

NAESCO Annual Conference

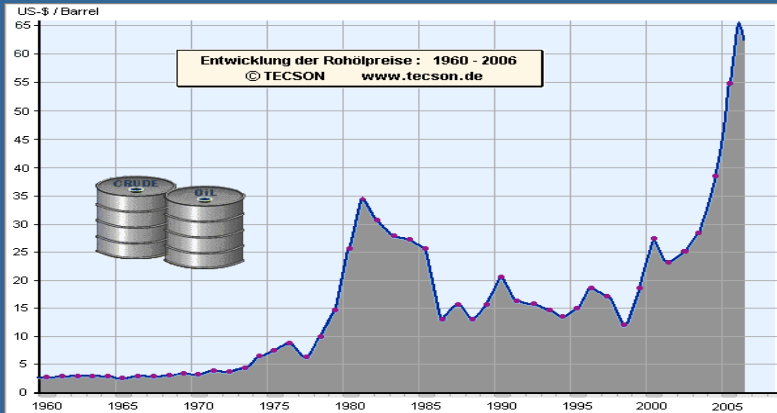
Clinton Climate Initiative (CCI)

David Jurgens, Siemens Buildings Technologies

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Genesis of the CCI Program

Rising energy and CO₂ emission costs



Public awareness on climate changes

“Americans now rank climate change as the country's most pressing environmental problem--a dramatic shift from three years ago, when they ranked climate change sixth out of 10 environmental concerns.”

