SIEMENS

Siemens Building Technologies

State of Hawaii

Energy Performance Contracting Services
Request for Proposals #RFP-08-022-SW

Submitted By:
Siemens Building Technologies, Inc.
June 6, 2008

SIEMENS

June 13, 2008

State of Hawaii Purchasing Office
1151 Punchbowl Street
Kalanimoku Building, Room 416
Honolulu, Hawaii 96813

Subject: Request for Proposals No. RFP-08-022-SW

Dear State of Hawaii Evaluation Team,

Siemens Building Technologies, Inc. is pleased to offer our response to the Request for Proposals for Energy Performance Contracting Services Statewide, State of Hawaii. We are confident that we can partner with the State to achieve self funding projects for agencies that increase energy efficiency throughout agency facilities, update critical equipment and systems, increase awareness among multiple constituents and provide the funding necessary to construct the projects. This response demonstrates our experience and qualifications in accomplishing each of these goals and will provide the selection team with the confidence to select Siemens. Listed below are some highlights of what differentiates Siemens on this project:

- **Customer value:** Siemens is committed to bringing maximum value to our customers. We guarantee this by being at the leading edge of technology solutions and by always being ready to lead the industry with creative approaches.
- **Comprehensive project approach:** Siemens evaluates facilities as interrelated systems and therefore structures our energy strategy and management approach accordingly. Where some firms stop with the identification and analysis of energy specific recommendations, Siemens takes that approach even further and looks at the impact to the other systems as well as analyzes additional energy savings in other process/system changes.
- **Long term partnership:** The agency's long-term success is our success. There are many examples where Siemens has supported our customers far beyond project hand-over or commissioning.
- **Financial strength:** Our financial solutions range from sales and investment financing through treasury services and fund management to insurance solutions. This wide range of financial services and our unlimited bonding capabilities are unlike those of any other single corporation in the industry world-wide.

We are pleased to have the opportunity to respond to your RFP and we look forward to further discussions regarding this opportunity, our team and the continued value of Siemens solutions. Siemens does not recommend any exceptions to this RFP and we acknowledge receipt of Addendum A, B, C, D and E. We have included ten sets of our proposal response and are not proposing the use of any subcontractors at this time. Thank you for your time and consideration. Please call me if you have any questions or need additional information.

Sincerely,

Bryan Colbert
General Manager

Siemens Building Technologies, Inc.

1030-A Mapunapuna Street,
Honolulu, HI 96819

Tel: (808) 833-6687
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ENERGY PERFORMANCE CONTRACTING SERVICES
STATEWIDE
RFP-08-08-022-SW

Procurement Officer
State Procurement Office
State of Hawaii
Honolulu, Hawaii 96813

Dear Sir:

The undersigned has carefully read and understands the terms and conditions specified in the Specifications and Special Provisions attached hereto, and in the Attorney General's General Conditions, by reference made a part hereof and available upon request; and hereby submits the following offer to perform the work specified herein, all in accordance with the true intent and meaning thereof. The undersigned further understands and agrees that by submitting this offer, 1) he/she is declaring his/her offer is not in violation of Chapter 84, Hawaii Revised Statutes, concerning prohibited State contracts, 2) he/she is certifying that the price(s) submitted was (were) independently arrived at without collusion and 3) he/she is committed to the maximum mark-ups and fees for work provided in Offerors proposal package in response to this solicitation.

Offeror is:

☐ Sole Proprietor ☐ Partnership X *Corporation ☐ Joint Venture
☐ Other _____
*State of incorporation: Illinois

Hawaii General Excise Tax License I.D. No. W20085914-01

Payment address (other than street address below): 10775 Business Center Drive
City, State, Zip Code: Cypress, CA. 90630

Business address (street address): 1030 Suite A Mapunapuna Str
City, State, Zip Code: Honolulu HI 96819

Respectfully submitted:

Date: 06-04-2008 (x) _____
Authorized (Original) Signature

Telephone No.: 714-761-2200

Bryan Colbert - General Manager
Name and Title (Please Type or Print)

Fax No.: 714-761-2134

E-mail Address:
Bryan.colbert@siemens.com

** Siemens Building Technologies, Inc.
Exact Legal Name of Company (Offeror)

**If Offeror is a "dba" or a "division" of a corporation, furnish the exact legal name of the corporation under which the awarded contract will be executed:

_____

Section

1

1.0 OVERVIEW OF APPROACH TO ENERGY PERFORMANCE CONTRACTING

Provide a stand-alone overview. For ESCOs selected for the as-needed list, this section will be posted on the SPO website www.spo.hawaii.gov as critical reading for participants to identify potential ESCOs to consider. Maximum of 5 pages, using any order or format to present your company as you wish. Include highlights from the below responses including company background and market sectors served. Also include your company's strengths, areas of expertise, and your general approach to performance contracting: typical phases for a project and ability to support each phase (Project Development, Energy Auditing, Performance/Savings Guarantee, Financing, Construction, Commissioning, Measurement and Verification, Client Staff/Occupant Training, Post-construction Maintenance Support).

On behalf of Siemens' Energy and Environmental Solutions Team, we are honored to have the opportunity to present our qualifications and capabilities in response to this Request for Proposal for Energy Performance Contracting Services for the State of Hawaii (the State). We are excited by the opportunity of being an ESCO partner with Hawaii's fine state agencies; working with the agencies to plan, develop and implement seamless performance contracting programs that exceed individual agency's financial, facilities, engineering and operational objectives.

Siemens is a global leader in energy services, renewable energies, mechanical system design and installation, technology, and performance solutions, having more than 117 years of experience in leveraging our global knowledge, presence, technology, leadership, project management, product depth and financial resources. As a leading technology and energy management provider, we offer insight, innovation and in-depth understanding of the challenges confronting client facilities, and we are committed to providing clients with an exemplary performance contracting program.

In our ever-changing energy marketplace, our business focus is to provide intelligent, innovative, effective and open solutions. Our goal in this RFP response is to outline the key differences that distinguish Siemens above the rest—as both a company and as a team of professionals.

At Siemens we believe that a company is only as good as the people who make up that organization—locally and globally. In a world where technology, engineering and financial solutions are virtual commodities, with little or no differences in design and format, the key difference is the commitment, openness and capabilities of the professionals who are directly responsible for the delivery, service, innovation and operation of the technologies and programs clients adopt.

It Starts With Our Customers

We encourage clients to call our customers and references. What they will discover is a satisfaction, passion and support that are rarely achieved in today's marketplace. Whether they contact one of our large state government clients such as the Colorado Department of Human Services, municipal customers such as the City of Santa Ana, one of our K-12 customers such as the Placentia Yorba Linda Unified School District, or one of our Higher Education customers, Chaffey Community

College District, our customer response is the same—overwhelming praise. Every Siemens' branch office has clearly defined measurements for performance, customer satisfaction, delivery and service. In addition to interviewing our own customers, we regularly utilize an independent research firm to contact facility management executives and consulting engineers that we work with to obtain an unbiased perspective of our performance. For the past four consecutive years, we have received the highest scores for customer satisfaction compared to our competitors. Because customers only rate suppliers who provide direct service or whose systems are installed at their facility, they register their preferences with authority and insight.

As a full-service ESCO we will work openly and collaboratively to develop the goals, strategies and tasks necessary to deliver the project the client expects and deserves. Single-point accountability means just that; clients will never hear us make justifications or excuses like blaming subcontractors or poorly written specifications. We take full financial and operational responsibility of our warranties and performance guarantees. We resolve potential problems by going "above and beyond".

A Full-Service ESCO

Siemens is a full-service ESCO. Our energy management and technology leadership provides our customers with access to every conceivable technology, product, and financial packaging available—from supply-side to demand-side energy services. At Siemens we can provide a vast array of equipment directly from other Siemens companies, or from the world-wide network of Siemens partner companies, at a significantly decreased cost than a client would pay through another ESCO. This means the client receives quicker paybacks and has more capital with which to invest in additional facility improvement measures.

In many cases equipment that is provided from sister companies within Siemens often comes with extended warranties beyond industry standards at no additional cost to the client. Also, our mechanical services group is fully capable of providing ongoing O&M or repair services. In all cases our "one company" delivery alleviates construction and warranty issues because we provide one number, one-call solutions to unresolved problems. It should be noted again that we are equipment-neutral, our customers are never under any obligation or pressure to purchase Siemens equipment, but it may be a benefit to our client if it makes financial and operational sense. Our customer's interests always come first.

Specialized Groups for Special Projects, Facilities or Clients

Siemens Building Technologies has a number of specialized groups/teams within the organization to provide specialized solutions to our clients. The teams include: Energy and Environmental Solutions; Renewable Energy Team (subsets of specialization include; geothermal, solar, wind energy, fuel cells, land-fill gas, biomass), Major Projects (Waste to Energy Projects), Indoor Air Quality, Energy Services (subsets of specialization include; supply side energy consulting, energy risk management consulting, environmental responsibility, energy security, energy information services, energy awareness and communication).

Our Clients Get the Best of Both Worlds: Global Capabilities and Local People

At Siemens we believe in keeping Hawaii money in Hawaii by investing in local people, resources and communities. The Siemens staff out of our Honolulu, HI office will be directly involved in the development, analysis and implementation of each phase of the performance contracting solutions for State of Hawaii agencies. This office is staffed with Hawaii registered professional engineers that have well over 100 years of combined years of experience in the energy field. This local talent and

experience will be used to develop agency specific and comprehensive performance solutions. Whether directly involved or as active support behind the scenes, our people are truly there for the client. Community commitment, local expertise and the enormous resources and technical expertise of a global leader provide the client with the best of both worlds. Further, Siemens has supported local energy engineering curriculum and scholarships for indigenous University of Hawaii students. Lastly, as the ESCO, we employ preferred and local subcontractors to support our local Hawaii economy and insure that Hawaii money stays in Hawaii.

Value: Getting the Highest Return on Investment

Siemens Building Technologies is not an off-balance sheet subsidiary of a larger company. We are a distinct division with open financial statements that show our stability and security.

We offer the broadest range of solutions in the industry. We go well beyond the basic mechanical and lighting retrofits. Our solutions routinely include water conservation retrofits, waste management, building envelope improvements, co-generation, renewable energy solutions, alternate fuels, technology and communications solutions and other facility improvements. We are poised to apply any Demand Side Management rebates from the applicable utility company to the project. As a manufacturer of lighting products, electrical equipment, HVAC controls, energy management systems, fire alarm and security systems/closed circuit television (CCTV) and communications systems, we are in a unique position to provide more direct solutions with our own forces than anyone in our industry. This results in substantial cost savings to customers in the implementation phase of the project. In addition, Siemens has significant discounts on HVAC equipment through national agreements with suppliers, on variable speed drives as a manufacturer of the Siemens drive, and on lighting with our ownership of Osram Sylvania, to be passed on to our clients.

What Sets Siemens Apart in Each Project Phase

While each ESCO has similar project phases, processes and procedures, there are a few areas of distinction that set Siemens apart from the competition. The table below includes some highlights of each project phase that makes Siemens the ESCO of choice for a large number of customers.

Project Phase	**Siemens Area of Distinction**
Project Development	There is a dedicated team of Account Executives that see the project through all phases of development.
Energy Auditing	All Siemens energy audits look at all possible technological solutions available and couples that with process optimization opportunities. In addition, when a project or facility has a special need, Siemens calls in the expertise of one of the specialized groups.
Performance/Savings Guarantee	Siemens self guarantees all projects which means that Siemens is willing to stand by its work at the client facility. A team of Performance Assurance Specialists are also assigned to each project to proactively track all savings and performance measures.

Financing	Siemens offers a wide range of inhouse or third party options. We can creatively finance almost any project.
Construction	Due to the volume of Siemens created and implemented business; Siemens has an excellent relationship with many contractors and has developed competitive procurement relationships.
Commissioning	Siemens has a dedicated inhouse performance assurance team that continually checks for consistency and accuracy.
Measurement and Verification	Siemens has a dedicated inhouse performance assurance team that continually checks for consistency and accuracy.
Client/Staff Occupant Training	Siemens customizes training plans for each client and can provide training DVDs, annual training and has a full service, in house, professional training facility able to offer hands on, interactive training.
Post Construction Maintenance Support	Siemens offers full service HVAC, controls, and fire and security options customized for client needs.

Protecting the Investment: Equipment Neutrality

We recognize that there may be preferences that our clients may have with certain equipment types, building automation systems or mechanical equipment. As the ESCO partner, Siemens could protect the investment by expanding and installing components of the systems already in place, if the client desires. In addition, we could integrate our energy management, metering and utility cost management technology with existing or new DDC equipment. Because we are a leader in building automation, fire, security, CCTV, voice/data, and card access systems, we provide in-house expertise and experience in installing, integrating, commissioning and servicing both Siemens and third-party systems. In addition, because of our expertise in these areas, as the ESCO partner we can provide an invaluable and unique consulting overview capability for systems specifications, design, installation and service.

Extensive Experience with Each Market Sector

Siemens has completed over 1,100 energy performance contracts in its 13 years of performance contracting service solutions in which almost every market sector has been served and received a total quality program. Since 1999 Siemens has completed over $1.6 billion of guaranteed energy performance contracts, totaling 914 projects. Detailed information about Siemens experience in specific market sectors is included in the table below and on the following page:

Market Sector	**Total Market Sector Project Size ($)**	**Total Market Sector Projects (#)**
School Districts-Small	$73.0 M	87
School Districts-Large	$434.8 M	266
Higher Education Facilities-Large	$116.5 M	39

Higher Education Facilities-Small	$143.4 M	62
Cities/Counties-Large	$109.7 M	49
Cities/Counties-Small	$29.7 M	33
Medical/Hospital	$175 M	82
State Department of Defense/Military	$68.7 M	17
Correctional Facilities	$5.97 M	2
Transportation Facilities	$5.4 M	4
Sports Complexes	$1.07 M	1
Other Government Entities	$91.6 M	30
Multifamily Buildings-High Rise	$31.2 M	7
Multifamily Buildings-Smaller Scale	$2.2 M	1
Multifamily Buildings-Mixed Use	$380 K	2
Community-wide Efforts	$0	0
Judicial Facilities	$1.1 M	3

Siemens is interested in providing services for all market sectors indicated above in the state of Hawaii. Based upon project history and success, Siemens is capable of designing comprehensive and technically sound projects that meet client financial goals.

Guarantees and Warranties

In performance contracting, the guarantee is one of the key components that set it apart from standard construction projects. However, an ESCO's guarantee is only as good as the financial stability of the company backing it. It is important to note that Siemens personally backs our performance contracts with our $72 billion in annual international revenues and 160 year security. Although our track record indicates that we make our performance guarantee results 99.84% of the time, the client can be confident that if we miss the mark, the client will get a check directly from Siemens.

Financial Stability and Security

Siemens continues to be a dominant global and local leader in financial growth, stability and security. Because the term for most performance contracts is 12 or more years, a company's longevity, stability and financial strength are key to insuring that the client's chosen ESCO will remain the strategic partner for the entire term of the contract.

Partnering with Clients

As the ESCO, we will work hard and creatively to see that the challenges are successfully met, client issues resolved and client wishes provided. We recognize that a quality internal and secure environment is of critical importance to the client. The infrastructure of the client's facilities is an integral part of the safe, secure, and orderly environment that the client must provide. We are anxious to put our experience and technical capabilities to work for clients to make this happen.

We are confident that we will provide a stellar performance contracting program to the client; one that will provide the most effective combination of measures to deliver significant savings and substantial facility improvements. We look forward to helping clients accomplish its full performance contracting potential and to many years of rewarding collaboration.

Thank you for your consideration.

Section

2

2.0 PROJECT HISTORY

2.1 Market Sector Involvement

Describe your company's expertise in each of the following market sectors.

Siemens has vast experience in each of the market sectors indicated below. For the purposes of describing Siemens' expertise in each of the market sectors we have included information on the total project volume, in dollars, and number of projects nationally. These tables only include projects over $250K and completed since 1999.

2.1.1 *School districts – small (1-5 schools) or rural over 2 hours from major metropolitan area*

Total Project Size ($) of All Performance Contracting Projects	$73.0M
Total Number of Performance Contracting Projects	87

2.1.2 *School districts – large*

Total Project Size ($) of All Performance Contracting Projects	$434.8 M
Total Number of Performance Contracting Projects	266

2.1.3 *Higher education facilities – universities and major colleges*

Total Project Size ($) of All Performance Contracting Projects	$116.5 M
Total Number of Performance Contracting Projects	39

2.1.4 *Higher education facilities – community colleges and small/rural colleges*

Total Project Size ($) of All Performance Contracting Projects	$143.4 M
Total Number of Performance Contracting Projects	62

2.1.5 *Cities/Counties – large*

Total Project Size ($) of All Performance Contracting Projects	$109.7 M
Total Number of Performance Contracting Projects	49

2.1.6 *Cities/Counties – small*

Total Project Size ($) of All Performance Contracting Projects	$29.7 M
Total Number of Performance Contracting Projects	33

2.1.7 *Medical/Hospital facilities*

Total Project Size ($) of All Performance Contracting Projects	$175 M
Total Number of Performance Contracting Projects	82

2.1.8 *State Department of Defense/Military facilities*

Total Project Size ($) of All Performance Contracting Projects	$68.7 M
Total Number of Performance Contracting Projects	17

2.1.9 *Correctional facilities*

Total Project Size ($) of All Performance Contracting Projects	$5.97 M
Total Number of Performance Contracting Projects	2

2.1.10 *Transportation facilities (airport, harbor, highways, parking structure)*

Total Project Size ($) of All Performance Contracting Projects	$5.4 M
Total Number of Performance Contracting Projects	4

2.1.11 *Sports complexes, stadiums, arenas, etc.*

Total Project Size ($) of All Performance Contracting Projects	$1.07 M
Total Number of Performance Contracting Projects	1

2.1.12 *Other government entities – recreation centers, library districts, data communication centers, etc.*

Total Project Size ($) of All Performance Contracting Projects	$91.6 M
Total Number of Performance Contracting Projects	30

2.1.13 *Multifamily buildings – high-rise or large buildings*

Total Project Size ($) of All Performance Contracting Projects	$31.2 M
Total Number of Performance Contracting Projects	7

2.1.14 *Multifamily buildings – smaller scale multi-plex buildings*

Total Project Size ($) of All Performance Contracting Projects	$2.2 M
Total Number of Performance Contracting Projects	1

2.1.15 *Multifamily buildings – mix of building types*

Total Project Size ($) of All Performance Contracting Projects	$380 K
Total Number of Performance Contracting Projects	2

2.1.16 *Community-wide efforts – multiple entities in partnership, or other example*

Total Project Size ($) of All Performance Contracting Projects	$0
Total Number of Performance Contracting Projects	0

2.1.17 *Judicial Facilities*

Total Project Size ($) of All Performance Contracting Projects	$1.115 M
Total Number of Performance Contracting Projects	3

2.2 Project Summary

List all Energy Performance Contracting projects developed and implemented by your firm within the past five years. Only include projects where work was directly conducted by your company. If it is relevant to list projects performed under contract to another firm, clearly identify the firm with overall responsibility for that project and the project's relevance to this RFP response.

The table below includes all Siemens performance contracting energy projects over $250,000 in the last five years. Siemens has completed other projects in the past five years under $250,000. Information about these projects can be provided upon request.

Also, our marketing and project information database does not include project size in square footage or ESPC term at this time. Due to the shear number of projects listed, we were not able to include the project square footage size or the term of the ESPC in this table. If the State of Hawaii or any potential agency clients would like to know the square footage information or term information of any of the projects listed, we would be happy to forward that information upon request.

