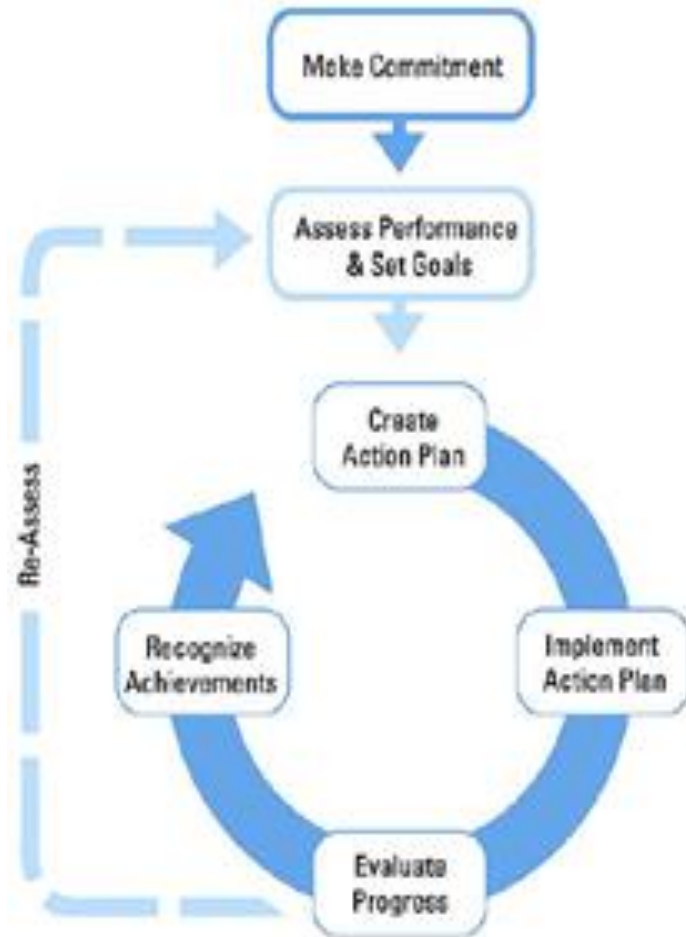


Energy & Water Committee Update

- From **Research** to **Action**
 - U of Michigan MBA students – Findings
 - **GAP between OEMs expectations and Suppliers capabilities**
 - **Internal FTE's unavailable to oversee end-to-end process**
- OEMs are aligning behind this program
 - Share approach that has benefited them
 - Demonstrate chain-wide program is viable
- How does JCI fit into puzzle
 - JCI is an SP member, a Tier 1 Supplier
 - JCI has credibility in this area based on Building Efficiency Unit