Massachusetts Institute of Technologies
Oct.2006 Survey

* In year 2002, world-wide, International Energy Association

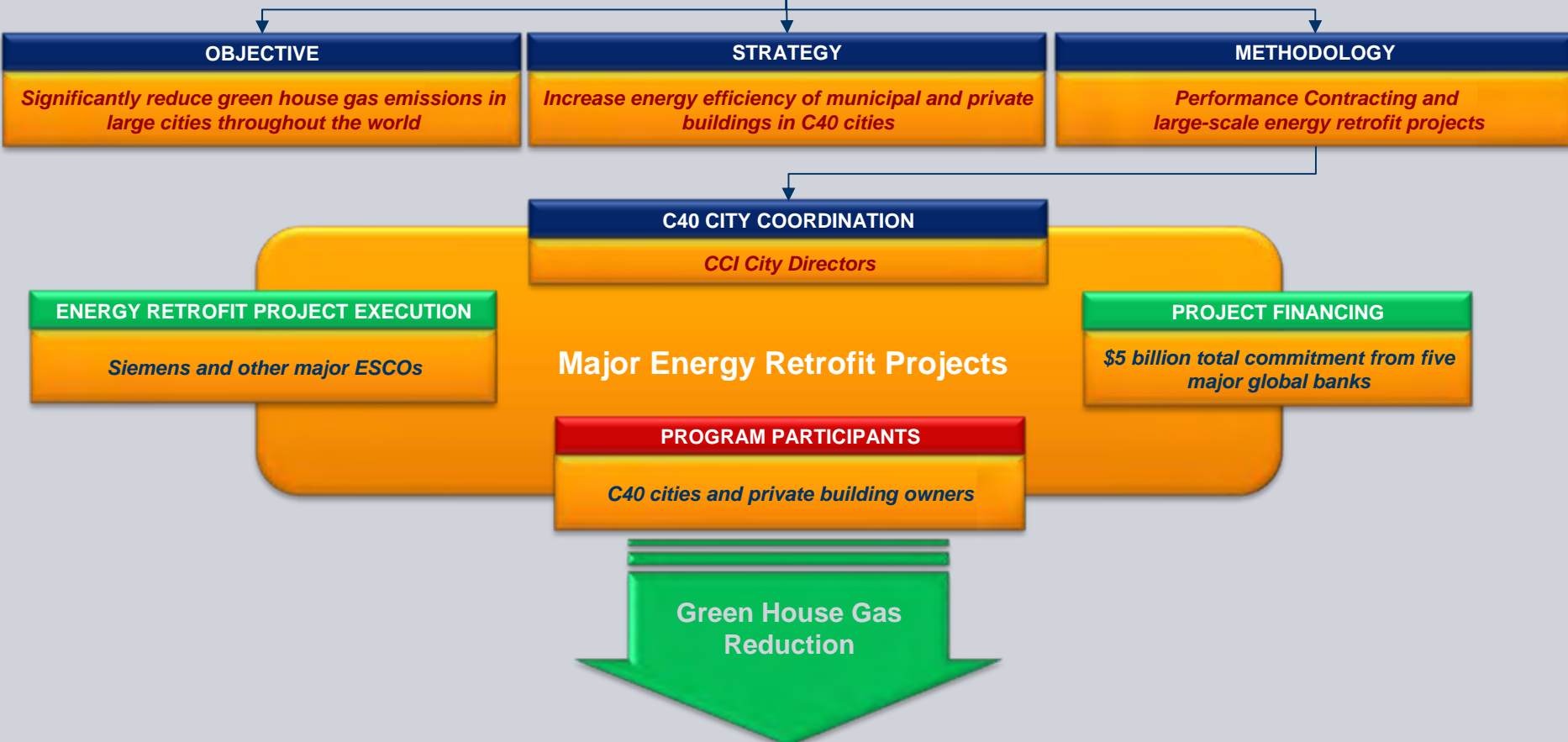


Energy Efficiency Building Retrofit Program

- *Founded by former US President Bill Clinton*
- *Part of William J. Clinton Foundation*
- *First project HIV-AIDS Drug Program*
- *BAU/EES took leadership role during planning stages*
- *Over 15 early adopter cities from C40 list*
- *➡ Cities where SBT is already in contact*

Addis Ababa, Ethiopia	Johannesburg, S.A.	Rio de Janeiro, Brazil
Austin, U.S.	Lagos, Nigeria	➡ Rome, Italy
Bangkok, Thailand	➡ London, U.K.	Rotterdam, Netherlands
➡ Beijing, China	Los Angeles, U.S.	Salt Lake City, U.S.
➡ Berlin, Germany	Madrid, Spain*	Sao Paulo, Brazil
Bogotá, Colombia	➡ Melbourne, Australia	Seattle, U.S.
Cairo, Egypt	Mexico City, Mexico	➡ Seoul, South Korea
➡ Chicago, U.S.	Moscow, Russia	Shanghai, China
Copenhagen, Denmark	➡ Mumbai, India	Stockholm, Sweden
Curitiba, Brazil	New Orleans, U.S.	Sydney, Australia
Dhaka, Bangladesh	➡ New York, U.S.	Tokyo, Japan
➡ Houston, U.S.	Paris, France	➡ Toronto, Canada
Istanbul, Turkey	Portland, U.S.	Warsaw, Poland
Jakarta, Indonesia		

Overview of Clinton Climate Initiative Energy Efficiency Building Retrofit Program



The ESCO's Role

- ESCOs will help CCI representatives sell and market when they have relationships to leverage
- Training CCI resources and the organizations they are attempting to influence will be a key role for ESCOs
- ESCOs will compete on and develop opportunities as they always have
 - Increases competition
 - More opportunities w/ reduced sales cycle likely

Program Updates

- Currently eight pre-qualified ESCOs who have signed the CCI MOU. This will expand as the program grows
- CCI City Directors being placed globally. Approximately 18 cities have the CCI City Director in place
- Program may migrate into larger megacity-type concept
- Europe
 - London first tender of 100 police and fire stations with larger scopes to follow
 - Berlin, Rome, Copenhagen, Stockholm in planning phases
- Asia Pacific
 - Beijing, Shanghai, Mumbai, Delhi, Melbourne and Seoul in planning phases

Outlook

- It is imperative that CCI secure volume, not become an additional procurement spoke.
- Large scopes are a critical piece.
- CCI City Directors should be viewed as a customer.
 - Make introductions, establish relationships w/ each
 - Guide them through the process that many are unfamiliar with. “Manage the customer”.
- Working with CCI to help them influence investments into projects will be more productive than being reactive