Project Name	Facility Type	State	Project Size (Dollars)	Project Size (Square Ft)	Year Completed	Term of ESPC
Long Beach Community College District	College/University	CA	$16,071,446		2007	
Metropolitan Nashville Board Of Edu	K-12 Schools	TN	$14,046,598		2007	
Blue Springs School District	K-12 Schools	MO	$14,000,000		2007	
City Of Springfield	Public Administration	MA	$11,105,751		2007	

Three Rivers Solid Waste Authority	Industrial	SC	$8,627,000	2007
Valencia Community College	College/University	FL	$7,305,020	2007
Monroe Com Hospital Inc	Healthcare	NY	$7,287,223	2007
Zion Elementary School District 6	K-12 Schools	IL	$7,179,095	2007
Buffalo Municipal Housing Auth	Residential	NY	$6,931,256	2007
Rhode Island Department Of	Public Administration	RI	$5,724,170	2007
Binghamton Housing Auth	Residential	NY	$5,717,920	2007
Carthage R-9 School District	K-12 Schools	MO	$4,904,387	2007
Carlsbad Unified School District	K-12 Schools	CA	$4,590,901	2007
Sumner County Schools	K-12 Schools	TN	$3,625,839	2007
Charleston Housing Authority	Residential	SC	$3,417,446	2007
County Of Sacramento	Public Administration	CA	$3,389,185	2007
Tennessee Board Of Regents	K-12 Schools	TN	$2,932,179	2007
City Of Greensboro	Public Administration	NC	$2,896,516	2007
Colorado Department Of Human Services	Public Administration	CO	$2,885,508	2007
Burke Rehabilitation	Healthcare	NY	$2,852,087	2007
Monterey Peninsula College Teachers	College/University	CA	$2,665,069	2007
Portgeville School District	K-12 Schools	MO	$2,548,815	2007
Baldwin County Board Of Education	K-12 Schools	MS	$2,495,826	2007
Methodist Hospital	Healthcare	PA	$2,491,525	2007
Rapides Parish School District	K-12 Schools	LA	$2,286,764	2007
Jackson County Board Of Education	K-12 Schools	MS	$2,276,059	2007
Mira Costa Community College Inc	College/University	CA	$2,234,383	2007
Chicago Office Of The Bo Education	K-12 Schools	IL	$2,149,440	2007
Carlsbad Unified School District	K-12 Schools	CA	$2,107,984	2007
Northbay Healthcare Group	Healthcare	CA	$2,104,997	2007
Burlington Area School District	K-12 Schools	IL	$2,100,492	2007
Catholic Health System	Healthcare	NY	$2,084,501	2007
Monsanto Co	Pharmaceutical	MO	$1,977,032	2007
North Tonawanda City School District	K-12 Schools	NY	$1,960,156	2007
Southeastern Oklahoma St	College/University	TX	$1,947,686	2007
Veterans Health Administration	Healthcare	AL	$1,944,823	2007
Hempfield School District	K-12 Schools	PA	$1,913,866	2007
Alta Loma School District	K-12 Schools	CA	$1,898,886	2007
Odessa Medical Center	Healthcare	TX	$1,849,077	2007
Shannon Medical Center Inc	Healthcare	TX	$1,824,204	2007
St Camillus Residential Health	Healthcare	NY	$1,796,063	2007
Mack Truck Inc	Industrial	PA	$1,665,008	2007
Miami Dade County GSA	Public Administration	FL	$1,638,464	2007
Lafourche Parish School Board Inc	K-12 Schools	LA	$1,623,564	2007
City Of Houston	Public Administration	TX	$1,612,643	2007
Coast Community College District	College/University	CA	$1,485,002	2007
Bureau Of Indian Affairs	Public Administration	NM	$1,483,705	2007
Lake Sumter Community College	College/University	FL	$1,480,237	2007
Beaver Dam Unified School District	K-12 Schools	IL	$1,473,801	2007
Salmon River Central School District	K-12 Schools	NY	$1,456,480	2007
Erie County Dept of Public Works	Public Administration	NY	$1,443,301	2007
Warren County	Public Administration	NY	$1,432,870	2007
3M Center	Industrial	MN	$1,421,177	2007
Troy Housing Authority	Residential	NY	$1,343,967	2007
Caroline County Public School District	K-12 Schools	VA	$1,326,676	2007
Chesapeake Hospital Corp	Healthcare	VA	$1,306,800	2007
Mchenry County	Public Administration	IL	$1,258,813	2007
Oak Park School District	K-12 Schools	MI	$1,239,417	2007

Stranahan Theatre Trust	Facility Mgmt		$1,219,772	2007
Tipton Community School Corp	K-12 Schools	MI	$1,213,270	2007
Hempfield School District	K-12 Schools	PA	$1,196,958	2007
School Union 42 CSD 10	K-12 Schools	RI	$1,179,253	2007
Monroe Newpower Corp	Industrial	NY	$1,104,869	2007
Osram Sylvania, Inc.	Industrial	KY	$1,100,441	2007
City Of Pearland	Public Administration	TX	$1,068,116	2007
George Mason University	College/University	VA	$1,054,612	2007
Allen Parish School Board	K-12 Schools	LA	$1,051,324	2007
The Cleveland Clinic Foundation	Healthcare	OH	$979,424	2007
Ms Gulf Coast Community College	College/University	MS	$970,108	2007
Broward County School Board	K-12 Schools	FL	$935,511	2007
City Of Houston	Public Administration	IL	$887,357	2007
Niles Township Community High	K-12 Schools	IL	$872,687	2007
Ellwood City Area School District	K-12 Schools	PA	$862,803	2007
Woodland Consolidated School District	K-12 Schools	IL	$846,757	2007
Town Of Amherst	Public Administration	NY	$782,679	2007
Genesee County Nursing Home	Healthcare	NY	$782,493	2007
Wheaton College	College/University	MA	$762,176	2007
Evangeline Parish Police Jury		LA	$747,043	2007
Town Of Mansfield	Public Administration	CT	$720,148	2007
Eden Central School District Inc	K-12 Schools	NY	$716,629	2007
City Of Stanton	Public Administration	CA	$697,098	2007
Sunnybrook SD #171	K-12 Schools	IL	$673,137	2007
Port Of Seattle	Transportation	WA	$627,696	2007
Eustis-Farnam Public Schools	K-12 Schools	NE	$620,499	2007
Chevron Energy Solutions Co		NY	$615,700	2007
Susquehanna Regional Healthcare	Healthcare	PA	$597,000	2007
San Dieguito Union High School Dist	K-12 Schools	CA	$585,818	2007
St John The Baptist Parish School B	K-12 Schools	LA	$578,124	2007
Sabine Parish School District	K-12 Schools	LA	$570,528	2007
Bates County Memorial Hospital	Healthcare	MO	$562,943	2007
Tupelo Public School District	K-12 Schools	MS	$561,865	2007
Mount Clemens General Hospital	Healthcare	MI	$547,372	2007
C N Y Centro Inc	Transportation	NY	$547,055	2007
School Union 52	K-12 Schools	ME	$526,894	2007
Upstate Telecommunications Corp	Telecommunications	NY	$503,848	2007
Monroe County Of	Public Administration	NY	$503,235	2007
Siemens Government Services, Inc.	Industrial	CA	$487,407	2007
Town Of Amherst	Public Administration	NY	$482,102	2007
Parish Of St John The Baptist	Public Administration	LA	$464,765	2007
Terrebone Parish School Board	K-12 Schools	LA	$457,968	2007
Binghamton City School District	K-12 Schools	NY	$443,246	2007
Deerfield Public School District 10	K-12 Schools	IL	$433,902	2007
Sterling Inc	Retail	OH	$433,465	2007
Metropolitan Development and Housing	Residential	TN	$426,056	2007
Chaffey Community College District	College/University	CA	$423,208	2007
George Mason University	College/University	VA	$409,342	2007
Sullivan County Memorial Hospital	Public Administration	MO	$407,049	2007
Peru Central School Dist	K-12 Schools	NY	$404,087	2007
Huerfano County Hospital District	Healthcare	CO	$394,217	2007
City Of Glens Falls	Public Administration	NY	$389,000	2007
City Of Conroe	Public Administration	TX	$375,635	2007
Purdue University	College/University	MI	$342,000	2007

New York Downtown Hospital	Healthcare	NY	$340,000	2007
Ford Motor Co		NY	$330,120	2007
Las Animas Middle School	K-12 Schools	CO	$328,995	2007
Monroe County Of	Public Administration	NY	$324,842	2007
Silver Lake Public Schools	K-12 Schools	NE	$322,000	2007
Churchville Chili Central School Di	K-12 Schools	NY	$319,558	2007
Binghamton City School District	K-12 Schools	NY	$313,411	2007
St Charles Parish School Board	K-12 Schools	LA	$300,588	2007
DFAS Limestone	Financial Services	TX	$37,427,107	2006
Cuyahoga Metropolitan	Public Administration	OH	$33,470,602	2006
University Of Texas	College/University	TX	$17,854,756	2006
Metropolitan Nashville	K-12 Schools	TN	$13,097,272	2006
Buffalo Municipal Housing Auth	Public Administration	NY	$10,031,988	2006
Kellogg School District #391	K-12 Schools	ID	$8,437,249	2006
Woodland Consolidate	K-12 Schools	IL	$7,883,259	2006
West Virginia University	College/University	WV	$7,778,521	2006
Detroit Medical Cent	Healthcare	MI	$7,110,269	2006
City Of Conroe	Public Administration	TX	$6,944,722	2006
Jos P Keefe Technical	College/University	MA	$6,204,900	2006
City Of Big Spring	Public Administration	TX	$5,612,534	2006
St John The Baptist Parish	Public Administration	LA	$5,521,835	2006
Coast Community College Dist	College/University	CA	$5,344,925	2006
Gulfport School District	K-12 Schools	LA	$5,192,549	2006
Mount Clemens Genera	Healthcare	MI	$5,006,214	2006
The Waterbury Hospital	Healthcare	CT	$4,630,115	2006
Monroe County School	K-12 Schools	FL	$4,483,469	2006
Middletown Central School	K-12 Schools	NY	$4,392,359	2006
Coweta County	Public Administration	GA	$4,306,026	2006
Flagler County School	K-12 Schools	FL	$4,051,089	2006
Lafourche Parish School Board	K-12 Schools	LA	$3,581,753	2006
Bedford City Schools	K-12 Schools	OH	$3,562,113	2006
Dayton Art Institute	Hospitality/Entertainment	OH	$3,443,180	2006
Ford Motor Co	Industrial	NY	$3,412,652	2006
Chester Twp BOE	K-12 Schools	NY	$3,321,181	2006
Weld County School D	K-12 Schools	CO	$3,228,962	2006
Long Island College Hospital	Healthcare	NY	$3,000,000	2006
Bassett Unified School District	K-12 Schools	CA	$2,941,196	2006
Chaffey Community College District	College/University	CA	$2,906,996	2006
City Of Westminster	Public Administration	CO	$2,713,856	2006
Mack Truck Inc	Industrial	PA	$2,654,856	2006
Tipton Community School	K-12 Schools	MI	$2,621,605	2006
East Prairie R-2 School	K-12 Schools	MO	$2,612,343	2006
Lee's Summit School	K-12 Schools	MO	$2,594,426	2006
Stewart Memorial Com	Healthcare	IA	$2,537,984	2006
Volvo Trucks North A	Transportation	TN	$2,459,138	2006
Deerfield Public School	K-12 Schools	IL	$2,447,547	2006
City Of Springfield	Public Administration	MA	$2,446,340	2006
Southeastern Oklahoma	College/University	TX	$2,401,181	2006
Pitt County Government	Public Administration	NC	$2,378,028	2006
Lawrence Public School	K-12 Schools	MO	$2,350,675	2006
Fort Hudson Health Services	Healthcare	NY	$2,123,860	2006
School Board Of Brow	K-12 Schools	FL	$2,112,356	2006
DFAS Limestone	Financial Services	TX	$2,015,250	2006
Baker County School	K-12 Schools	FL	$1,967,489	2006

Keeneyville Elem School	K-12 Schools	IL	$1,892,328	2006
Port Of Seattle Construction Services	Public Administration	WA	$1,862,833	2006
Bureau Of Indian Affairs	Public Administration	NM	$1,836,666	2006
Wayne County Airport	Transportation	MI	$1,768,169	2006
St Clair County Community	College/University	MI	$1,754,107	2006
Hunterdon Medical Center	Healthcare	NY	$1,738,502	2006
Naugatuck Public School	K-12 Schools	MA	$1,735,717	2006
Trump Plaza Hotel Casino	Hospitality/Entertainment	NJ	$1,668,217	2006
Tupelo Public School District	K-12 Schools	MS	$1,635,805	2006
Sad 17 Oxford	K-12 Schools	RI	$1,618,890	2006
Coastline Community College District	College/University	CA	$1,594,000	2006
Hardtner Med Ctr (Parish Of La Salle)	Healthcare	MS	$1,576,241	2006
Greater Altoona Care	Healthcare	PA	$1,564,380	2006
Stephens College PSA	College/University	MO	$1,512,355	2006
Sunnybrook SD #171	K-12 Schools	IL	$1,472,098	2006
City Of Schenectady	Public Administration	NY	$1,426,369	2006
San Bernardino Community	College/University	CA	$1,334,951	2006
City Of Scranton	Public Administration	PA	$1,269,381	2006
Humphreys County Schools	K-12 Schools	MS	$1,249,138	2006
Glenbrook H S Dist 2	K-12 Schools	IL	$1,196,938	2006
Iberville Parish Schools	K-12 Schools	LA	$1,185,000	2006
Notre Dame College-O	College/University	OH	$1,183,786	2006
Schaumburg Community	K-12 Schools	IL	$1,180,612	2006
South Alabama Elec Cooperative	Public Administration	AL	$1,180,109	2006
C N Y Centro Inc	other	NY	$1,150,595	2006
Indiana University	College/University	IN	$1,121,515	2006
Tishomingo County School District	K-12 Schools	MS	$1,101,897	2006
Monroe Newpower Corp	Industrial	NY	$1,060,900	2006
Central Alabama Veterans Health Care	Public Administration	AL	$1,023,676	2006
New Philadelphia School	K-12 Schools	OH	$1,018,708	2006
Community Memorial Hospital	Healthcare	TN	$1,009,226	2006
Drake Center	Healthcare	OH	$1,002,331	2006
The Cleveland Clinic	Healthcare	OH	$979,424	2006
City Of Gainesville	Public Administration	FL	$942,136	2006
Tennessee Department	Public Administration	TN	$934,491	2006
Lansing Community College	College/University	MI	$916,144	2006
Siemens Water Technologies	Industrial	PA	$905,632	2006
West Coast Air Conditioning	K-12 Schools	CA	$894,754	2006
Port Of Seattle	Public Administration	WA	$810,000	2006
Alexandria Bay Central School	K-12 Schools	NY	$745,408	2006
Yutan Public Schools	K-12 Schools	NE	$731,235	2006
Boise Siemens Building Technologies	Public Administration	ID	$713,214	2006
Yamhill Carlton School District # 1	K-12 Schools	ID	$690,450	2006
Admiral Heating & Ventilation	Construction/Contractor	IL	$685,000	2006
Ohio County School District	Unknown	WV	$655,743	2006
Dept Of Transport & Facilities	Public Administration	AK	$650,495	2006
Siemens Government Solutions	Industrial	CO	$649,450	2006
Big Beaver Falls Area	K-12 Schools	PA	$633,959	2006
George Mason University	College/University	VA	$601,308	2006
YMCA	other	NY	$588,538	2006
Novartis Consumer Healthcare	Pharmaceutical	NE	$516,996	2006
Primary Integration	Other	VA	$497,174	2006
Schuylkill Haven School Dist	K-12 Schools	PA	$462,287	2006
Lake Park High School	K-12 Schools	IL	$425,825	2006

Hollidaysburg Area School	K-12 Schools	PA	$421,143	2006
City Of San Angelo	Public Administration	TX	$400,000	2006
Lake Forest Public School	K-12 Schools	IL	$396,099	2006
State Of California	Public Administration	CA	$387,980	2006
State Of Tennessee	Public Administration	TN	$361,271	2006
Coleman A Young Muni	Facility Management	MI	$352,000	2006
Upstate Telecommunications Corp	Public Administration	NY	$350,413	2006
Yamhill Carlton School District # 1	K-12 Schools	OR	$348,069	2006
Maywood School District	K-12 Schools	IL	$341,087	2006
Dept Of Transport & Facilities	other	AK	$340,347	2006
Customer For Solutions	Other	OH	$332,118	2006
Countryside Adult Home	Healthcare	NY	$327,339	2006
Quilayute Valley School District	K-12 Schools	WA	$324,640	2006
County Of Monroe	Public Administration	NY	$313,244	2006
City Of Albany	Public Administration	NY	$299,600	2006
State Of Idaho Dept Of Administration	Public Administration	ID	$297,164	2006
Colorado Department Of Human Services	Public Administration	CO	$295,676	2006
Custom Energy	College/University	PA	$286,982	2006
Niles Township Community	K-12 Schools	IL	$277,701	2006
Harlan Sprague Dawle	Pharmaceutical	WI	$267,462	2006
Tennessee Board Of R	K-12 Schools	TN	$259,308	2006
City Of Bellaire	Public Administration	TX	$254,117	2006
Chaffey Community College District	College/University	CA	$15,594,750	2005
Autoalliance	Commercial Business	MI	$13,798,266	2005
George Mason University	College/University	VA	$12,215,419	2005
Buffalo Municipal Housing Auth	Government Muni	NY	$12,155,300	2005
Monroe County Of	other	NY	$8,905,550	2005
Metro School Dist Of Martinsville	K-12 Schools	IN	$6,287,113	2005
Collin County	Government Muni	TX	$5,999,827	2005
Lees Summit School District	K-12 Schools	MO	$5,826,151	2005
Commonwealth Of Kentucky	Government State	KY	$5,710,584	2005
Rapides Parish School Board	K-12 Schools	LA	$5,187,728	2005
Mississippi Dept Of Corrections	Government Federal	MS	$4,861,052	2005
TN Board Of Regents	College/University	TN	$4,563,051	2005
Monroe County Of	Government Muni	NY	$4,540,629	2005
TN Board Of Regents	College/University	TN	$4,434,901	2005
Autoalliance	Industrial	MI	$3,673,772	2005
King County Housing Authority	Government Muni	WA	$3,612,590	2005
Bassett Unified School District	K-12 Schools	CA	$3,002,786	2005
Borough Of Naugatuck	K-12 Schools	CT	$2,897,521	2005
Dept Of Transport & Facilities	Government State	AK	$2,752,464	2005
Goodfellow Air Force Base	Government Federal	TX	$2,692,246	2005
Monsanto Co	Pharmaceutical	MO	$2,671,098	2005
Franklin County Ctc	K-12 Schools	PA	$2,647,934	2005
Fort Myers Housing Authority	other	FL	$2,639,176	2005
Colorado Department Of Human Services	Government State	CO	$2,574,910	2005
Dekalb County	Government Muni	GA	$2,487,759	2005
Council School Dist #13	K-12 Schools	ID	$2,464,134	2005
Autoalliance	Industrial	MI	$2,428,154	2005
Hoover-Schrum SD 157	K-12 Schools	IL	$2,385,681	2005
Port Of Seattle	Government Muni	WA	$2,352,357	2005
Commonwealth Of Kentucky	Government State	KY	$2,116,968	2005
Northwoods Highgate Ltc	Healthcare	NY	$2,061,237	2005
Lansing Community College	College/University	MI	$2,001,771	2005

