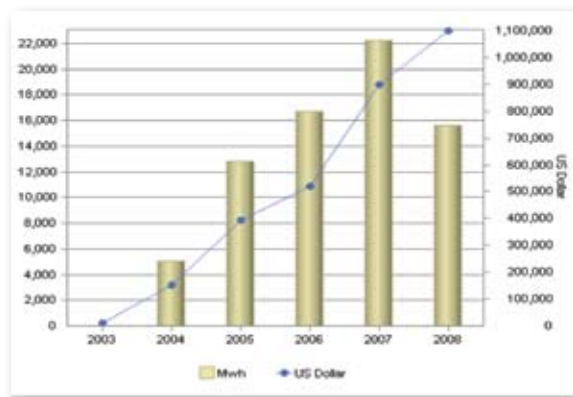
Johnson Controls is the leader in supporting and developing on-site renewable energy generation, such as solar, wind and biomass. We'll help you assess the potential for alternative, renewable energy in your enterprise. This strategy can help **reduce your greenhouse gas emissions and insulate you against rising energy prices**.

Renewable energy installation

We offer proven, turnkey service for renewable technologies that best meet your performance and cost expectations. We will help you select the best technologies to meet your needs and Johnson Controls will ensure proper installation and ongoing service support.

Combined heat and power systems

You may be a candidate to generate electricity and heat on your own, which can increase energy reliability and decrease your dependency on utilities. Johnson Controls experts will perform the complex engineering, economic and feasibility studies required to help you determine if this is economically viable for your facility.



Annual Energy and \$ Savings from Completed Projects

A more sustainable world starts now

Greenhouse gas reduction

Organizations around the world have made it a priority to measure and reduce greenhouse gases. But the process for managing your carbon footprint can be complex. Johnson Controls can simplify it for you. We have the expertise and technology to define your carbon footprint and develop an inventory management plan. Our Web tools provide verifiable source data in one location. The protocols we use conform to national and global definitions. And we can assist you in delivering reports to relevant governing and compliance organizations.

LEED® certifications

Johnson Controls has a long history of working with the US Green Building Council in the development of the Leadership in Energy and Environmental Design (LEED) rating system. We've managed LEED certification and construction projects around the world using our proprietary Green Compass web-based building assessment and project management tool.

Customize a comprehensive program around your needs

A single cohesive, comprehensive energy management program is the most effective way to reduce energy costs, consumption and greenhouse gases. Johnson Controls has the energy services expertise and technologies that few organizations can match. We'll work with your team to ***design and implement a program that strategically fits your requirements***, whether it's using one or all of the services we provide. You can tap into our data tracking and reporting tools as needed. Johnson Controls will also work with you to conduct employee energy education initiatives that drive behavioral changes. We'll do whatever it takes to save you time and money for measuring, managing and forecasting energy use, locally or globally.

We were managing energy back when green was just a color

For nearly 125 years, Johnson Controls has provided energy management solutions for customers. Today, we are the leader in building energy efficiency and sustainability. And we've made a corporate wide commitment to create a more comfortable, safe and sustainable world.



Printed on recycled paper.

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www.johnsoncontrols.com