Programmatic Approach to Energy Efficiency



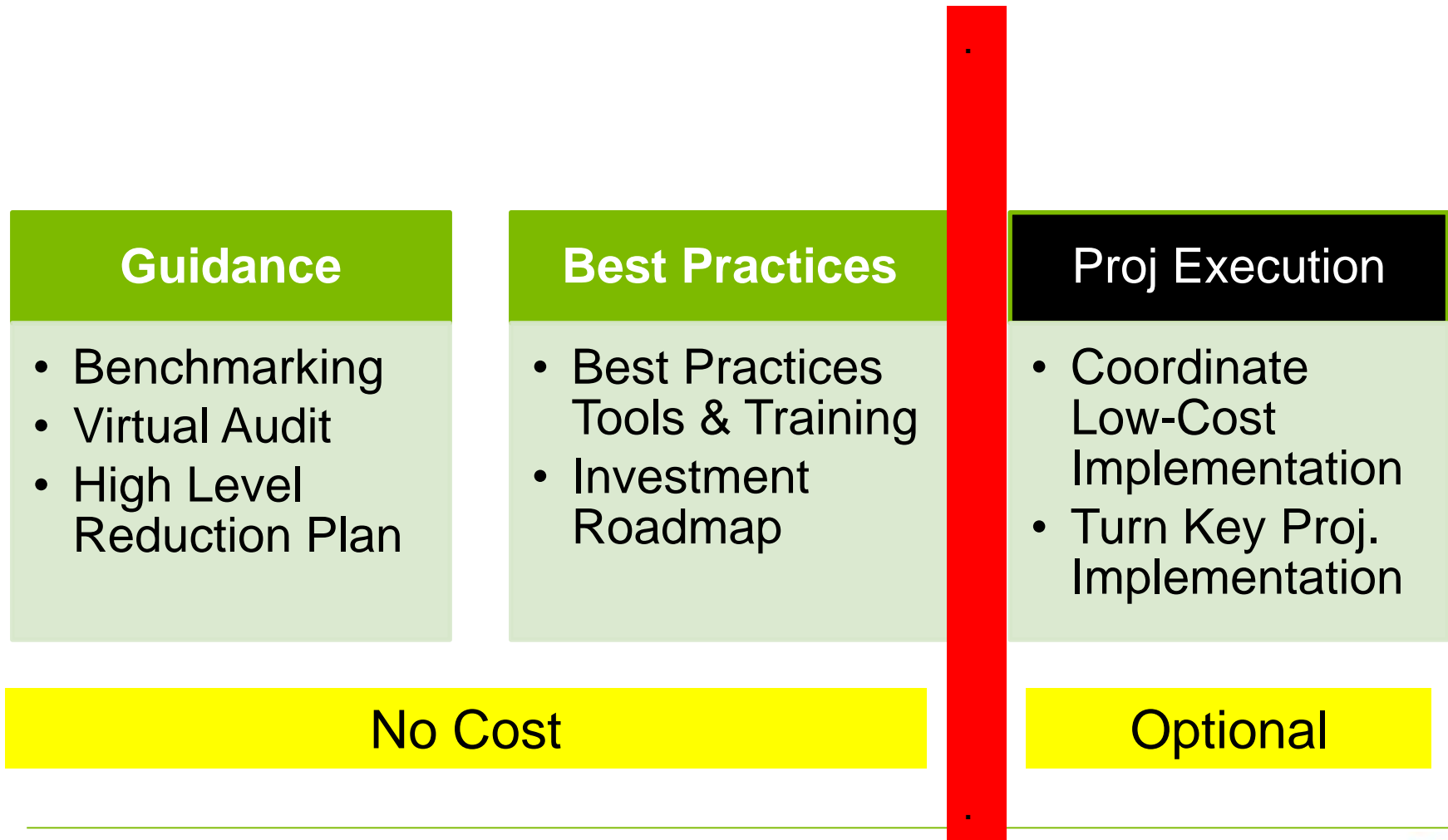
- Follows Energy Star and ISO 50001 approach for a “program”
- JCI resources help to
 - Create Action Plans
 - Turn-Key implementation (optional)
 - Program evaluation/reporting
 - Continuous improvement support

How it works

- It's an ***optional*** program.
- Right now, it's a **PILOT**
- Once qualified, interested suppliers can access:
 - A shared energy Program Manager
 - Virtual and on-site audit services
 - A strategic energy plan development process
 - Turn-Key project design/build
- Other alternatives offered on fee basis

PROGRAM DELIVERABLES

Examples



Next Steps

Fast-Start Initiative - (5 to 10 Suppliers)

- a shared energy program manager
- virtual and on-site audit services
- a strategic energy plan development process

Workshop w/ Suppliers - (May)

- OEMs to facilitate “common” suppliers to attend
- Entire process explained; hosted by OEMs, SP & JCI in Milwaukee

Secure Letters of Intent – (June)

- Initiate program

Program Implementation – (August – December)

Qualification Matrix

_____ (company name)

Key Qualifications	Comments
Does company have public energy, GHG, and/or water reduction goals?	
Is a specific executive named as responsible for achieving the public goal?	
Does firm have a desire to make significant progress toward achieving their goal between 2013 and 2015?	
Is the approachable energy spend at least 25% of total operating cost?	
Does firm have a concentration of facilities in areas where cost/kWh is higher than \$0.10? (at least 3)	
<ul style="list-style-type: none">• Does a budget exist to fund energy improvements?• How much?• Will we have direct access to decision maker(s) responsible for energy and sustainability budget?• Can an acceptable return on a capital investment toward energy reduction be characterized by a positive Net Present Value in 10 years or less?	
<ul style="list-style-type: none">• Does the firm currently have a Manager appointed with responsibility to develop an energy program across the enterprise of facilities?• Who?• Does part of job scope require program development in compliance with OEM requirements for GHG, energy, etc?	