Assumption Parish Schools	K-12 Schools	LA	$1,968,070	2005
Canon City Schools	K-12 Schools	CO	$1,957,746	2005
Odd Fellow & Rebekah Rehab	Healthcare	NY	$1,956,638	2005
Beardstown CUSD #15	K-12 Schools	IL	$1,850,684	2005
Milford THSD #233	K-12 Schools	IL	$1,801,011	2005
Copiah-Lincoln Community College	College/University	MS	$1,793,356	2005
Metropolitan Nashville Board Of Educ	K-12 Schools	TN	$1,740,736	2005
City Of Concord	Government Muni	NH	$1,506,804	2005
York Public School	K-12 Schools	NE	$1,482,000	2005
Cortland Memorial Hosp	Healthcare	NY	$1,414,388	2005
Borough Of Naugatuck	Government Muni	CT	$1,400,509	2005
Chicago Public School	K-12 Schools	IL	$1,380,954	2005
Benton Community School	K-12 Schools	IN	$1,348,946	2005
City Of Pensacola	Government Muni	FL	$1,335,774	2005
Red Rocks Community College	College/University	CO	$1,317,559	2005
Zion School Dist 6	K-12 Schools	IL	$1,302,243	2005
Anderson University	College/University	IN	$1,280,440	2005
Salvation Army, The	other	MI	$1,235,187	2005
Florida DHSMV	Government State	FL	$1,204,656	2005
Twin Rivers Public School	K-12 Schools	NE	$1,197,985	2005
Dept Of Transport & Facilities	Government Muni	AK	$1,138,447	2005
State Of California	Government State	CA	$1,127,584	2005
Collin County	Government Muni	TX	$1,111,181	2005
Maine State Prison	Government State	ME	$1,107,966	2005
Riverview Comm School Dist	K-12 Schools	MI	$1,092,011	2005
Wayne County Airport Authority	Government Muni	MI	$1,052,253	2005
Trammell Crow	Other	VA	$1,040,000	2005
Point Loma Nazarene College	College/University	CA	$1,022,218	2005
City Of Bedford	Government Muni	TX	$971,657	2005
Erie 1 Boces	K-12 Schools	NY	$954,241	2005
Bennington Public Schools	K-12 Schools	NE	$949,200	2005
Evansville-Vanderburgh Airport	Government Muni	IN	$883,641	2005
I S D #2396 Acgc	K-12 Schools	MN	$874,839	2005
Tishomingo County School District	K-12 Schools	MS	$831,991	2005
Ford Motor Co/Srl	Industrial	MI	$831,377	2005
Sheland Farms	other	NY	$786,099	2005
Indiana Regional Medical Center	Healthcare	PA	$750,510	2005
Dept Of Human Services	Government State	CO	$728,021	2005
St John The Baptist Parish	Government Muni	LA	$708,599	2005
Colorado Department Of Human Services	Government State	CO	$707,562	2005
Madonna Rehabilitation Hospital	Healthcare	NE	$606,852	2005
Bassett Unified School District	K-12 Schools	CA	$596,099	2005
Autoalliance	Industrial	MI	$577,771	2005
State Of Idaho Facility Services	Government State	ID	$525,827	2005
City Of Arvada	Government Muni	CO	$507,901	2005
Borough Of Naugatuck	other	CT	$488,521	2005
BAE Systems Controls Inc	Industrial	NY	$475,000	2005
Chesterfield County	Government Muni	VA	$471,739	2005
Zion School Dist 6	K-12 Schools	IL	$465,777	2005
Richland County Courthouse	Government Muni	ND	$431,882	2005
Pikeland CUSD #10	K-12 Schools	IL	$412,679	2005
Coast Community College Dist	College/University	CA	$380,000	2005
Auto Alliance	Industrial	MI	$377,310	2005
Chesterfield County	K-12 Schools	VA	$360,561	2005

Placentia-Yorba Linda USD	K-12 Schools	CA	$356,445	2005
Quinnipiac University	College/University	CT	$343,415	2005
Panhandle CUSD #2	K-12 Schools	IL	$323,663	2005
Ford Motor Co/Srl	Industrial	MI	$318,094	2005
Hudson Valley Community College	College/University	NY	$314,389	2005
Northern Area Special Purposes School	K-12 Schools	PA	$292,239	2005
Milford THSD #233	K-12 Schools	IL	$280,600	2005
Hoover-Schrum SD 157	K-12 Schools	IL	$280,102	2005
Siemens Med Oncology Tsp Plus Only	Healthcare	CA	$259,446	2005
Schiller Park School Dist #81	K-12 Schools	IL	$258,232	2005
Cleveland Clinics Health System	Healthcare	OH	$18,996,750	2004
Shaw Industries Inc	Industrial	GA	$11,520,000	2004
Placentia-Yorba Linda USD	K-12 Schools	CA	$9,988,885	2004
Cleveland Clinic Solon	Healthcare	OH	$8,455,249	2004
7 Cons/Lgcv	Government Federal	TX	$7,307,678	2004
Boise State University	College/University	ID	$6,644,009	2004
Montgomery County Public Works	Government Muni	OH	$6,015,551	2004
University of Colorado Boulder	College/University	CO	$6,000,599	2004
TN Board Of Regents	College/University	TN	$5,862,664	2004
Merced College	College/University	CA	$5,410,890	2004
Commonwealth Of Kentucky	Government State	KY	$5,223,489	2004
Rochester Housing Authority	Government Muni	NY	$4,925,932	2004
Placentia-Yorba Linda USD	K-12 Schools	CA	$4,827,149	2004
State University College	College/University	NY	$4,818,701	2004
Crafton Hills College	College/University	CA	$4,647,895	2004
Northern KY State University	College/University	KY	$4,530,251	2004
Central Square Cen School	K-12 Schools	NY	$4,242,624	2004
State Of Tennessee	Government State	TN	$3,526,818	2004
St John Health Systems	Healthcare	MI	$3,315,768	2004
Panhandle CUSD #2	K-12 Schools	IL	$3,013,139	2004
Youngstown Metro. Housing Authority	other	OH	$2,927,457	2004
New Bedford Votech	K-12 Schools	MA	$2,740,592	2004
State Of Idaho Dept Of Administration	Government State	ID	$2,602,465	2004
Elkhorn Public School	K-12 Schools	NE	$2,487,000	2004
City Of Jackson	other	MS	$2,348,742	2004
Ms Gulf Coast Community College	College/University	MS	$2,342,217	2004
Ms Gulf Coast Community College	College/University	MS	$2,220,014	2004
Butler County Hospital	Healthcare	NE	$2,057,435	2004
City Of Jackson	other	MS	$1,972,172	2004
Lake City Community College	College/University	FL	$1,947,445	2004
City Of Desoto	Government Muni	TX	$1,946,528	2004
Naugatuck Public Schools	K-12 Schools	CT	$1,903,977	2004
Dept Of Public Works	Government Muni	NY	$1,872,239	2004
Butler County Hospital	Healthcare	NE	$1,845,157	2004
City Of Monroe	Government Muni	LA	$1,786,804	2004
Laughlin AFB	Government Federal	TX	$1,754,824	2004
Pikeland CUSD #10	K-12 Schools	IL	$1,740,576	2004
Zion School Dist 6	K-12 Schools	IL	$1,739,664	2004
Jones County Junior College	College/University	MS	$1,728,628	2004
Warren County	Healthcare	NY	$1,644,933	2004
Blue Hills Regional Technical High School	K-12 Schools	MA	$1,636,319	2004
BAE Systems Controls Inc	Industrial	NY	$1,600,000	2004
Erie County Bldgs & Grounds	Government Muni	NY	$1,541,539	2004
Siemens Medical-Acuson	Healthcare	CA	$1,532,935	2004

City Of Arvada	Government Muni	CO	$1,459,920	2004
Reynolds School Dist #7	K-12 Schools	OR	$1,450,000	2004
Golden West College	College/University	CA	$1,441,005	2004
Crafton Hills College	College/University	CA	$1,429,124	2004
Canon City Schools	K-12 Schools	CO	$1,418,041	2004
Erie County Bldgs & Grounds	Government Muni	NY	$1,376,169	2004
Lees Summit School District	K-12 Schools	MO	$1,360,521	2004
City Of Camarillo	Government State	CA	$1,267,304	2004
State University College	Government State	NY	$1,247,132	2004
Capistrano Unified School Dist	K-12 Schools	CA	$1,198,885	2004
Bowie County	Government Muni	TX	$1,191,249	2004
Hugo City Schools	K-12 Schools	OK	$1,145,935	2004
C N Y Centro Inc	other	NY	$1,114,512	2004
Aptakisic-Tripp School District #102	K-12 Schools	IL	$1,113,872	2004
Itawamba Community College	College/University	MS	$1,072,237	2004
Autoalliance	Industrial	MI	$968,100	2004
Councill Trenholm St Tech College	College/University	AL	$956,807	2004
Cerro Gordo CUSD #100	K-12 Schools	IL	$917,023	2004
City Of Ferndale	Government Federal	MI	$867,933	2004
Liberty Union High School District	K-12 Schools	CA	$840,678	2004
Miami Dade County GSA	Government Muni	FL	$830,715	2004
Miami Dade County GSA	Government Muni	FL	$805,200	2004
Capistrano Unified School Dist	K-12 Schools	CA	$798,885	2004
37Th Cons/Lgcaa	Government Federal	TX	$788,369	2004
Lake Park High School West Campus	K-12 Schools	IL	$707,835	2004
Orange Coast College	College/University	CA	$622,000	2004
Saint Mary-Of-The-Woods College	College/University	IN	$593,838	2004
Lake Park High School West Campus	K-12 Schools	IL	$580,208	2004
Alegent Health Systems A/P	Healthcare	NE	$575,370	2004
Tishomingo County School District	K-12 Schools	MS	$574,756	2004
School Board Of Nassau County	K-12 Schools	FL	$571,112	2004
Quinnipiac University	College/University	CT	$538,702	2004
Ms Gulf Coast Community College	College/University	MS	$521,978	2004
Burlington School District Re-6J	K-12 Schools	CO	$517,347	2004
Anniston Housing Authority	other	AL	$505,252	2004
Saint Mary-Of-The-Woods College	College/University	IN	$493,508	2004
Havana CUSD #126	K-12 Schools	IL	$490,062	2004
I S D #200 Hastings	K-12 Schools	MN	$475,000	2004
City Of Arvada	Government Muni	CO	$462,564	2004
Caesars Hotel & Casino	other	NJ	$432,863	2004
Lake View Memorial Hospital	Healthcare	MN	$411,052	2004
Northeastern York School Dist	K-12 Schools	PA	$405,000	2004
Reynolds School Dist #7	K-12 Schools	OR	$400,298	2004
Lake Forest School	K-12 Schools	IL	$397,576	2004
Naval Research Laboratory	Government Federal	DC	$383,040	2004
Hayward Community Schools	K-12 Schools	WI	$379,969	2004
Arthur CUSD #305	K-12 Schools	IL	$378,922	2004
Harper Square	Government State	IL	$369,720	2004
Cash Sale	Commercial Business	NY	$366,999	2004
Mcwane Center	Hospitality/Entertainment	AL	$356,999	2004
Advantage Energy Inc	other	NY	$346,948	2004
Lansing Community College	College/University	MI	$340,001	2004
Boise State University	College/University	ID	$326,704	2004
St Francis School Dist	K-12 Schools	WI	$323,084	2004

Franklin County Ctc	K-12 Schools	PA	$312,347	2004
Sabine Parish School Virtual	K-12 Schools	LA	$309,695	2004
Howard University	College/University	DC	$303,500	2004
Augusta Building Ltd	Commercial Business	TX	$302,146	2004
North Shore School Dist #112	K-12 Schools	IL	$289,687	2004
School Board Of Dade County	K-12 Schools	FL	$289,107	2004
Cape Light Compact Barnstable Superior	K-12 Schools	MA	$287,710	2004
Zion School Dist 6	K-12 Schools	IL	$282,481	2004
Northville Central School	K-12 Schools	NY	$261,986	2004
Dickinson College	College/University	PA	$260,225	2004
Canon City Schools	K-12 Schools	CO	$257,407	2004
Monroe Community College	College/University	NY	$7,776,196	2003
Monroe Community College	College/University	NY	$7,071,507	2003
Southeastern Oklahoma State University	College/University	OK	$6,300,200	2003
University Of Reno	College/University	NV	$5,817,971	2003
Stevens Point Area Public School Dist	K-12 Schools	WI	$5,604,132	2003
Monroe Newpower Corp	Industrial	NY	$5,007,204	2003
Hudson Valley Community College	College/University	NY	$4,762,472	2003
Oswego City Schools	K-12 Schools	NY	$4,327,753	2003
Naval Air Station - FW	Government Federal	TX	$4,259,515	2003
Hillcrest Baptist Medical Center	Healthcare	TX	$3,974,800	2003
BAE Systems Controls Inc	Industrial	NY	$3,117,133	2003
City Of Asheville Housing Authority	Government Federal	NC	$3,103,449	2003
Millard County School District	K-12 Schools	UT	$3,010,895	2003
Metropolitan State Hospital	Healthcare	CA	$2,800,000	2003
Acalanes Union High School	K-12 Schools	CA	$2,967,641	2003
State Of California	Government State	CA	$2,717,941	2003
City Of Santa Ana	Government Muni	CA	$2,675,943	2003
Autoalliance	Industrial	MI	$2,543,381	2003
Pikeland CUSD #10	Healthcare	IL	$2,467,682	2003
Westhill Central School	K-12 Schools	NY	$2,053,550	2003
Housing Authority City Of Norwalk	Government Federal	CT	$1,936,087	2003
Boston Herald	Industrial	MA	$1,903,437	2003
Dept Of Public Works	Government Muni	NY	$1,767,872	2003
Buena Park School District	K-12 Schools	CA	$1,688,885	2003
City Of Richmond	Government Muni	VA	$1,650,000	2003
Allen Parish Schools	K-12 Schools	LA	$1,618,780	2003
Schaumburg School Dist 54	K-12 Schools	IL	$1,549,469	2003
Union County School District	K-12 Schools	MS	$1,520,219	2003
I S D #200 Hastings	K-12 Schools	MN	$1,499,730	2003
Panama-Buena Vista Union SD	K-12 Schools	CA	$1,498,885	2003
Wlssd Western Lake Superior	Industrial	MN	$1,410,857	2003
Lake Forest School	K-12 Schools	IL	$1,400,975	2003
Directorate Of Contracting	Government Federal	NY	$1,342,402	2003
Centennial Public Schools	K-12 Schools	NE	$1,251,850	2003
Tishomingo County School District	K-12 Schools	MS	$1,223,945	2003
Etna Elementary Union School District	K-12 Schools	CA	$1,192,483	2003
Rock Tennessee	Industrial	VA	$1,180,816	2003
N O Baptist Theological Seminary	College/University	LA	$1,153,480	2003
North Tonawanda City S D	K-12 Schools	NY	$1,134,836	2003
Lake Park High School West Campus	K-12 Schools	IL	$1,129,900	2003
Raymond Central Schools	K-12 Schools	NE	$1,119,612	2003
Sabine Parish Schools	K-12 Schools	LA	$1,079,024	2003
Ford Motor Co	Industrial	MI	$1,076,876	2003

Itawamba Community College	College/University	MS	$1,072,240	2003
Speedway Motorsports	Hospitality/Entertainment	NV	$1,068,600	2003
Iberville Parish Schools Virtual	K-12 Schools	LA	$1,063,460	2003
City Of Monroe	Government Muni	LA	$1,032,230	2003
Grand Island Public School	K-12 Schools	NE	$1,021,800	2003
Niles Township School District	K-12 Schools	IL	$1,013,219	2003
Ford Motor Co	Industrial	NY	$998,597	2003
Lake Park High School West Campus	K-12 Schools	IL	$996,281	2003
St James Parish School Board	K-12 Schools	LA	$995,812	2003
Niles Township School District	K-12 Schools	IL	$995,597	2003
Schiller Park School Dist #81	K-12 Schools	IL	$943,889	2003
City Of San Bruno	Government Muni	CA	$907,582	2003
Boone Central Schools	K-12 Schools	NE	$887,000	2003
Niles Township School District	K-12 Schools	IL	$851,705	2003
DFAS San Antonio Oper Loc	Government Federal	TX	$819,091	2003
North Santiam School District 29J	K-12 Schools	OR	$799,491	2003
Niles Township School District	K-12 Schools	IL	$750,962	2003
Gulfport Schools Pc	K-12 Schools	MS	$708,695	2003
Xport Of Seattle	other	WA	$706,372	2003
Miami Dade County GSA	Government Muni	FL	$698,753	2003
Pensacola Regional Airport V	other	FL	$685,410	2003
Waverly Public Schools	K-12 Schools	NE	$671,700	2003
South Allegheny S D	K-12 Schools	PA	$635,619	2003
I S D #200 Hastings	K-12 Schools	MN	$600,000	2003
Mukilteo School Dist	K-12 Schools	WA	$598,953	2003
Prentiss County School District	K-12 Schools	MS	$572,347	2003
Allen Parish Schools	K-12 Schools	LA	$554,140	2003
Capac Community Schools	Government Muni	MI	$552,127	2003
John Carroll University	College/University	OH	$545,509	2003
Saint Mary-Of-The-Woods College	College/University	IN	$545,375	2003
BAE Systems Controls Inc	Industrial	NY	$541,638	2003
Durand School District	K-12 Schools	WI	$516,486	2003
Lake Park High School West Campus	K-12 Schools	IL	$496,750	2003
Lake Sumter Community College	College/University	FL	$489,561	2003
Gulfport School District	K-12 Schools	MS	$484,614	2003
Medicorp Services Inc	Healthcare	VA	$483,672	2003
Dubois Area School Dist	K-12 Schools	PA	$472,076	2003
Rock Tennessee	Industrial	VA	$465,404	2003
St James School(Virtual Office)	K-12 Schools	LA	$456,528	2003
Niles Township School District	K-12 Schools	IL	$448,274	2003
Howard County Courthouse	Government Muni	NE	$429,038	2003
Spoon River Valley CUSD #4	K-12 Schools	IL	$421,033	2003
Niles Township School District	K-12 Schools	IL	$406,141	2003
Bank One Corporate	Commercial Business	OH	$394,250	2003
State Of California	Government State	CA	$375,060	2003
Morningside House	Healthcare	NY	$374,266	2003
Spoon River Valley CUSD #4	K-12 Schools	IL	$354,623	2003
John Carroll University	College/University	OH	$346,571	2003
County Of Monroe	Government Muni	NY	$339,838	2003
Lockheed Martin	Industrial	NY	$337,340	2003
Evangeline Parish Police Jury	Government Muni	LA	$325,008	2003
Pikeland CUSD #10	K-12 Schools	IL	$324,264	2003
Ravenna City Schools	K-12 Schools	OH	$311,255	2003
Lake Forest School	K-12 Schools	IL	$299,025	2003

3M Co	Commercial Business	MN	$293,807	2003
State Of Washington	Government Muni	WA	$281,227	2003
Erie County Bldgs & Grounds	Government Muni	NY	$278,999	2003
I S D #391 Cleveland Schools	K-12 Schools	MN	$268,000	2003
Niles Township School District	K-12 Schools	IL	$266,181	2003
Ozark Housing Authority	Other	AL	$261,506	2003
County Of Monroe	Government Muni	NY	$255,255	2003

2.3 Project References

For each project listed in Section 2.2, provide detailed information on Energy Performance Contracting projects your firm completed that can be used for references. Expand on the information provided in the previous section to give details on individual projects. Include the following information on each project as a minimum:

Project Identification: Owner name, city/state, facility type (hospital, school, college, city, county, etc.)

Contact Information: Names and contact information of owner(s) representatives who can serve as references. Include phone numbers, email address, and any other means that can be used to contact representatives serving as references.

Project Type: Energy Performance Contract or other type

Project Size: Number of buildings and total project square footage

Project Dollar Amount: Total contract amount and the total project capital expenditure amount

Source of Funding: A description of the source of funding used for the project and the company's role (if any) in securing that funding

Project Dates: Actual dates of audit start and acceptance; Actual construction starting and ending dates

Contract terms: A description of the type of contract, financing arrangement, and contract term

Project Personnel: A list of the name(s) of individuals involved in the project, their role(s) and if these personnel will be assigned to Hawaii projects

Project Schedule: Indicate if project was completed on schedule and an explanation if not

List of Improvements: The types of retrofits and operational improvements implemented related to energy, water and other cost savings

Project Performance: The amounts of projected annual savings, guaranteed annual savings, and actual annual savings for each project in a table as shown below. Note that the project name must correspond with the project name listed in the Section 2.2 table.

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Actual Energy Savings Year 1	Actual Energy Savings Year 2	Actual Energy Savings Year 3	Actual Energy Savings Year 4	Actual Energy Savings Year 5
kWh							
kW							
MMBTU							

Gallons							
(Other)							

Measurement and Verification: A brief description of the M&V approach for each project including which savings were stipulated, if any
Performance Guarantee: A description of the savings guarantee for each project and, if the guaranteed savings were not achieved, how the company compensated the facility owner for any annual shortfall (e.g. pay funds to meet the guarantee, etc.)Additional Comments: Comments on any special features, services, conditions, creative approaches, special needs of customer, etc. that may be relevant to Hawaii State and County Agencies.

Due to the vast project experience, Siemens has included detailed information about a handful of projects below. If the State of Hawaii desires to have any information on any projects listed in Section 2.2, Siemens can furnish this information upon request.

Owner Name	**Chaffey Community College District**
City	Rancho Cucamonga
State	California
Facility Type	Community College
Contact Information	Steve Menzel, Vice President 5885 Haven Avenue Rancho Cucamonga, CA 91737 Phone: (909) 941-2174
Project Type	Energy Performance Contract
Project Size	480,000 sq. ft.
Project Dollar Amount	$18,924,954
Source(s) of Funding	Third party financing
Project Dates	February 2005 – December 2006
Contract Terms	15 year municipal lease
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	Project completed three months ahead of schedule.
List of Improvements	▪ Installation of 2-600 tons Centrifugal Chiller ▪ Installation of 6 Cleveland Brooks Boilers ▪ Installation of 2 Marley cooling towers ▪ Construction of new 10,000 tilt-up building ▪ Over 2 miles of trenching ▪ Retrofitting of 10 mechanical rooms from DX to chilled water coils ▪ Construction of 3,000 linear feet of a new fire land in the middle of campus ▪ Retrofitting of the campus server room ▪ New gas back-up generator ▪ Expansion of the existing Andover EMS system ▪ Landscaping around the new central plant

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	619,960	N/A					
kW							
MMBTU							
Gallons							
(Other)							

Measurement and Verification	N/A
Performance Guarantee	Option D - Stipulated
Additional Comments	Construction of a brand new 10,000 square feet of an Energy Efficient Central Plant and over 2 miles of trenching and piping of chilled water, hot water, gas, main water, high voltage, reclaim water and communication lines throughout the entire campus.

Owner Name	**Coastline Community College**
City	Garden Grove
State	California
Facility Type	Community College
Contact Information	C.M. Brahmbhatt, Vice Chancellor Admin Services 1370 Adams Avenue Costa Mesa, California 92626 Phone: (714) 438-4611
Project Type	Energy Performance Contract
Project Size	60,000 sq. ft.
Project Dollar Amount	$1,594,000
Source(s) of Funding	Bond
Project Dates	Fall 2006-February 2007
Contract Terms	Payment on completion
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	Project completed on schedule.
List of Improvements	▪ Interior lighting retrofit ▪ Boiler relocation ▪ New chiller, cooling tower and pumps

	▪ Replace AHU's on roof ▪ Replace controls

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	444,811	N/A					
kW	15						
MMBTU							
Gallons							
(Other)							

Measurement and Verification	N/A
Performance Guarantee	Option D - Stipulated
Additional Comments	Siemens Building Technologies was selected by Coastline College to develop and construct this performance contract, which was developed to reduce the campus energy consumption and expand the mechanical systems to meet the needs of the college.

Owner Name	**Golden West College, Coastline Community College District**
City	Huntington Beach
State	California
Facility Type	Community College
Contact Information	C.M. Brahmbhatt, Vice Chancellor Admin Services 1370 Adams Avenue Costa Mesa, California 92626 Phone: (714) 438-4611
Project Type	Energy Performance Contract
Project Size	544,844 sq. ft.
Project Dollar Amount	$1,441,005
Source(s) of Funding	Bond
Project Dates	June 2004-September 2004
Contract Terms	Full payment on completion.
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	6 months on schedule.
List of Improvements	▪ Lighting upgrades ▪ EMS upgrades

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	719,400	N/A					
kW							
MMBTU							
Gallons							
(Other)							

Measurement and Verification	N/A
Performance Guarantee	Option D - Stipulated
Additional Comments	None

Owner Name	**Crafton Hills College**
City	San Bernardino
State	California
Facility Type	Community College
Contact Information	Bob Temple, Vice Chancellor 701 South Mt. Vernon Avenue San Bernardino, CA 92410 Phone (909) 382-4021
Project Type	Energy Performance Contract
Project Size	212,000 sq ft.
Project Dollar Amount	$6,077,019
Source(s) of Funding	Bond
Project Dates	September 2004 – August 2005
Contract Terms	Full payment on completion
Project Personnel	Dean Ramsey, Prashanth Navuduri,Tim Bearman
Project Schedule	12 months
List of Improvements	▪ Chiller upgrades ▪ Variable volume chilled water distribution conversion ▪ Interconnection of two chilled water plants (underground piping) ▪ Variable air volume conversions ▪ Interior lighting upgrades

	▪ Exterior lighting upgrades ▪ Boiler replacements ▪ Campus wide upgrade and expansion of energy management system ▪ Addition of skylights ▪ Addition of Access Control System ▪ Modernization of restrooms ▪ Addition of solar photovoltaic panels ▪ Economizer damper repairs and reconfiguration ▪ Natural gas refueling station ▪ Mechanical maintenance

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	1,045,000	N/A					
kW							
MMBTU							
Gallons							
(Other)							

Measurement and Verification	N/A
Performance Guarantee	Option D - Stipulated
Additional Comments	Siemens engineers performed a comprehensive investigation of the energy using systems as the campus and identified projects that would not only reduce utility usage and costs at the campus but also improve the functionality, reliability and comfort to the occupants.

Owner Name	**Point Loma Nazarene University**
City	Point Loma
State	California
Facility Type	University
Contact Information	George Latter, CFO 3900 Lomaland Drive Point Loma, CA 92106 Phone: (619) 849-2317

Project Type	Energy performance contract
Project Size	
Project Dollar Amount	$1,022,218
Source(s) of Funding	Third party finance
Project Dates	January – December 2006
Contract Terms	Ten year no guarantee
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	12 months
List of Improvements	▪ Central plant optimization ▪ Lighting retrofit ▪ Replacement of hot water boilers ▪ Energy management system upgrade ▪ Chilled and hot water loop optimization ▪ Irrigation system ▪ Cooling tower VFD upgrade ▪ Server room AC unit ▪ EMS maintenance services

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	361,839	N/A	426,185				
kW							
MMBTU	3,376	N/A	2,600				
Gallons	5,734,857	N/A	N/A				
(Other)							

Measurement and Verification	Savings validated through M & V continuous monitoring
Performance Guarantee	N/A
Additional Comments	Point Loma Nazarene University implemented Phase I and Phase II energy conservation projects to consist of measures listed above. As a result, the campus is saving over $220,000 a year in energy and operational costs.

Owner Name	**Placentia Yorba Linda Unified School District**
City	Placentia

State	California
Facility Type	K-12 School District
Contact Information	Jerry Thompson, Director I, Maintenance, Operations and Transportation 1301 Orangethorpe Ave. Placentia, CA 92870 Phone: (714) 985-8441
Project Type	Energy performance contract
Project Size	17 sites
Project Dollar Amount	Phase I: $4,827,149 Phase II: $9,988,885
Source(s) of Funding	Bond & Financing
Project Dates	Phase I: 11/03-11/05 Phase II: 01/04-10/05
Contract Terms	10 years, guarantee 3 years
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	One year on schedule
List of Improvements	▪ Central plant optimization ▪ Complete lighting retrofit ▪ Replacement of hot water boilers ▪ Energy management system upgrade ▪ Chilled and hot water loop optimization ▪ Irrigation system ▪ Cooling tower VFD upgrade ▪ Server room AC unit ▪ EMS maintenance services

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	1,471,573	1,471,573	1,471,573	1,471,573			
kW							
MMBTU							
Gallons							
(Other)							

Measurement and Verification	Pre & post measurement and verification
Performance Guarantee	Option A

Additional Comments	Siemens Building Technologies performed two phases of modernization and energy improvements at 17 sites for Placentia Yorba Linda Unified School District.

Owner Name	**Panama-Buena Vista Union School District**
City	Bakersfield
State	California
Facility Type	K-12 School District
Contact Information	Mike Kileen, Assistant Superintendent Business Services 4200 Ashe Road Bakersfield, CA 93313
Project Type	Energy performance contract
Project Size	195,000 square feet
Project Dollar Amount	$1,498,885
Source(s) of Funding	Third party financing
Project Dates	2002 - 2003
Contract Terms	10 years
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	Six months
List of Improvements	▪ Lighting retrofit which includes electronic ballasts, new lighting fixtures, and T-8 lamps at 3 school sites ▪ PCB ballast disposal ▪ HVAC capital improvements including replacement of 10 large tonnage multizone units ▪ Installation of control strategies to operate air conditioning units heaters more effectively and efficiently ▪ Maintenance management ▪ Preventative maintenance and repair services ▪ Operating procedures and guidelines ▪ Energy conservation training ▪ Energy and cost avoidance tracking and reporting

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	427,449	427,422	498,716	464,382	460,981		
kW							

MMBTU							
Gallons							
(Other)							

Measurement and Verification	Utility Bill Comparison
Performance Guarantee	Option C – Main meter comparison
Additional Comments	Energy conservation retrofit and capital improvement project. Also includes ongoing support program with guaranteed savings.

Owner Name	**Orange Coast College**
City	Costa Mesa
State	California
Facility Type	Community College
Contact Information	C.M. Brahmbhatt, Vice Chancellor Admin Services 1370 Adams Avenue Costa Mesa, California 92626 Phone: (714) 438-4611
Project Type	Energy performance contract
Project Size	1,000,000
Project Dollar Amount	$622,000
Source(s) of Funding	Bond
Project Dates	June 2004-September 2005
Contract Terms	Full payment on completion
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	Three months
List of Improvements	▪ Install energy efficient T-5 lighting system at the Airframe shop ▪ Install energy efficient outdoor HID lighting to include new poles and fixtures ▪ Upgrade air distribution system at the Skill Center Labs ▪ Install third generation T-8 lighting ▪ New server room Liebert AC system ▪ New UPS server room back-up system ▪ New FM-200 server room fire suppression system ▪ Complete campus electrical master plan study and design

Project Performance

Units	Projected Annual Energy	Guaranteed Annual Energy	Annual Energy Savings	Annual Energy Savings	Annual Energy Savings	Annual Energy Savings	Annual Energy Savings

	Savings	Savings	Year 1	Year 2	Year 3	Year 4	Year 5
kWh							
kW							
MMBTU							
Gallons							
(Other)							

Measurement and Verification	N/A
Performance Guarantee	Option D stipulated
Additional Comments	

Owner Name	**Buena Park School District**
City	Buena Park
State	California
Facility Type	K-12 School District
Contact Information	Greg Magnusson, Assistant Superintendent Business Services 6885 Orangethorpe Avenue Buena Park, CA 90620
Project Type	Energy performance contract
Project Size	
Project Dollar Amount	$1,688,885
Source(s) of Funding	Third party
Project Dates	May 2003
Contract Terms	Three year guarantee
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman
Project Schedule	Six months
List of Improvements	▪ Lighting retrofit including electronic ballasts, new lighting fixtures, and T-8 lamps at all school sites ▪ PCB ballast disposal ▪ Installation of new lighting fixtures for new “lay-in” ceiling systems ▪ New “lay-in” ceiling for 166 classrooms which previously had “hard lid” ceilings ▪ R-19 insulation installation in 166 classrooms ▪ Seismic upgrades to existing ceiling systems ▪ New ducting and HVAC distribution systems for 166 classrooms for energy efficient and classroom comfort

	▪ Comfort air balance ▪ DSA approval for project ▪ Maintenance management ▪ Preventative maintenance and repair services ▪ Operating procedures and guidelines ▪ Energy conservation training ▪ Energy and cost avoidance tracking and reporting

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	877,100	877,100	877,100				
kW							
MMBTU							
Gallons							
(Other)							

Measurement and Verification	Pre & post measurement and verification
Performance Guarantee	Option A
Additional Comments	None

Owner Name	**City of Santa Ana**
City	Santa Ana
State	California
Facility Type	Municipality
Contact Information	Teri Cable, Administrative Services Manager 20 Civic Center Plaza Santa Ana, CA 92702 Phone: (714) 647-5658
Project Type	Energy performance contract
Project Size	
Project Dollar Amount	$2,675,943
Source(s) of Funding	Financed
Project Dates	2002 - 2003
Contract Terms	10 years
Project Personnel	Dean Ramsey, Prashanth Navuduri, Tim Bearman

Project Schedule	12 months
List of Improvements	▪ Retrofit of all existing fluorescent lamp and ballast from T-12 to T-8 lamps and electronic ballasts ▪ Retrofit of all exit signs to LED technology ▪ Installation of compact fluorescent lamps ▪ Double duct to VAV retrofit (113 zones) at City Hall with VFD installation ▪ Multizone HVAC replacement at Senior Center ▪ VFD installation at Police Station ▪ Installation of new direct digital controls City wide ▪ Pool heater replacements at 5 City pool facilities ▪ New thermal pool cover at Salgado Pool ▪ New elevator motors at City Hall ▪ New dual pane windows for main library ▪ Maintenance management ▪ Preventative maintenance and repair services ▪ Operating procedures and guidelines ▪ Energy conservation training ▪ Energy and cost avoidance tracking and reporting

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh							
kW	1,951,680	1,848,109	2,054,644	2,069,288	2,057,669		
MMBTU							
Gallons							
(Other)							

Measurement and Verification	Utility Bill Comparison
Performance Guarantee	Option C – Main meter comparison
Additional Comments	None

Owner Name	**Metropolitan State Hospital, Department of Mental Health**
City	Norwalk
State	California

Facility Type	Healthcare
Contact Information	Bob Bowen, Director of Plant Operations 11401 S. Bloomfield Avenue Norwalk, CA Phone: (916) 376-1659 Main Office
Project Type	Energy performance contract
Project Size	14+ buildings, 1.04 million square feet
Project Dollar Amount	$2.8 million
Source(s) of Funding	State funded
Project Dates	Contract signed: December 2002 Construction started: June 2003 Expected completion: April 2004
Contract Terms	No guarantee-one time, one month IPMVP Option D after installation. Any shortfall of savings shall be shouldered by Siemens up to 10% of contract price.
Project Personnel	Robert Chesher, District General Manager Andrew Lynn, Group Operation Manager Joe Ablay, P.E., CEM, Energy Engineer
Project Schedule	12 months
List of Improvements	▪ Lighting retrofit ▪ Air handling units variable air volume conversion with VSD's ▪ Air handling units fan motor replacement ▪ Comprehensive site energy management system (EMS)

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
kWh	$454,136	$454,136					
kW							
MMBTU	$135,115	$135,115					
Gallons	None	None	None	None	None	None	None
(Other)							

Measurement and Verification	N/A
Performance Guarantee	Option D - Stipulated
Additional Comments	None

Owner Name	**Colorado Department of Human Services**
City	Denver, Grand Junction, Wheat Ridge, State-wide youth detention facilities, Pueblo and Veterans Nursing Homes at; Florence, Trinidad, Homelake, and Walsenburg.
State	Colorado
Facility Type	Institutional Facilities, ranging from regional health centers, homes for the medical fragile, psychiatric facilities, homes for the developmentally disabled, youth incarceration facilities to veterans nursing homes.
Contact Information	Brad Membel Colorado Department of Human Services Director of Facilities Phone: (303) 866-7290 Fax: (303) 866-7299
Project Type	Guaranteed Energy Performance Contract
Project Size	DHS Phase I – 27 Buildings, 532,000 Sq Ft DHS Phase II – 41 Buildings, 426,000 Sq Ft DHS Phase III – 89 Buildings, 662,000 Sq Ft (In Development) DHS Phase IV – 16 Buildings, 1,400,000 Sq Ft SVNH Florence – 1 Building, 39,776 Sq Ft SVNH Trinidad – 1 Building, 89,357 Sq Ft SVNH Walsenburg – 1 Building, 90,000 Sq Ft SVNH Homelake – 22 buildings, 109,219 Sq Ft SVNH Weatherization – 25 Buildings, 30,000 (In Development)
Project Dollar Amount	DHS Phase I - $728,000 DHS Phase II - $1,182,000 DHS Phase III – Estimated $8,500,000 DHS Phase IV – Estimated $5,000,000 SVNH Florence - $3,300,000 SVNH Trinidad - $ 707,562 SVNH Walsenburg - $ 1,559,000 SVNH Homelake – $ 802,717 SVNH Dom Weatherization - $4,200,000
Source(s) of Funding	All DHS Energy Performance Contracts implemented to date have consisted of a combination of tax exempt municipal leasing agreements along with utility rebate dollars. On all listed DHS projects, Siemens Building Technologies, Inc. has acted on the owners behalf in the solicitation of tax exempt municipal lease rates, terms and agreements.

Project Dates	Audit Start/Complete / Construction Start/Complete DHS Phase I - 1/03 – 8/03 / 9/03 – 4/04 DHS Phase II - 5/04 – 4/06 / 11/06 – 6/07 DHS Phase III - 7/07 – 4/08 DHS Phase IV - SVNH Florence – 1/04 – 6/05 / 9/05 – 8/06 SVNH Trinidad - 1/04 – 6/05 / 8/05 – 1/06 SVNH Walsenburg –1/04 – 6/05 / 3/07 – 9/07 SVNH Homelake - 1/04 – 6/05 / 11/06 – 5/07 SCNH Do Weatherization – 12/07 -3/08
Contract Terms	Contracts range from 12 year term to 15 year term.
Project Personnel	Bob Chmel – Mgt Marty Skolnick – AE Brian Gamet – OM Jason Aljets – PM Craig Plomondon – PM Monte Montgomery – PM Dick Jones - PM Mark Tolly – EE Tom Riead – EE Doug Rothgeb – EE Benjamin Biehl – PA Sasanka Karunanayake - PA Ted Weber – EEO Les Sladen - EEO Tim Riedel – Mgt Carl Hurst – AE Marty Davis – PM Brian Hanson – EE Leslie Beu – EE Dave Joslyn – PA
Project Schedule	DHS Phase I – Completed 1 month late due to owner change orders based on remaining contingency spend DHS Phase II – on-time DHS Phase III – N/A DHS Phase IV – N/A SVNH Florence – Project schedule extended due to multiple change orders, based on contingency spend and cash infusion. SVNH Trinidad – on-time SVNH Walsenburg – Will complete 3 months early. SVNH Homelake – on-time

List of Improvements	▪ Lighting retrofit ▪ Plumbing upgrades including: faucet restrictors, valve retrofits, toilets, laundry upgrades and new urinals ▪ Pool covers ▪ Building automation systems installation ▪ Programmable thermostats ▪ Central Plant renovations ▪ Well and pump retrofit ▪ Irrigation system design and installation ▪ Chiller retrofit/addition ▪ Boiler Retrofit ▪ Domestic hot water retrofit/addition ▪ Duct work retrofit ▪ Insulation ▪ Isolation valves ▪ Power generation system upgrade ▪ Window film/solar screens ▪ Computer plug load and vending machine plug load ▪ General Contracting, including; building additions, flooring, tiling, painting, insulation, window replacement and other tenant improvements

Project Performance-DHS - Phase I Fort Logan

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric	$62,799	$61,970	$64,052				
Gas	$3,474	$1,420	$4,456				
Water	$7,364	$6,520	$9,117				

DHS - Phase II Grand Junction and Wheatridge Regional Centers

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric		$60,274					
Gas		$27,715					
Water		$17,606					

Measurement and Verification	The measurement and verification of the various phases of EPC contracts utilize all types of M&V as detailed in the IPMVP protocol standards.
Performance Guarantee	To match term of EPC contract, per Colorado statute.
Additional Comments	None

Owner Name	**Canon City Schools**
City	Canon City
State	Colorado
Facility Type	K-12 Public School District
Contact Information	Buddy Lambrecht Canon City School District RE-1 Director of Business Services Phone: (719) 276-5700 Fax: (719) 276-5739
Project Type	Guaranteed Energy Performance Contract and HVAC Upgrade (non guaranteed)
Project Size	Phase I – 3 Buildings, 307,000 Sq Ft Phase II – 2 Buildings, 286,000 Sq Ft Phase III – 1 Building, 90,000 Sq Ft
Project Dollar Amount	Phase I - $1,675,000 Phase II - $3,385,000 Phase III - $1,850,000
Source(s) of Funding	Canon City School projects were performed through a combination of QZAB funding (used exclusively for the energy performance contracts) and bond money (used for the HVAC upgrades). Siemens Building Technologies, Inc. assisted Canon City School District in the application process for the QZAB funding.
Project Dates	Audit Start/Complete / Construction Start/Complete Phase I - 1/03 – 5/03 / 6/03 – 11/04 Phase II - 2/04 – 5/04 / 6/04 – 9/05 Phase III - 7/06 – 3/07
Contract Terms	Contract terms are 12 years
Project Personnel	Marty Skolnick – AE Brian Gamet – OM

	Jason Aljets – PM Les Sladen - EEO Tim Riedel – Mgt Carl Hurst – AE Marty Davis – PM Dave Joslyn – PA
Project Schedule	Phase I – on-time Phase II – Some delays on the HVAC upgrade portion of the project due to delays by other trades on separate but concurrent construction contract.
List of Improvements	▪ Lighting retrofit ▪ Plumbing upgrades including: faucet restrictors, valve retrofits, toilets, laundry upgrades and new urinals ▪ Building automation systems installation ▪ Irrigation system design and installation ▪ Boiler Retrofit ▪ Domestic hot water retrofit/addition ▪ Duct work retrofit ▪ Insulation ▪ Isolation valves ▪ Computer plug load and vending machine plug load

Canon City Schools - Phase I

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric	$6,843	$6,843	$6,843	$6,911			
Gas	$9,814	$8,194	$9,814	$13,999			
Water	$4,420	$3,333	$4,420	$3,366			

Canon City Schools - Phase II

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric		$6,988	$6,988				
Gas		$1,466	$4,437				
Water		$11,561	$11,561				

Measurement and Verification	M&V is customized on a per facility improvement basis and are based on IPMVP protocol standards
Performance Guarantee	Performance Guarantee is for the term of the EPC, per Colorado Statute
Additional Comments	None

Owner Name	**City of Arvada**
City	Arvada.
State	Colorado
Facility Type	City Hall, City Hall Annex, Arvada Center, Indiana Shops (Water T&D), Arvada Water Treatment Plant, Ralston Water Treatment Plant, Streets Shops and Offices, Parks Maintenance, Lake Arbor Golf Club, Ron Culberson Waste Water Treatment Plant, Westwoods Golf Club.
Contact Information	Tim City of Arvada Manager of Planning/Construction Phone: (303) 483-7020 Fax: (303) 795-6531
Project Type	Guaranteed Energy Performance Contract
Project Size	City of Arvada – 12 Buildings, 213,000 Sq Ft
Project Dollar Amount	City of Arvada. - $1,922,000
Source(s) of Funding	City of Arvada. Energy Performance Contracts implemented to date have consisted of a combination of tax exempt municipal leasing agreements along with utility rebate dollars. Siemens Building Technologies, Inc. has acted on the owner's behalf in the solicitation of tax exempt municipal lease rates, terms and agreements.
Project Dates	Audit Start/Complete — Construction Start/Complete City of Arvada 7/03 – 12/03 — 10/04-5/05
Contract Terms	12 year term
Project Personnel	Marty Skolnick – AE Brian Gamet – OM Tom Riead – EE

	Tim Riedel – Mgt Carl Hurst – AE Marty Davis – PM Brian Hanson – EE Russ Chitwood – EE
Project Schedule	City of Arvada project was completed on time
List of Improvements	▪ Lighting retrofit ▪ Building automation systems installation ▪ Replace AHU #9 ▪ VFD replacement ▪ Replace Chiller #2 ▪ Replace Boilers B-2 & B-3 ▪ Replace Fan IGVs w/ VFDs ▪ Patio Twist Timer ▪ Replace AHU 11-15 ▪ LED Traffic Lighting Upgrades ▪ Tune Building Automation ▪ Utility software ▪ Energy Technical Support Program

City of Arvada

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric	$138,496	$104,557	$129,310				
Gas							
Water							

Measurement and Verification	M&V is customized on a per facility improvement basis and are based on IPMVP protocol standards
Performance Guarantee	Guarantee is for the entire term of the EPC, per Colorado statute
Additional Comments	None

Owner Name	**Red Rocks Community College**
City	Lakewood
State	Colorado
Facility Type	Public Higher Educational Institution

Contact Information	Jody Glennon Director of Facilities Phone: (303) 914-6220
Project Type	Guaranteed Energy Performance Contract
Project Size	338,660 Sq Ft
Project Dollar Amount	$1,317,560
Source(s) of Funding	The Red Rocks Community College project consisted of a combination of tax exempt municipal leasing along with utility rebate dollars. Siemens Building Technologies, Inc. acted on the owners behalf in the solicitation of tax exempt municipal lease rates, terms and agreements.
Project Dates	Audit Start/Complete 10/04 – 2/05 Construction Start/Complete 10/05 – 5/06
Contract Terms	Contract term is 12 years
Project Personnel	Brian Gamet – OM Mark Tolly – EE Les Sladen - EEO Carl Hurst – AE Marty Davis – PM Brian Hanson – EE Dave Joslyn – PA
Project Schedule	Project completed on time
List of Improvements	▪ Lighting retrofit ▪ Plumbing upgrades including: faucet restrictors, valve retrofits, toilets, laundry upgrades and new urinals ▪ Building automation systems installation ▪ Programmable thermostats ▪ Central Plant renovations ▪ Boiler Retrofit ▪ Insulation ▪ Computer plug load and vending machine plug load ▪ General Contracting, including; building additions, flooring, tiling, painting, insulation, window replacement and other tenant improvements

Red Rocks Community College

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric	$73,359	$67,367					
Gas	$3,720	$3,720					
Water	$5,169	$5,167					

Measurement and Verification	M&V is customized on a per facility improvement basis and are based on IPMVP protocol standards
Performance Guarantee	Guarantee is for the entire term of the EPC, per Colorado statute
Additional Comments	None

Owner Name	**Siemens Transportation Systems**
City	Sacramento
State	California
Facility Type	Commercial / Industrial
Contact Information	Chris Halleus Phone: (916) 525-2857
Project Type	Solar
Project Size	1 MegaWatt
Project Dollar Amount	$9,000,000
Source(s) of Funding	Private, Power Purchasing Agreement
Project Dates	4/10/2008 through 11/30/2008
Contract Terms	25 year PPA
Project Personnel	Doug Moyles, Construction Manager
Project Schedule	4/10/2008 through 10/15/2008
List of Improvements	▪ Rooftop Solar (400kW), Parking Trellis Solar Structures (750kW)

Project Performance

Units	Projected Annual Energy Savings	Guaranteed Annual Energy Savings	Annual Energy Savings Year 1	Annual Energy Savings Year 2	Annual Energy Savings Year 3	Annual Energy Savings Year 4	Annual Energy Savings Year 5
Electric	$9493.52						
Gas	N/A						
Water	N/A						

Measurement and Verification	This project is still in development.
Performance Guarantee	N/A
Additional Comments	

Section

3

3.0 QUALIFICATIONS

3.1 History and Focus of Company

3.1.1 *Structure and Evolution of the Firm.*

Provide information on how your company evolved, how long it has been in business under its current and any former names, and its corporate structure (corporation, partnership, sole proprietorship, joint venture, etc.) including identification of branch offices. For joint ventures include the structure of the joint venture and historical information on each member.

For over 160 years, Siemens has been a technology powerhouse in the area electrical engineering and electronics. The factors driving success at the history-making company include innovative prowess, a clear portfolio policy, long-range financial planning, an international setup and strong employee orientation.

Formed in 1847, the company Telegraphenbauanstalt von Siemens & Halske grew within the space of a few decades from a small precision-engineering workshop, producing mechanical warning bells for railways, wire insulation made of guttapercha, and electrical telegraph systems, into one of the world's largest companies in electrical engineering and electronics. Landmark inventions, an immense readiness to innovate, and a strong international commitment have driven the company's success since its very beginnings. When in 1866 Werner Siemens (known as Werner von Siemens after 1888) discovered the dynamoelectric principle, the potential applications for electricity were limitless. Heavy-current engineering began to develop at a breathtaking pace, producing one triumphant innovation after another: In 1879, Siemens & Halske presented the first electric railway and installed the first electric streetlights in Berlin; in 1880 came the first electric elevator; and in 1881 the electric streetcar. Following the death of the company's founding father, Werner von Siemens, in 1892, his successors followed the course he had set, constantly advancing the company with trailblazing innovations. Lighting, medical engineering, wireless communication, and, in the 1920s, household appliances, were followed after World War II by components, data processing systems, automotive systems and semiconductors. The guiding principle that had applied since the company's beginnings - of concentrating solely on electrical engineering, "but on the whole of electrical engineering" - helped make Siemens the only company in its industry to operate in both light- and heavy-current electrical engineering, and by the mid-1920s it was again one of the world's five leading companies in its field. When the National Socialists seized power,

Siemens, like the rest of German industry, was drawn into the system of the war economy. Through to 1944, higher state demand and military orders led to substantial increases both in sales and in the size of the workforce. In order to fill its manufacturing quotas, Siemens partly used forced labor. After World War II, Siemens began rebuilding in Germany first, but gradually moved into foreign countries from the 1950s on. Technological advances, expansion into new business segments, and the reestablishment of a presence in traditional export markets laid the foundations for the company's return to its old strength in the world marketplace in the 1960s. To give the company a stronger identity and consistent market presence, Siemens & Halske, Siemens-Schuckertwerke AG, and Siemens-Reiniger-Werke AG, the three main companies in the group, merged in 1966 to form Siemens AG. In 1969, the company's main business segments were assigned to six largely independent operating groups, creating an organizational structure that has been adapted on numerous occasions through to the present day.

Today Siemens AG is a global corporation with headquarters in Munich, Germany employing roughly 460,000 people in 195 countries world-wide and reporting annual sales of approximately $72 billion in fiscal 2007. Siemens offers countless solutions for numerous industries, including transportation, manufacturing and processing, healthcare, and power, and offers a wide variety of government solutions. Our objective is to facilitate the long-term success of our clients and partners by leveraging the combined power and capabilities of the entire Siemens Corporation. Our ability to provide abundant capabilities as a combined package sets us apart from other corporations. Our experience with energy strategy and management study and implementation in all sectors of the market, as well as our large integrated project experience, provides us with a solid foundation for delivering turnkey solutions and guaranteed results.

Type of Firm: Corporation

Name of Parent Company: Siemens Corporation, USA
Address: 153 E. 53rd Street, New York, NY 10022-4611
Web: www.usa.siemens.com
Federal Employer Identification Number: 13-2762488

Local Branch Office: Siemens Building Technologies, Inc
Local Address: 1030-A Mapunapuna Street, Honolulu, HI 96819

Year Firm Established: 1890
Years in business under present business name: 9 Years

Former Name(s) of Firm	Years in Operation
Powers Regulator	86 years

Mark Controls	8 years
MCC Powers, Inc.	2 years
Landis & Gyr Powers, Inc.	9 years
Landis & Gyr, Inc.	1 year
Landis & Staefa, Inc.	2 years
Siemens Building Technologies, Inc.	9 years

3.1.2 ***Years in the Energy Business.***
State the number of years the company has been involved in the energy-efficiency related business.

Siemens has been involved in the energy-efficiency related business for 117 years.

3.1.3 ***Years in Performance Contracting.***
State the number of years the company has offered energy performance contracting services.

Siemens has offered performance contracting services for 13 years.

3.1.4 ***Number of Performance Contracting Projects.***
State the number of performance contracting projects completed by the company: Number under $1 million in project cost; Number over $1 million.

Siemens Building Technologies has completed the following number of performance contracting projects:

Number under $1 million:	748
Number over $1 million:	429

3.1.5 ***Summary listing of judgments or pending lawsuits or actions against; adverse contract actions, including termination(s), suspension, imposition of penalties, or other actions relating to failure to perform or deficiencies in fulfilling contractual obligations against your firm.***

Siemens Building Technologies, Inc. is a subsidiary member of the Siemens, A.G. corporate group, a multi-national, multi-billion dollar company involved in wide ranging construction projects. As such it has been involved in miscellaneous litigation (e.g., collection of fees, workers' compensation, etc.) arising out of its business, none of which are of a material nature, individually or collectively, as to adversely impact its ability to completely and satisfactorily perform any of its projects.

3.2 Financial Soundness and Stability of the Company

3.2.1 *Financial Soundness*

A description of the financial soundness and expected stability of the company. Include Moody's and/or Dunn and Bradstreet rating.

Worldwide, Siemens is an $87 billion corporation with 289 manufacturing sites in 42 countries, and with subsidiaries and affiliates in more than 190 countries. Siemens consists of eight business segments including energy, industrial and building systems, communications, information systems, transportation, health care, components, and lighting. Siemens has more than 104,000 U.S. employees in over 400 office locations, 40 research and development facilities and 78 manufacturing and assembly plants. Siemens has generated annual net income in excess of $2.0 billion for the past five years. Siemens Dunn and Bradstreet identification number is 01-094-4650 and its current Moody's rating is A1. For additional detailed financial information, please see the 5-year financial summary on the next few pages.

3.2.2 *Profitability*

A description of the company's profitability with supporting documentation covering the past three years.

Siemens Building Technologies and Siemens AG have both been profitable for the past three (3) years. Please see the 5 year summary below for supporting documentation.

3.2.3 *Financial Reports:*

3.2.3.1 Financial statements and footnotes (audited preferred) for the Proposer for the last completed accounting year within six (6) months of June 30, 2007.

Siemens is an $87 billion corporation with 289 manufacturing sites in 42 countries, and with subsidiaries and affiliates in more than 190 countries. Siemens consists of eight business segments including energy, industrial and building systems, communications, information systems, transportation, health care, components, and lighting. Siemens has more than 104,000 U.S. employees in over 400 office locations, 40 research and development facilities and 78 manufacturing and assembly plants. Siemens has generated annual net income in excess of $2.0 billion for the past five years. For detailed financial information, please see the financial summaries on the next few pages. For the full 2007 annual report, please visit the following website for full financial report information including notes:

http://w1.siemens.com/annual/07/pool/download/pdf_finanzinfo/e07_03_financial_statements.pdf

Consolidated Statements of Income

For the fiscal years ended September 30, 2007 and 2006 (in millions of €, per share amounts in €)

		Siemens	
	Note	2007	2006
Revenue		72,448	66,487
Cost of goods sold and services rendered		(51,572)	(49,108)
Gross profit		20,876	17,379
Research and development expenses		(3,399)	(3,091)
Marketing, selling and general administrative expenses		(12,103)	(11,897)
Other operating income	5	680	629
Other operating expense	6	(1,053)	(260)
Income (loss) from investments accounted for using the equity method, net	7	108	404
Financial income (expense), net	8	(8)	254
Income (loss) from continuing operations before income taxes		5,101	3,418
Income taxes[1]	9	(1,192)	(776)
Income (loss) from continuing operations		3,909	2,642
Income (loss) from discontinued operations, net of income taxes		129	703
Net income (loss)		4,038	3,345
Attributable to:			
Minority interest		232	210
Shareholders of Siemens AG		3,806	3,135
Basic earnings per share	35		
Income from continuing operations		4.13	2.78
Income from discontinued operations		0.11	0.74
Net income		4.24	3.52
Diluted earnings per share	35		
Income from continuing operations		3.99	2.77
Income from discontinued operations		0.11	0.74
Net income		4.10	3.51

Consolidated Balance Sheets

As of September 30, 2007 and 2006 (in millions of €)

		Siemens	
	Note	9/30/07	9/30/06
Assets			
Current assets			
Cash and cash equivalents		4,005	10,214
Available-for-sale financial assets	10	193	596
Trade and other receivables	11	14,620	15,148
Other current financial assets	12	2,932	2,370
Intragroup receivables		–	–
Inventories	13	12,930	12,790
Income tax receivables		398	458
Other current assets	14	1,322	1,274
Assets classified as held for disposal		11,532	7,164
Total current assets		47,932	50,014
Goodwill	15	12,501	9,689
Other intangible assets	16	4,619	3,385
Property, plant and equipment	17	10,555	12,072
Investments accounted for using the equity method	18	7,016	2,956
Other financial assets	19	5,561	5,042
Intragroup receivables		–	–
Deferred tax assets	9	2,594	3,657
Other assets		777	713
Total assets		91,555	87,528

Liabilities and equity			
Current liabilities			
Short-term debt and current maturities of long-term debt	22	5,637	2,175
Trade payables		8,382	8,443
Other current financial liabilities	20	2,553	1,929
Intragroup liabilities		–	–
Current provisions	24	3,581	3,859
Income tax payables		2,141	1,582
Other current liabilities	21	17,058	15,591
Liabilities associated with assets classified as held for disposal		4,542	5,385
Total current liabilities		43,894	38,964
Long-term debt	22	9,860	13,122
Pension plans and similar commitments	23	2,780	5,083
Deferred tax liabilities	9	580	184
Provisions	24	2,103	1,858
Other financial liabilities		411	248
Other liabilities	25	2,300	2,174
Intragroup liabilities		–	–
Total liabilities		61,928	61,633
Equity	26		
Common stock, no par value[1]		2,743	2,673
Additional paid-in capital		6,080	5,662
Retained earnings		20,453	16,702
Other components of equity		(280)	156
Treasury shares, at cost[2]		–	–
Total equity attributable to shareholders of Siemens AG		28,996	25,193
Minority interest		631	702
Total equity		29,627	25,895
Total liabilities and equity		91,555	87,528

[1] Authorized: 1,137,913,421 and 1,116,087,241 shares, respectively. Issued: 914,203,421 and 891,087,241 shares, respectively. [2] 383 and 415 shares, respectively.

Consolidated Statements of Cash Flow

For the fiscal years ended September 30, 2007 and 2006 (in millions of €)

	Siemens	
	2007	2006
Cash flows from operating activities		
Net income (loss)	4,038	3,345
Adjustments to reconcile net income to cash provided		
Amortization, depreciation and impairments	3,751	3,118
Income taxes	2,193	775
Interest (income) expense, net	193	(142)
(Gains) losses on sales and disposals of businesses, intangibles and property, plant and equipment, net	(2,051)	(113)
(Gains) on sales of investments, net[1]	(95)	(104)
(Gains) losses on sales and impairments of current available-for-sale financial assets, net	32	(466)
(Income) from investments[1]	(223)	(569)
Other non-cash (income) expenses	106	372
Change in current assets and liabilities		
(Increase) decrease in inventories	(986)	(2,313)
(Increase) decrease in trade and other receivables	(1,183)	(1,027)
(Increase) decrease in other current assets	(486)	572
Increase (decrease) in trade payables	1,158	279
Increase (decrease) in current provisions	(258)	(34)
Increase (decrease) in other current liabilities	2,858	2,053
Change in other assets and liabilities	(883)	41
Income taxes paid	(1,930)	(1,191)
Dividends received	337	378
Interest received	757	685
Net cash provided by operating activities – continuing and discontinued operations	7,328	5,659
Net cash provided by operating activities – continuing operations	9,822	5,003
Cash flows from investing activities		
Additions to intangible assets and property, plant and equipment	(3,751)	(4,052)
Acquisitions, net of cash acquired	(7,370)	(2,055)
Purchases of investments[1]	(261)	(389)
Purchases of current available-for-sale financial assets	(148)	(1,489)
(Increase) decrease in receivables from financing activities	(907)	(469)
Proceeds from sales of investments, intangibles and property, plant and equipment[1]	1,041	914
Proceeds from disposals of businesses	(380)	(260)
Proceeds from sales of current available-for-sale financial assets	419	3,104
Net cash provided by (used in) investing activities – continuing and discontinued operations	(11,357)	(4,696)
Net cash provided by (used in) investing activities – continuing operations	(10,068)	(4,315)
Cash flows from financing activities		
Proceeds from issuance of common stock	903	–
Purchase of common stock	(101)	(421)
Proceeds from re-issuance of treasury stock	66	313
Proceeds from issuance of long-term debt	766	6,701
Repayment of long-term debt (including current maturities of long-term debt)	(4,595)	(1,710)
Change in short-term debt	4,386	(1,762)
Interest paid	(1,169)	(596)
Dividends paid	(1,292)	(1,201)
Dividends paid to minority shareholders	(151)	(118)
Intragroup financing	–	–
Net cash provided by operating activities – continuing and discontinued operations	(1,187)	1,206
Net cash provided by (used in) financing activities – continuing operations	(5,792)	1,540
Effect of exchange rates on cash and cash equivalents	(58)	(76)
Net increase (decrease) in cash and cash equivalents	(5,274)	2,093
Cash and cash equivalents at beginning of period	10,214	8,121
Cash and cash equivalents at end of period	4,940	10,214
Less: Cash and cash equivalents of discontinued operations at end of period	935	–
Cash and cash equivalents of continuing operations at end of period	4,005	10,214

[1] Investments include equity instruments either classified as non-current available-for-sale financial assets or accounted for using the equity method.

The accompanying Notes are an integral part of these Consolidated Financial Statements.

Five-year summary

Revenue and earnings[1] *(in millions of euros)*	2007	2006	2005	2004	2003
Revenue	72,448	66,487	55,781	61,480	61,624
Gross profit	20,876	17,379	15,683	18,710	18,089
Income from continuing operations	3,909	2,642	2,813	3,006	2,058
Net income	4,038	3,345	2,576	3,405	2,445

Assets, liabilities and equity[1] *(in millions of euros)*	2007	2006	2005	2004	2003
Current assets	47,932	50,014	45,502	45,946	43,489
Current liabilities	43,894	38,964	38,376	33,435	32,041
Debt	15,497	15,297	12,035	11,219	13,178
Long-term debt	9,860	13,122	8,040	9,785	11,433
Net liquidity[2]	(11,299)	(4,487)	(1,681)	2,357	(379)
Pension plans and similar commitments	2,780	5,083	5,460	4,392	5,843
Equity	29,627	25,895	23,791	26,454	23,404
as a percentage of total assets	32	30	29	33	30
Total assets	91,555	87,528	81,579	79,239	77,378

Cash flows[1] *(in millions of euros)*	2007	2006	2005	2004[3]	2003[3]
Net cash provided by operating activities	9,822	5,003	3,198	5,080	5,712
Amortization, depreciation and impairments[4]	2,625	2,314	2,267	2,821	3,173
Net cash used in investing activities	(10,068)	(4,315)	(5,052)	(1,818)	(3,939)
Additions to intangible assets and property, plant and equipment	(3,067)	(3,183)	(2,670)	(2,764)	(2,852)
Net cash provided by (used in) financing activities	(5,792)	1,540	(2,241)	(3,108)	(487)
Net increase (decrease) in cash and cash equivalents	(5,274)	2,093	(4,069)	41	953
Free cash flow	6,755	1,820	528	2,316	2,860

Employees[1] – *continuing operations*	2007	2006	2005	2004	2003
Employees[5] *(September 30, in thousands)*	398	371	359	376	367
Employee costs *(in millions of euros)*	22,525	22,790	20,299	22,964	23,491

(1) Amounts for 2007, 2006 and 2005 according to IFRS, amounts for 2004 and 2003 according to U.S. GAAP. The historical results of Siemens VDO Automotive (SV) are reported as discontinued operations in the Consolidated Statements of Income for all periods presented. Cash flows for 2004 and 2003 include amounts related to SV.
(2) Net liquidity includes four positions of the Consolidated Balance Sheets: Cash and cash equivalents, current Available-for-sale financial assets (fiscal 2007 and 2006)/Marketable securities (fiscal 2005, 2004 and 2003), Short-term debt and current maturities of long-term debt and Long-term debt.
(3) Continuing and discontinued operations.
(4) Amortization and impairment of intangible assets other than goodwill and depreciation and impairment of property, plant and equipment.
(5) Without temporary student workers and trainees.
(6) To be proposed at the Annual Shareholders' Meeting.
(7) XETRA closing prices, Frankfurt.
(8) Based on shares outstanding.
(9) Changed from Aa3 to A1 on November 9, 2007.

See also "Notes to Consolidated Financial Statements", Note 2, for certain adjustments related to prior years.

Independent Auditors' Report

We have audited the consolidated financial statements prepared by Siemens Aktiengesellschaft, Berlin and Munich, comprising the balance sheet, the statements of income, income and expense recognized in equity and cash flow and the notes to the consolidated financial statements, together with the group management report for the business year from October 1, 2006 to September 30, 2007. The preparation of the consolidated financial statements and the group management report in accordance with IFRS, as adopted by the EU, and the additional requirements of German commercial law pursuant to § 315a Abs. 1 HGB are the responsibility of the Managing Board of the Company. Our responsibility is to express an opinion on the consolidated financial statements and on the group management report based on our audit. In addition we have been instructed to express an opinion as to whether the consolidated financial statements comply with full IFRS. We conducted our audit of the consolidated financial statements in accordance with § 317 HGB (Handelsgesetzbuch „German Commercial Code") and German generally accepted standards for the audit of financial statements promulgated by the Institut der Wirtschaftsprüfer (IDW) under additional consideration of International Standards on Auditing (ISA). Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the consolidated financial statements in accordance with the applicable financial reporting framework and in the group management report are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Group and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the evidence supporting the disclosures in the consolidated financial statements and the group management report are examined primarily on a test basis within the framework of the audit. The audit includes assessing the annual financial statements of those entities included in consolidation, the determination of entities to be included in consolidation, the accounting and consolidation principles used and significant estimates made by the Managing Board, as well as evaluating the overall presentation of the consolidated financial statements and group management report. We believe that our audit provides a reasonable basis for our opinion. Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the consolidated financial statements comply with IFRS, as adopted by the EU, the additional requirements of German commercial law pursuant to § 315a Abs. 1 HGB and full IFRS and give a true and fair view of the net assets, financial position and results of operations of the Group in accordance with these requirements. The group management report is consistent with the consolidated financial statements and as a whole provides a suitable view of the Group's position and suitably presents the opportunities and risks of future development.

Munich, November 23, 2007

KPMG Deutsche Treuhand-Gesellschaft
Aktiengesellschaft
Wirtschaftsprüfungsgesellschaft

Prof. Dr. Nonnenmacher — v. Heynitz
Wirtschaftsprüfer — Wirtschaftsprüfer
(Independent Auditors)

3.2.3.2 *Interim financial statements for the accounting period from the last audited financial statements to February 29, 2008 if the company's year end is other than December 31st.*

Interim financial statements can be found at the following website for the accounting period from the last audited financial statements.

http://w1.siemens.com/pool/en/investor_relations/financial_publications/speeches_and_presentations/q22008/internet_financial_statements_e_q2_2008.pdf

3.2.3.3 *Solvency ratios (Quick ratio, Current ratio, Current debt to equity, Debt to equity, Fixed assets to net worth, and working capital.*

These ratios can be calculated utilizing the data in the enclosed financial reports. Since there are many variables involved in these calculations and they at times are subject to interpretation, we prefer to provide this information in direct discussions with the customer.

3.2.3.4 *Profitability ratios (Profit margin and Return on assets)*

These ratios can be calculated utilizing the data in the enclosed financial reports. Since there are many variables involved in these calculations and they at times are subject to interpretation, we prefer to provide this information in direct discussions with the customer.

3.2.3.5 *Access to financing (Lines of credit and Letters of loan commitment).*

Siemens has access to financing based on individual projects and these range from $250,000 to $500,000,000. Please see the annual report for additional information.

3.2.4 *Bonding: Include responses to the following:*

3.2.4.1 *Current bonding rating*

A (excellent) rating by AM Best

3.2.4.2 *Current bonding capacity*

For performance-based obligations, Siemens' current bonding capacity is $250 million single project/ $1,500 million aggregate.

3.2.4.3 Amount or percentage of bonding capacity currently obligated

Siemens Building Technologies, Inc. currently has 41.33% of its routine bonding capacity obligated.

3.2.4.4 Current bonding rate

Siemens' total bond cost is $7.90 per thousand dollars of contract value. Please note, the Surety market continues to be driven higher by its poor loss experience and declining investment income. We will continue to survey the Surety market to find the most cost effective solution for Siemens' Surety bond needs to keep our project costs as low as possible.

3.2.4.5 Confirmation that the company is bondable for 100% of a payment bond on a project

Included at the end of this section is a letter from our licensed surety as evidence of Siemens' ability to bond for each of these categories.

3.2.4.6 Confirmation that the company is bondable for 100% of a performance bond on a project

Included at the end of this section is a letter from our licensed surety as evidence of Siemens' ability to bond for each of these categories.

3.2.4.7 Letter from a licensed surety as evidence of ability to bond for payment and performance

Included at the end of this section is a letter from our licensed surety as evidence of Siemens' ability to bond for each of these categories.

3.3 Industry Accreditations

Provide information on any accreditations by any industry organizations, such as the National Association of Energy Service Companies (NAESCO). Provide information on any pre-qualifiers for your firm, such as work through the US Departments of Energy or Defense for federal projects. Briefly describe the relevance or importance to the work proposed in this RFP for State of Hawaii clientele.

Siemens Building Technologies is NAESCO accredited (see NAESCO letter and Certificate included in this section) and recognized as a U.S. Department of Energy Qualified ESCO. Siemens Building Technologies also has 36 LEED accredited professionals on staff. For this project, NAESCO accreditation and pre-qualifications

are both relevant and important for the State to consider in choosing an ESCO. The accreditation and pre-qualifications provide assurance that the ESCO is capable of providing a quality and legally qualifying performance contracting project.

In addition to accreditations and prequalifications, Siemens also is an active member of the following associations:

- Alliance to Save Energy
- Association of Energy Engineers
- Carbon Disclosure Project
- ENERGY STAR Partner
- Indoor Air Quality Association
- National Association of Energy Services Companies (NAESCO)
- National Association of State Energy Officials
- U.S. Green Building Council

3.4 General Scope of Services

Provide a brief comment (25 words or less is preferred) for each of the items listed to illustrate the company's capability in each area.

3.4.1 *Energy systems in buildings:*

3.4.1.1 Lighting systems: indoor and outdoor

Siemens can provide complete turnkey lighting services more competitively than anyone in the industry through our Siemens lighting manufacturer, Osram Sylvania.

3.4.1.2 Daylighting

Siemens has the capabilities to design and install daylighting systems in a variety of facility types.

3.4.1.3 Heating systems

As a full service comprehensive mechanical services company, Siemens is experienced with any potential heating system design and installation project.

3.4.1.4 Ventilation systems

Siemens has a complete IAQ department and offers comprehensive, certified IAQ programs. We design and install all ventilation systems to meet IAQ requirements.

3.4.1.5 Indoor air quality

Siemens has a complete IAQ department and offers comprehensive, certified IAQ programs. We design and install all ventilation systems to meet IAQ requirements.

3.4.1.6 Cooling systems

Siemens is experienced with any potential cooling system design and installation project. We recently have designed and installed projects including high efficiency chiller systems, VFDs on air handlers, evaporative cooling systems, high efficiency DX systems, and ground source (geothermal) heat pump systems.

3.4.1.7 Control and building automation systems

Siemens Building Technologies was originally founded as a controls company. In PC projects we regularly see non-Siemens systems in place and often install non-Siemens systems. We utilize our expertise to add value to our clients regardless of the automation system being installed.

3.4.1.8 Water-consuming systems

To date we have included water measures in most of our comprehensive PC projects completed. These measures have included both indoor and outdoor projects.

3.4.1.9 Solid waste, e.g., paper, plastic, glass, aluminum, recycling

Siemens has installed an energy recovery and power generation system for a major carpeting manufacturer. The fuel source is carpet scraps from their production process.

3.4.1.10 Renewables (solar-electric, solar thermal, geothermal, wind, biomass)

Siemens has the capability to undertake a wide variety of renewable energy projects, ranging from biomass to solar and geothermal and beyond.

3.4.1.11 Distributed generation

Siemens possesses the expertise and experience in distributed generation in a wide-variety of plant types and sizes.

3.4.1.12 Central plants

As a full service comprehensive mechanical services company, Siemens is experienced with most potential central plant system design and installation projects.

3.4.1.13 Kitchens, laundry

Siemens has both kitchen and laundry operations and energy efficiency design and installation experience.

3.4.1.14 Laboratories, laundry

Siemens is an integral provider of laboratory control/pressurization systems and laboratory certification services. Additionally, Siemens performs energy efficiency consulting and retrofits on laboratory systems.

3.4.1.15 Swimming pools and recreational facilities

Siemens has performed energy upgrades on numerous pools and recreational facilities, with excellent results.

3.4.1.16 Fuel switching

Siemens has qualified experience with fuel switching. Our local experience is predominately in switching between heating fuels; natural gas and fuel oil.

3.4.1.17 Energy management

A significant portion of the Siemens Energy business is in the area of Energy Management and Energy Services including, but not limited to: off-site resource management, utility tracking, supply side consulting, supply side procurement, sub-metering, and utility bill analysis and consolidation.

3.4.1.18 Transportation – fleet fuel management, etc.

Siemens is an industry leader, through Siemens VDO (Automotive Technologies), in fuel efficiency and automotive systems and components. Siemens VDO is a leading research, development and manufacturing organization within the transportation sector in automotive fuel efficiency, braking systems, components and instrumentation.

Additionally, Siemens Shared Services is an internal organization specializing in fleet management. While Siemens Building Technologies, Inc. has not incorporated fleet and fuel management into a guaranteed energy performance contract, we most certainly have the expertise to develop and implement this potential improvement measure.

3.4.2 *Project Development and Implementation*

3.4.2.1 Energy auditing (identify potential energy-saving measures, determine savings projection based on standard energy engineering principles; estimate project costs; present package of measures with cash flow).

The energy engineers on this project will be Siemens employees experienced with conducting performance contracting projects and have conducted the auditing efforts at numerous government agency projects.

3.4.2.2 System design engineering: mechanical, electrical, etc.

Siemens will utilize a design team to augment the skills of our Siemens energy engineers. The augmentation in the area of design typically involves the following disciplines; mechanical design, electrical design and structural analysis/design. Siemens has experience working with many of the qualified consulting firms in the Rocky Mountain States.

3.4.2.3 Procurement, bidding

Perhaps one of our unique values to our clients lies in our ability to procure materials and equipment more competitively than any other ESCO due to our Siemens affiliated companies and the national purchasing agreements we have in place to procure materials, equipment and services. Our strong local presence aids us in real life procurement experience in the local market and with the local contractors and suppliers. The recent volume of projects we have completed locally allows us to utilize volume discounts when purchasing materials and equipment for our projects. Together, our strong purchasing power, local presence, and high volume of recent local projects will allow us to bring the best procurement value to the client. Siemens standard procurement policy is to competitively bid all subcontracted elements of our Energy Performance Contracts, which includes competitively bidding large direct equipment purchases as well.

3.4.2.4 Construction

Siemens Building Technologies, Inc. completed construction of over $200 million in performance contracting projects last year alone. Locally, we have constructed over $27 million, on schedule, with another $8.9M in progress and with very satisfied and loyal customers.

3.4.2.5 Commissioning of projects and retro-commissioning of existing buildings

As testimony to our commissioning capabilities, we were selected as a contractor for Xcel Energy in their re-commissioning program. Our Energy Engineers have extensive experience in building system commissioning and HVAC system design, retrofit, and troubleshooting.

3.4.2.6 Project management

The project manager for this project will be a Siemens employee permanently assigned to our local office. Our project managers are experienced with managing performance contracting projects.

3.4.2.7 Identification of asbestos and other hazardous materials and abatement, recycling or disposal as applicable

Siemens is experienced at identifying asbestos in all building types; however, we do not take responsibility for abatement. We will notify the CEPCP client immediately upon identification of asbestos material in any of its facilities so that the client can make arrangements for abatement in a timely manner.

3.4.3 *Continuing Support Services (Post Construction):*

3.4.3.1 Performance guarantee for every year of the financing term

Siemens routinely provides performance guarantees throughout each and every year of the financing term of a Performance Contract

3.4.3.2 Insurance

Siemens will meet all insurance requirements for this project.

3.4.3.3 Equipment and material warranties

Siemens has the ability to provide. See below.

3.4.3.4 Financing partner with ability to provide a municipal, tax-exempt lease purchase

Siemens can utilize one of its many financing partners to provide the financing for this project. Siemens will solicit financing packages from several potential financing partners and present the results to the client who will have final approval of any finance company selection.

3.4.3.5 Hazardous material handling

Siemens will provide appropriate solutions for disposal of lamps and ballasts or other hazardous materials that may be found on site and will make all arrangements for appropriate disposal as needed for the completion of the project.

3.4.3.6 Measurement and verification of savings

Our local Energy Services Engineers will directly administer all monitoring services for this project. Siemens offers a variety of measurement and verification (M&V) programs to prove that guaranteed savings have been achieved. These programs include stipulated savings (based on agreed-upon energy savings) and those

detailed in the International Performance Measurement and Verification Protocol (IPMVP). Any type of measurement and verification used will be in compliance with Hawaii law. For this project, Siemens anticipates that the majority of the guarantee will be proven through the methods described in the IPMVP; however, in instances where the cost to measure and verify a specific FIM is not economically feasible and the risk of a savings shortfall are low the savings may be stipulated. Siemens will evaluate on-going energy management services which will generate utility savings through bill monitoring, energy training of client's technical and custodial staff, and monthly recommendations for utility management and billing reconciliation.

3.4.3.7 Training: maintenance staff and occupants

For each project we will evaluate the training requirements for the skilled trades and management/supervisory personnel. Training programs are developed based on customers' needs and future operational plans. Training manuals are developed and provided to cover proper operation of all applicable equipment.

3.4.3.8 Long-term maintenance services on energy systems

Siemens will recommend but does not require a contract for maintenance, and repair services. In order to satisfy the performance guarantee, all equipment installed under the project must be maintained at manufacturers recommended levels to insure that it is operating at optimum efficiency.

3.4.3.9 Application for an Energy Star Label and LEED certification.

Siemens is willing, capable and experienced to provide the CEPCP client with both of these certifications. Siemens has local experience with monitoring, documenting and applying, as well as being awarded (for our clients facilities) both Energy Star and LEED certifications. We routinely provide these services using our own Siemens Energy Engineers.

3.4.3.10 Calculation and reporting of emissions reductions

Siemens is experienced and capable in the areas of calculating and reporting emissions reductions and typically includes this reporting function as a part of the M&V plan/reports.

3.4.3.11 Assistance to the facility owner with preparing annual reports for the Hawaii Energy Performance Contracting Program

Siemens will be able to assist the facility owner in the preparation of the annual reports for the Hawaii Energy Performance Contracting

Program using the information obtained and analyzed for the measurement and verification of each project and measure. This information can be easily used and incorporated into the annual report.

WILLIS OF NEW YORK, INC.

Telephone: (212) 344-8888
Fax: (212) 344-8511
Website: www.willis.com

Direct Line: (212) 837-0760
Direct Fax: (212) 809-7896
E-mail: pamela.rife@willis.com

January 28, 2008

RE: ***Siemens Building Technologies, Inc.***

To Whom It May Concern:

We have been asked to confirm the bonding capacity of Siemens and its various divisions. Willis is pleased to confirm that **Siemens Building Technologies, Inc.** currently enjoys a limit of $250,000,000.00 on single bonds and an aggregate surety program in excess of $1,500,000,000.00. The amount of this facility should not be construed as a maximum limitation, but instead it reflects the program established for the range within which Siemens USA routinely works.

Currently there are three surety companies supporting this facility:

Zurich has (through its Fidelity and Deposit Company of Maryland and Zurich American Insurance Company) a combined treasury listing of $416,129,000.00 as listed in the Treasury Department Circular 570; the group carries a Best rating of A XV.

Chubb has (through its Federal Insurance Company) a treasury listing $813,306,000.00 as listed in the Treasury Department Circular 570; the group carries a Best rating of A++ XV.

AIG has (through its American Home Assurance Company, National Union Fire, Insurance Company State of PA) a combined treasury listing of $1,200,867,000.00 as listed in the Treasury Department Circular 570; the group carries a Best rating of A+ XV.

We hold **Siemens Building Technologies, Inc.** in the highest regard and we consider them to be one of our most capable, professional, and reputable clients; we look forward to working with you in meeting their surety bonding needs. Please do not hesitate to contact us for additional information if needed.

Sincerely yours,

Willis Construction Practice, as agent for
Federal Insurance Company
Zurich American Insurance Company
American Home Assurance Company

Jeannette Forrini
Attorney-in-Fact

CHUBB

Chubb Surety

POWER OF ATTORNEY

Federal Insurance Company
Vigilant Insurance Company
Pacific Indemnity Company

Attn: Surety Department
15 Mountain View Road
Warren, NJ 07059

Know All by These Presents, That **FEDERAL INSURANCE COMPANY,** an Indiana corporation, **VIGILANT INSURANCE COMPANY,** a New York corporation, and **PACIFIC INDEMNITY COMPANY,** a Wisconsin corporation, do each hereby constitute and appoint **Jeannette Porrini and Stacy Rivera of Farmington, Connecticut**----------

each as their true and lawful Attorney- in- Fact to execute under such designation in their names and to affix their corporate seals to and deliver for and on their behalf as surety thereon or otherwise, bonds and undertakings and other writings obligatory in the nature thereof (other than bail bonds) given or executed in the course of business, and any instruments amending or altering the same, and consents to the modification or alteration of any instrument referred to in said bonds or obligations.

In Witness Whereof, said **FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY,** and **PACIFIC INDEMNITY COMPANY** have each executed and attested these presents and affixed their corporate seals on this **4th** day of **October, 2005**

Kenneth C. Wendel, Assistant Secretary

John P. Smith, Vice President

STATE OF NEW JERSEY
ss.
County of Somerset

On this **4th** day of **October, 2005** before me, a Notary Public of New Jersey, personally came Kenneth C. Wendel, to me known to be Assistant Secretary of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY, the companies which executed the foregoing Power of Attorney, and the said Kenneth C. Wendel, being by me duly sworn, did depose and say that he is Assistant Secretary of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY and knows the corporate seals thereof, that the seals affixed to the foregoing Power of Attorney are such corporate seals and were thereto affixed by authority of the By- Laws of said Companies; and that he signed said Power of Attorney as Assistant Secretary of said Companies by like authority; and that he is acquainted with John P. Smith, and knows him to be Vice President of said Companies; and that the signature of John P. Smith, subscribed to said Power of Attorney is in the genuine handwriting of John P. Smith, and was thereto subscribed by authority of said By- Laws and in deponent's presence.

Notarial Seal: KAREN A. EDER NOTARY PUBLIC NEW JERSEY

KAREN A. EDER
Notary Public, State of New Jersey
No. 2231647
Commission Expires Oct. 28, 2009

Notary Public

CERTIFICATION

Extract from the By- Laws of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY:

"All powers of attorney for and on behalf of the Company may and shall be executed in the name and on behalf of the Company, either by the Chairman or the President or a Vice President or an Assistant Vice President, jointly with the Secretary or an Assistant Secretary, under their respective designations. The signature of such officers may be engraved, printed or lithographed. The signature of each of the following officers: Chairman, President, any Vice President, any Assistant Vice President, any Secretary, any Assistant Secretary and the seal of the Company may be affixed by facsimile to any power of attorney or to any certificate relating thereto appointing Assistant Secretaries or Attorneys- in- Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such power of attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding upon the Company with respect to any bond or undertaking to which it is attached."

I, Kenneth C. Wendel, Assistant Secretary of FEDERAL INSURANCE COMPANY, VIGILANT INSURANCE COMPANY, and PACIFIC INDEMNITY COMPANY

(the "Companies") do hereby certify that

(i) the foregoing extract of the By- Laws of the Companies is true and correct,
(ii) the Companies are duly licensed and authorized to transact surety business in all 50 of the United States of America and the District of Columbia and are authorized by the U.S. Treasury Department; further, Federal and Vigilant are licensed in Puerto Rico and the U.S. Virgin Islands, and Federal is licensed in American Samoa, Guam, and each of the Provinces of Canada except Prince Edward Island; and
(iii) the foregoing Power of Attorney is true, correct and in full force and effect.

Given under my hand and seals of said Companies at Warren, NJ this

1/28/08

Kenneth C. Wendel, Assistant Secretary

IN THE EVENT YOU WISH TO NOTIFY US OF A CLAIM, VERIFY THE AUTHENTICITY OF THIS BOND OR NOTIFY US OF ANY OTHER MATTER, PLEASE CONTACT US AT ADDRESS LISTED ABOVE, OR BY Telephone (908) 903- 3493 Fax (908) 903- 3656
e-mail: surety@chubb.com

ZURICH AMERICAN INSURANCE COMPANY

POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, that the ZURICH AMERICAN INSURANCE COMPANY, a corporation created by and existing under the laws of the State of New York does hereby nominate, constitute and appoint **Jeannette PORRINI and Stacy RIVERA, both of Farmington, Connecticut,** EACH its true and lawful Attorneys-In-Fact with power and authority hereby conferred to sign, seal, and execute in its behalf, during the period beginning with the date of issuance of this power, : **any and all bonds and undertakings, recognizances or other written obligations in the nature thereof**, and to bind ZURICH AMERICAN INSURANCE COMPANY thereby, and all of the acts of said Attorney[s]-in-Fact pursuant to these presents are hereby ratified and confirmed . This Power of Attorney is made and executed pursuant to and by the authority of the following By-Law duly adopted by the Board of Directors of the Company which By-Law has not been amended or rescinded.

Article VI, Section 5. "...The President or a Vice President in a written instrument attested by a Secretary or an Assistant Secretary may appoint any person Attorney-In-Fact with authority to execute surety bonds on behalf of the Company and other formal underwriting contracts in reference thereto and reinsurance agreements relating to individual polices and bonds of all kinds and attach the corporate seal. Any such officers may revoke the powers granted to any Attorney-In-Fact."

This Power of Attorney is signed and sealed by facsimile under and by the authority of the following Resolution adopted by the Board of Directors of the ZURICH AMERICAN INSURANCE COMPANY by unanimous consent in lieu of a special meeting dated December 15, 1998

" RESOLVED, that the signature of the President or a Vice President and the attesting signature of a Secretary or an Assistant Secretary and the seal of the Company may be affixed by facsimile on any Power of Attorney pursuant to Article VI, Section 5 of the By-Laws, and the signature of a Secretary or an Assistant Secretary and the seal of the Company may be affixed by facsimile to any certificate of any such power. Any such power or any certificate thereof with such facsimile signature and seal shall be valid and binding on the Company. Furthermore, such power so executed, sealed and certified by certificate so executed and sealed shall, with respect to any bond or undertaking to which it is attached, shall continue to be valid and binding on the Company."

IN WITNESS WHEREOF, the ZURICH AMERICAN INSURANCE COMPANY has caused these presents to be executed in its name and on its behalf and its Corporate Seal to be hereunto affixed and attested by its officers thereunto duly authorized, this **6th day of August, A.D. 2004**. This power of attorney revokes that issued on behalf of Jeannette PORRINI, Sara GLOGOWER, Dawn M. GODFREY, dated March 31, 2003.

ZURICH AMERICAN INSURANCE COMPANY INCORPORATED 1998

ZURICH AMERICAN INSURANCE COMPANY

By:

STATE OF MARYLAND }
CITY OF BALTIMORE } ss:

Gregory E. Murray *Secretary* *Theodore G. Martinez* *Vice President*

On the 6th day of August, A.D. 2004, before the subscriber, a Notary Public of the State of Maryland, duly commissioned and qualified, came the above named Vice President and Secretary of ZURICH AMERICAN INSURANCE COMPANY, to me personally known to be the individuals and officers described in and who executed the preceding instrument and they each acknowledged the execution of the same and being by me duly sworn, they severally and each for himself deposed and said that they respectively hold the offices in said Corporation as indicated, that the Seal affixed to the preceding instrument is the Corporate Seal of said Corporation, and that the said Corporate Seal, and their respective signature as such officers, were duly affixed and subscribed to the said instrument pursuant to all due corporate authorization.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my Official Seal the day and year first above.

DENNIS R. HAYDEN NOTARY PUBLIC

Notary Public *My Commission Expires: February 1, 2009*

This Power of Attorney limits the acts of those named therein to the bonds and undertaking specifically named therein, and they have no authority to bind the Company except in the manner and to the extent herein stated.

CERTIFICATE

I, the undersigned, a Secretary of the ZURICH AMERICAN INSURANCE COMPANY, do hereby certify that the foregoing Power of Attorney is still in full force and effect, and further certify that Article VI, Section 5 of the By-Laws of the Company and the Resolution of the Board of Directors set forth in said Power of Attorney are still in force.

IN TESTIMONY WHEREOF I have hereto subscribed my name and affixed the seal of said Company

the 28 day of January 2008

Gerald F. Haley *Secretary*

ZURICH AMERICAN INSURANCE COMPANY INCORPORATED 1998

POA-Z ZA 142-0587B

Serial Number: KE2004August06ZA 142-0587B

POWER OF ATTORNEY

American Home Assurance Company
National Union Fire Insurance Company of Pittsburgh, PA.
Principal Bond Office: 175 Water Street, New York, NY 10038

Power No. 29992

No. 01-B-50609

KNOW ALL MEN BY THESE PRESENTS:

That American Home Assurance Company, a New York corporation, and National Union Fire Insurance Company of Pittsburgh, PA., a Pennsylvania corporation, does each hereby appoint

---Jeannette Porrini, Stacy Rivera: of Farmington, Connecticut---

its true and lawful Attorney(s)-in-Fact, with full authority to execute on its behalf bonds, undertakings, recognizances and other contracts of indemnity and writings obligatory in the nature thereof, issued in the course of its business, and to bind the respective company thereby.

IN WITNESS WHEREOF, American Home Assurance Company and National Union Fire Insurance Company of Pittsburgh, PA. have each executed these presents

this 23rd day of January, 2008

Vincent P. Forte, Vice President

STATE OF NEW YORK }
COUNTY OF NEW YORK } **ss.**

On this 23rd day of January, 2008 before me came the above named officer of American Home Assurance Company and National Union Fire Insurance Company of Pittsburgh, PA., to me personally known to be the individual and officer described herein, and acknowledged that he executed the foregoing instrument and affixed the seals of said corporations thereto by authority of his office.

JULIANA E. HALLENBECK
NOTARY PUBLIC, STATE OF NEW YORK
No. 01HA6125671
QUALIFIED IN BRONX COUNTY
MY COMMISSION EXPIRES APRIL 18, 2009

CERTIFICATE

Excerpts of Resolutions adopted by the Boards of Directors of American Home Assurance Company and National Union Fire Insurance Company of Pittsburgh, PA. on May 18, 1976:

"RESOLVED, that the Chairman of the Board, the President, or any Vice President be, and hereby is, authorized to appoint Attorneys-in-Fact to represent and act for and on behalf of the Company to execute bonds, undertakings, recognizances and other contracts of indemnity and writings obligatory in the nature thereof, and to attach thereto the corporate seal of the Company, in the transaction of its surety business;

"RESOLVED, that the signatures and attestations of such officers and the seal of the Company may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be valid and binding upon the Company when so affixed with respect to any bond, undertaking, recognizance and other contract of indemnity and writing obligatory in the nature thereof;

"RESOLVED, that any such Attorney-in-Fact delivering a secretarial certification that the foregoing resolutions still be in effect may insert in such certification the date thereof, said date to be not later than the date of delivery thereof by such Attorney-in-Fact."

I, Elizabeth M. Tuck, Secretary of American Home Assurance Company and of National Union Fire Insurance Company of Pittsburgh, PA. do hereby certify that the foregoing excerpts of Resolutions adopted by the Boards of Directors of these corporations, and the Powers of Attorney issued pursuant thereto, are true and correct, and that both the Resolutions and the Powers of Attorney are in full force and effect.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the facsimile seal of each corporation

this 28 day of January 2008

Elizabeth M. Tuck, Secretary

65166 (4/96)

NAESCO National Association of Energy Service Companies

1615 M Street, NW, Suite 800
Washington, DC 20036

Tel 202/822-0950
Fax 202/822-0955
http://www.naesco.org

December 6, 2005

Bob Dixon
Senior Vice President, Global Head,
Energy Services and Solutions
Siemens Building Technologies
1000 Deerfield Parkway
Buffalo Grove, Illinois 60089-4513

Dear Bob:

Congratulations! On behalf of the NAESCO Board of Directors, I am pleased to advise you that effective November 16, 2005, the Association has reaccredited Siemens Building Technologies as an Energy Service Provider. Your accreditation remains in effect until the date of the NAESCO Board of Directors meeting to be held in November 2008 unless modified or revoked before then.

We are enclosing materials that I hope will be helpful to you in promoting your company's selection as an accredited member of NAESCO: a certificate of reaccreditation and special electronic accreditation logos in a range of formats which can be used for example, as part of your stationary or your company's marketing pieces. Should you need additional copies of the brochure designed for your customers explaining the accreditation process and the significance of your selection as an accredited company, let us know.

You have every reason to feel pride in this recognition. To achieve it, Siemens Building Technologies underwent a rigorous examination of its technical competence and business practices, involving careful review of materials in your application and consultation with selected customer references.

For your benefit, and the benefit of the public, it is important to understand what your accreditation means. In extending ESP accreditation to Siemens Building Technologies, NAESCO recognizes the company's technical and managerial competence, as further defined below. Please note, however, that since our examination of your competence did not extend to underlying financial viability, accreditation neither expresses nor implies any judgment concerning Siemens Building Technologies' financial strength.

To be more specific, in earning accreditation, Siemens Building Technologies has been determined to possess the following:

- The technical and managerial competence to provide energy supply, through the development and implementation of build/own/operate distributed generation, cogeneration or combined heat and power (CHP) projects or the firm contracting of energy supply.

- The technical and managerial competence to develop comprehensive energy efficiency projects, with acceptable comprehensiveness defined to include lighting measures; efficient motors and drives; and measures involving heating, ventilation and air conditioning systems;

- The technical and managerial competence to provide a full range of energy services, with acceptable range of services defined to include conducting energy audits; providing or arranging for project financing; design engineering; providing operations and maintenance services; and verifying energy savings according to accepted industry practice; and

- The regular business practice of developing performance-based projects, with the term "performance-based projects" defined to mean projects for which Siemens Building Technologies' compensation is contingent upon the projects realizing verified cost savings.

There are certain things that accreditation does not mean. It does not mean that NAESCO certifies either expressly or by implication:

- That any accredited ESP's customers will in fact realize cost savings projected by that ESP; or

- That any accredited ESP has any particular level of financial strength or viability.

In line with NAESCO Ethical Guideline number 8, you are responsible for representing to your customers exactly what accreditation means, fully and fairly, in spirit as well as letter. We hope that this statement of that meaning will help in that regard. Forms of this letter will be available at all times to inquiring members of the public.

With that, we whole heartedly extend ESP reaccreditation to Siemens Building Technologies. Once again, congratulations.

Sincerely,

Terry B. Singer
Executive Director

NAESCO ACCREDITED
ENERGY SERVICE PROVIDER

Certificate of Accreditation

This is to certify that

Siemens Building Technologies

has participated in the Accreditation Program and Review and has been recognized by the National Association of Energy Service Companies to be an Accredited Energy Service Provider.

S. Lynn Sutcliffe
NAESCO President

Terry E. Singer
Executive Director

November 2005
Certification of Reaccreditation covers a period of 36 months from date of issuance.

Section

4

4.0 TECHNICAL APPROACH

4.1 ***Samples: Preliminary Technical Energy Audit (TEA) and Final Investment Grade Audit (IGA)***

Under separate cover, provide representative SAMPLE audits of a preliminary TEA and a final IGA that is applicable for an energy performance contracting project in a government facility. (See RFP for proper delivery media). In response to this section, provide a brief description of the audits, including energy and economic calculations, and verification that the sample audits were conducted by current members of the company's team proposed for the DAGS Energy Performance Contracting Program (HEPCP). Provide a description of the process your company uses for typical audits (TEA and IGA) in the types of facilities that will participate in the program. Note any changes that will be made to comply with requirements for the program. (Provide SAMPLE audits under separate cover with an introduction repeating the response for this section.)

Preliminary Technical Energy Audit Sample

Siemens Building Technologies, Inc. was pleased to present Long Beach Community College District (LBCCD) with this Preliminary Energy Assessment (PEA) Report for Liberal Arts Campus (LAC) and Pacific Coast Campus (PCC).

The overall objectives of this preliminary evaluation were to:

- Review phasing of buildings in the Master Construction Plans for the two campuses, and prioritize connection of buildings to the central plants being constructed
- Identify HVAC modifications necessary to connect the identified buildings to the central plants
- Identify other potential Facility Improvement Measures (FIMs) based on facility and staff operational and maintenance needs,
- Assess the preliminary costs and potential savings from these measures,
- Perform a "first-pass" financial assessment for the implementation of the FIMs, and,
- Present next steps to move the projects toward implementation.

The following steps were undertaken by Siemens to arrive at the recommendations listed in this report:

- Review of Master Construction Plans for LAC and PCC done by P2S
- Utility data analysis
- Mechanical and electrical plan review
- Facility personnel interviews

- Interviews with BMT and P2S
- On-site audits of buildings B, C, D, E, J, K, Q, R, O, W at LAC; and FF, GG, MM at PCC
- Control system front-end audit

The above steps and the feedback obtained from facility personnel indicated the following challenges within the existing infrastructure of the two campuses:

- Old and difficult-to-maintain air-side systems, leading to reactive rather than preventative maintenance
- Absence of infrastructure to tie in air-side systems to the new central plants on buildings B, C, D, E, J, K; and FF and GG
- Multiple HVAC system types, which are configured and controlled differently
- Several different control systems and front ends that do not communicate with each other, and in which facility personnel are not well-trained
- Inefficient and improperly programmed controls, which do not allow for segregating occupied and unoccupied spaces, leading to increased energy and operational costs
- Limited information regarding equipment operation at the front end, which does not allow for troubleshooting, scheduling or pro-active operation
- Lighting systems that are nearing the end of their useful life – failing lamps and ballasts
- Old, decentralized and inefficient irrigation system, only partially converted to reclaimed water
- Decentralized exterior lighting control system

This analysis and proposal provided LBCCD with a comprehensive plan to address the above problems without any upfront capital expenditure. Siemens recommended a comprehensive list of measures based upon preliminary analysis of the campuses.

Our preliminary estimates indicated that installation of the identified measures would cost in the range of $7.8 million to $8.6 million. Projected energy savings were in the range of $220,000 to $265,000.

The energy services program discussed in this preliminary study was a guaranteed program. This means that once the final engineering analysis had been conducted Siemens would stipulate how much LBCCD would save in terms of energy costs savings and operational cost savings, and provide reconciliation of the savings on an agreed-upon frequency. The financial guarantee was based on findings during the Final Energy Engineering phase.

The project was developed, analyzed, implemented and measured by members of the Siemens team identified in Section 5.0.

Final Investment Grade Audit Sample

Siemens Building Technologies, Inc. presented Crafton Hills College (CHC) with the attached Comprehensive Energy Assessment (CEA) Report. The analysis and proposal provided CHC with a comprehensive plan to reduce utility costs, replace aging equipment, improve comfort, enhance the appearance, and improve security at the campus through the use of available bond money in conjunction with a performance contract. The report was a result of an on-site audit and technical analyses and was reflective of Siemens desire to deliver the most cost effective, state-of-the-art, and reliable energy and operational savings solutions possible.

The overall objectives of this detailed evaluation were to identify facility improvement measures (FIMs), develop firm implementation costs and guaranteeable savings from those measures, and move the projects toward implementation. The level of analysis in this report provided an assessment of the potential for energy-efficiency financing opportunities at the college. As a first step, an understanding of the operations of the facilities, including the condition and scheduling of the buildings and systems, and the intent and focus of the facility use in the future were necessary. Based on this information, a broad-based yet comprehensive evaluation was conducted which addressed not only energy saving measures, but also the functionality of the space.

Based on the results of this evaluation, it was evident that opportunities did exist at Crafton Hills College to implement measures that reduced both energy usage and costs while maintaining or improving the comfort of the occupants. A list of these measures is provided in Table E-1.

Table E.1 Identified Measures Crafton Hills College

FIM Number	Measure Name
1	Interior Lighting Upgrade
2	Exterior Lighting Upgrade
3	Chiller Plant Upgrades
4	Conversion of Multizone Units to Variable Volume
5	Replacement of Boilers at Gymnasium
6	Upgrades to the Restrooms on Campus
7	Addition of a Building Access Control and Security System
8	Repair Economizer Dampers
9	Addition of Skylights to the Gymnasium
10	Addition of Photovoltaic Solar Panels to Gym Roof
11	Addition of a Natural Gas Refueling Station

Many of the measures also resulted in additional maintenance cost savings and reduced future capital costs for renovation and equipment replacement. The turnkey installation of the identified measures cost $6.3 million (less rebates and avoided capital estimated at $510,000) and saved $167,000 in annual utility energy costs. The

project involved: detailed design, equipment selection, permitting, bonding, decommissioning, equipment removal, installation of new equipment, and commissioning.

The energy services program discussed in this study was a guaranteed program. This means that Siemens guaranteed the energy cost savings presented in this report. The guarantee was an annual reconciliation of the energy and operational savings presented versus the actual savings.

The project was developed, analyzed, implemented and measured by members of the Siemens team identified in Section 5.0.

Typical Audit Process

Prior to the start of the audit process, Siemens personnel will meet with the HEPCP client to determine the financial and technical goals, needs, and constraints. A plan is then developed for the audit process to provide effective solutions and strategies that meet client goals and needs within the client's implementation schedule. The plan is then discussed to ensure that it meets all of the client's expectations. Siemens views this process as a partnership between Siemens and the client. In a technical site analysis, Siemens performs the following steps:

- Perform a utility analysis on the facility, using past energy and water history, to determine the monthly energy, water and gas consumption and demand profiles. This step will provide important preliminary information about the existing potential at the facility. This step usually takes one to two days to accomplish depending on the facility size and the availability of the information.
- Review available facility's blue prints and specifications to become familiar with the facility systems and equipment. This step usually takes two to four days to accomplish depending on the facility size and the availability of the information.
- Interview operating personnel and occupants to get a better understanding about the building systems and operations, and to discuss any issues or problems that need to be addressed as part of the overall solutions that the audit presents. This step usually takes one to two days to accomplish.
- Complete a detailed field survey of the facility which includes inspecting the building equipment, operation, performance and issues. This step can also involve short term or spot monitoring of a statistically significant sample of equipment, and collecting detailed data such as counts of lighting fixtures and name plate data on equipment and operational logs to establish an accurate energy consumption baseline for the facility. This step usually takes two to three weeks depending on the size of the facility and the complexity of the systems.
- Perform detailed energy analysis for the facility using established engineering methodologies and tools. The analysis starts by using the field collected data

to establish an energy and demand baseline for the facility. The calculated baseline is then compared to existing data, such as billing history, for accuracy. The baseline is also used to develop end use breakdown for the facility to indicate the consumption of the individual systems to the total energy use and demand. The proposed facility improvement measures are then analyzed using established engineering software, models, or calculations to establish the potential savings of these measures. This step usually takes five to seven weeks depending on the size of the facility and the complexity of the systems.

- Operational and maintenance savings are determined much differently than energy savings. O&M savings require the complete support and buy-in of the facility management staff. Siemens will guide the customer facility management staff to help find true O&M savings. However, the customer must make the final determination regarding the inclusion of each operational savings component. The O&M savings are usually taken because of the reduction in the required maintenance for new equipment and is not intended to reduce maintenance staff. This step usually takes three to five days depending on the size of the facility and the complexity of the systems.
- A conceptual design for the recommended measures will be developed. The design will include equipment selection, systems modifications and verifying that all recommended measures meet all applicable codes and standards. This step usually takes one to two weeks depending on the size of the facility and the complexity of the systems.
- Implementation schedule and cost estimates for each measure is developed to verify the feasibility of the proposed measures. Measures that do not meet the customer's financial and technical objectives are removed from the project. This step usually takes one to two weeks depending on the size of the facility and the complexity of the systems.
- A detailed report discussing the results of the audit is prepared and presented to the customer. The report includes the financial and technical solutions and makes the technical and financial case for the implementation of the project. The report will include measures that are economically feasible and a list of those measures that are not economically feasible but considered for the project. This step usually takes one to two weeks depending on the size of the facility and the complexity of the systems.

Each project has an assigned team that is involved the project from the start. The team includes a sales representative, energy engineers, performance assurance specialists, a construction project manager, and administrative support. Team members will be involved at different capacities in all aspects of the project from the start of the audit until the conclusion of the construction.

Through the course of this project, we will be looking for opportunities to qualify and implement energy conservations measures that use renewable energy sources. Such as

installing photovoltaic solar collectors, fuel cells, or installing a cogeneration plant. These technologies have relatively high initial cost, but they are environmentally friendly and have lower operating costs than conventional measures. Government rebates and subsidies might be available for some of these technologies. The availability of rebate funds for these measures will be investigated as part of this project.

No changes are necessary to comply with the HEPCP requirements.

4.2 Standards of Comfort

A description of the standards of comfort the company generally uses for light levels, space temperatures, ventilation rates, etc. in the facilities intended for the this RFP and any flexibility for specific Facility Owner needs. Note any changes that will be made to comply with requirements.

Siemens will design the new systems to meet or exceed our requirements, HEPCP client requirements, and local and state building codes. Our projects are designed to improve the environment and reduce operating costs. *We do not accomplish energy cost savings at the expense of comfort and security standards.*

Specifically, unless overruled by local/state or industry standards/codes, Siemens will design light levels to be in compliance with IESNA Illuminance Categories and Foot-candle ranges. IESNA is the Illuminating Engineering Society of North America. Its standards are recognized nationally as the primary source for research, technical design, and code requirements for lighting levels and installation guidelines.

Siemens will design ventilation rates to be in compliance with ASHRAE Standard 62, *Ventilation for Acceptable Indoor Air Quality*. ASHRAE is the American Society of Heating, Refrigerating, and Air-Conditioning Engineers. Standard 62 specifically sets indoor air quality standards by requiring continuous measurement and modulation of ventilation air in buildings based on occupancy, creating set points and measurement standards for building pressurization, air filtration efficiencies, and building envelope infiltration and exfiltration, and by setting minimum ventilation rates based on occupancy. In general, the rule is 15 CFM of ventilation air per person, but this rate may be adjusted upwards under specific circumstances such as laboratory conditions, food preparation areas, etc.

Siemens will design space temperature set points to be within acceptable ranges defined in the ASHRAE 2001 Fundamentals Handbook or as set by the HEPCP client Energy Policy. The information in the ASHRAE 2001 Fundamentals Handbook is largely based on research and set points presented in ASHRAE Standard 55, Thermal Environmental Conditions for Human Occupancy. According to ASHRAE, the standard specifies conditions or comfort zones where 80% of sedentary or slightly

active persons find the environment thermally acceptable.[1] Thermal comfort "windows" exist across a broad band of indoor temperature and humidity limits, and are also largely dependent on seasonal thermal expectations. Unless otherwise required to do so by the HEPCP client Energy Policy or by request, Siemens will design occupied spaces to maintain 76ºF/30% relative humidity in cooling mode and 72ºF/30% relative humidity in heating mode. Space temperatures between 72ºF and 76ºF are deliberately not recommended so that a dead-band of temperatures exists that will prevent heating and cooling systems from fighting each other for control. Spaces that have predictable lengthy unoccupied periods will be allowed to drift via setback controls up to 85ºF in the summer and down to 62ºF in the winter.

No changes are required to comply with the HEPCP requirements.

4.3 Baseline Calculation Methodology

A detailed description of the methodology normally used by the company to compute the baseline of energy, water and solid waste, etc. use for a facility. Include a discussion of how the Facility Owner is engaged for development of and agreement on the baseline. Note any changes that will be made to comply with requirements for the RFP.

Depending upon the final retrofits selected, Siemens and the HEPCP client will jointly select either a Measurement & Verification (M&V) option or an ongoing Bill Comparison approach to prove savings and will work together to determine the best method of baseline calculation necessary for the project proposed.

Under an M&V approach, a savings calculation plan is developed for each retrofit, which will specify each methodology to be used to measure energy consumption before and after the retrofits. Siemens and the client will work together to determine the best level of measurement and verification needed to support the project.

For an ongoing bill comparison approach, the baseline utility use is established. The baseline water and energy use will be determined by examining historical utility bills and other historical client records in order to determine a representative consumption profile. In most instances an average of three years worth of historical data will provide a typical consumption profile that will be used as the baseline. However, in some cases a single 12 month period will provide a better representation of typical consumption. The selected profile of consumption will be considered representative of energy use in the facilities. Parameters which affect the energy usage and cost including, but not limited to, utility rates, local weather profile, facility square footage, environmental conditions, operating schedules, occupancy rates, and an inventory of attached equipment will be used to establish the baseline profile. The development of all baseline calculations and methodologies are reviewed with the

[1] American Society of Heating, Refrigerating, and Air-Conditioning Engineers. *1997 ASHRAE Fundamentals Handbook*, Chapter 8 "Thermal Comfort," Page 8.12

client for agreement prior to becoming part of the audit report and subsequent energy performance contract.

No changes are required to comply with the HEPCP requirements.

4.4 Adjustments to Baseline

A discussion of typical factors that can impact the calculated baseline and the company's general approach to adjusting the calculated baseline if one or more of these factors are present. Include how the Facility Owner is involved for agreement on any adjustments. Note any changes that will be made to comply with requirements for the RFP.

When using an on-going bill comparison approach, the baseline utility data will be used to develop a mathematical equation based on one or more independent variables such as weather, occupancy, operational conditions, etc. This mathematical equation will then be adjusted during the Annual Savings Period to estimate the energy consumption and energy costs of the facility had Siemens not performed the work. The result is the "Adjusted Baseline". The results of each annual performance period and any required escalations/adjustments for the subsequent performance year are reviewed in detail with the facilities owner during the scheduled annual performance review meeting. In the case of a requirement for adjustment to baseline, Siemens will work with the facilities owner to determine mutually acceptable terms of the baseline adjustment.

Siemens will adjust utility savings for variations in utility consumption due to (1) local weather conditions, (2) occupancy level changes, hours of operations, (3) structural modifications, modifications to utility consuming equipment, (4) damaged or malfunctioning equipment, and (5) any deviations from the proposed operating schedules. There may be other changes in the facility's usage and operation for which a calculated adjustment is necessary. Either the client or Siemens may propose an adjustment procedure based upon acceptable engineering practices to account for any such changes but the proposed adjustment procedure will be agreed upon by all parties prior to any adjustment. Adjustment procedures can range from standard engineering spreadsheet calculation to utilization of building energy modeling software such as DOE 2.1.

Other issues specific to this project that may cause the baseline to be adjusted would include conversions of equipment to a different fuel or source. Other identified issues will be thoroughly discussed during the audit and engineering phase of the project.

No changes are required to comply with the HEPCP requirements.

Section

5

5.0 MANAGEMENT APPROACH

5.1 Project Management and Coordination

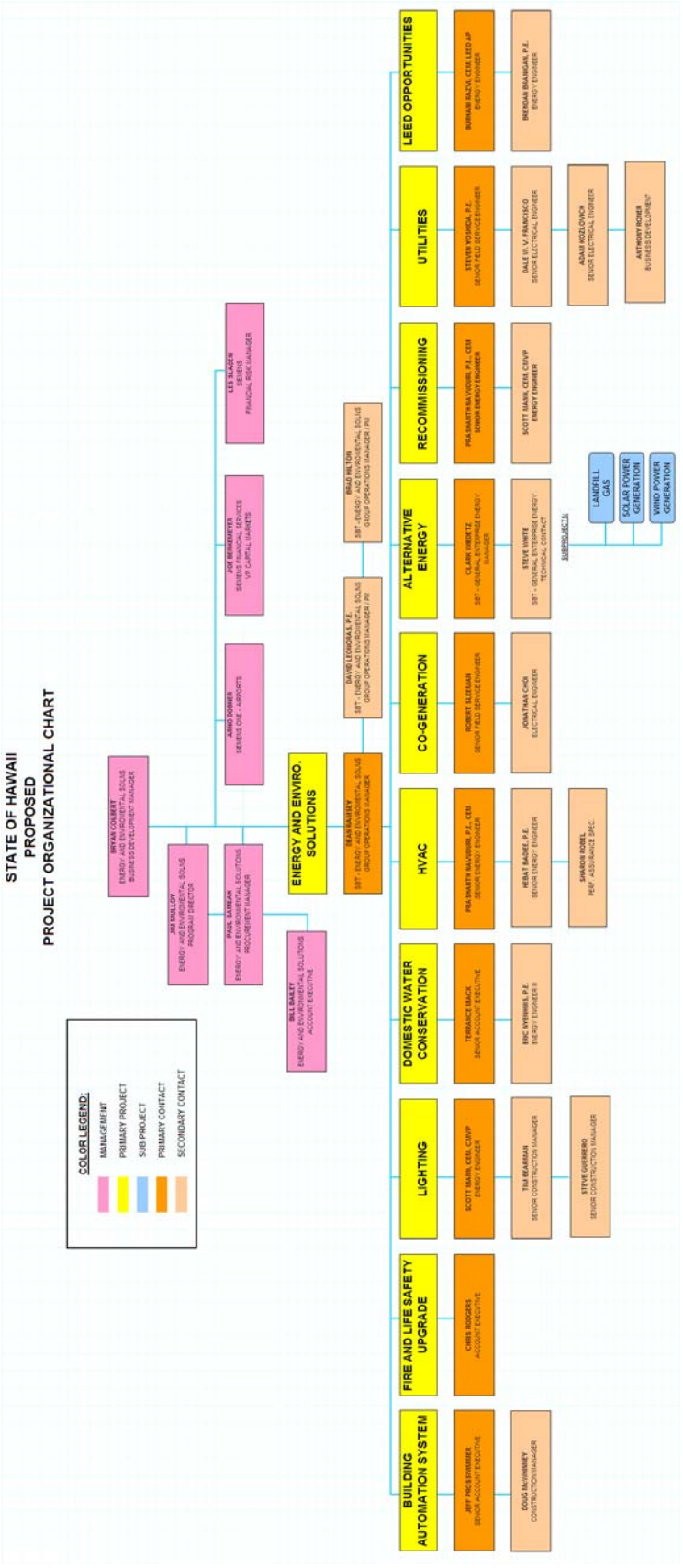
5.1.1 *Organizational Structure*

Show a typical/generic organization chart for implementing and managing a project.

Our approach to managing the overall project begins with a primary point of contact from Siemens to the client. That primary point of contacts will be our Account Executive(s). The Account Executive(s) will work closely with client personnel throughout all phases of the project. They will engage our energy engineering team for the Technical Audit. Once the audit is completed, they will present the results of the audit to the client and will be responsible for preparing the performance contract documents and coordinating any financing, grants and rebates required. Once the contract is executed, the Account Executive(s) will engage our project manager for the construction phase of the project and upon project completion, the Account Executive(s) will engage our Siemens M&V team and will remain in contact with the client and perform presentations of the results as scheduled in the M&V plan. This process has proven to be successful in providing positive results with continuity and a good working relationship with our clients.

In addition, the Account Executive(s) and the Siemens Team are supported by the Energy and Environmental Business Manager. The Business Manager will support the efforts of the team throughout the project phases and will be regularly involved in the project meetings and milestone presentations. The Business Manager will ensure that seamless transitions are made between project phases, and that each Siemens phase meets program goals and targets.

The organization charts below shows the lines of communication and responsibility for our team during a project.


STATE OF HAWAII
PROPOSED
PROJECT ORGANIZATIONAL CHART
COLOR LEGEND:
MANAGEMENT
PRIMARY PROJECT
SUB PROJECT
PRIMARY CONTACT
SECONDARY CONTACT
ENERGY AND ENVIRO. SOLUTIONS
BUILDING AUTOMATION SYSTEM
FIRE AND LIFE SAFETY UPGRADE
LIGHTING
DOMESTIC WATER CONSERVATION
HVAC
CO-GENERATION
ALTERNATIVE ENERGY
RECOMMISSIONING
UTILITIES
LEED OPPORTUNITIES
SUBCONTRACTS
LANDFILL GAS
SOLAR POWER GENERATION
WIND POWER GENERATION

5.1.2 *Local Staffing and Support*

List the office location (city and state) for personnel proposed for projects under this RFP. Describe the extent of local staffing and support for the each phase of a typical project.

The Siemens staff out of our Honolulu, HI office will be directly involved in the development, analysis and implementation of each phase of the performance contracting solutions for State of Hawaii agencies. This office is staffed with Hawaii registered professional engineers that have well over 100 years of combined years of experience in the energy field. This local talent and experience will be used to develop agency specific and comprehensive performance solutions.

The Hawaii office will be supported by our west coast California offices. Siemens Building Technologies maintains offices in the Bay area, Sacramento, San Diego, and Los Angeles. Combined, these offices employee over 500 people, 60 energy professionals, and have over 300 service trucks on the road.

The title, role, academic qualifications, years of experience and base location of our team may be found below in the Personnel and Staffing section below.

5.1.3 *Approach to Subcontracting*

Describe the types of services (both professional and construction services) that your company offers in-house and the services typically offered through subcontractors.

For this project, Siemens will utilize our energy engineering staff to anchor the technical energy audit phase of the program. If needed, we will supplement their expertise with local engineering specialists for mechanical, civil, and electrical design engineering. Siemens Building Technologies has complete mechanical and electrical installation capabilities so many of the decisions to subcontract vs. self-perform become project specific decisions made by our project manager and management team. Our strategy is to provide the best value possible to the customer and the project. Our in-house capabilities add value by offering an additional competitive checkpoint to those measures in the project. Our proposed team is shown in the table below.

5.2 Personnel and Staffing

Provide a table to show your personnel pool of individuals who will potentially be assigned responsibility for each task and phase of a project under this RFP. Also include any added expertise and capability of staff available through other branch offices, subcontracts, etc., that you can provide back-up strengths.

Name	Title	Staff or Sub	Potential Role	Academic/Professional Qualifications	Level of Expertise	Base Location
Bryan Colbert	General Manager-Southern California	Staff	Business Development Manager	B.S. in Business Administration from Western Illinois University	23 years	On Assignment from other State
Jim Mulloy	West Region Business Manager	Staff	Program Director	B.S. in Mechanical Engineering, University of Wisconsin, M.B.A., University of Missouri	30 years	On Assignment from other State
Paul Semeah, CPM	District Procurement Manager	Staff	Procurement	CPM (Certified Purchasing Manager), Institute of Supply Chain Management, M.B.A. University of Redlands, CA	12 years	On Assignment from other State
Bill Bailey	Account Executive	Staff	Account Executive	BS Economics, New Mexico State University MBA, Webster University	15 years	On Assignment from other State
Arno Dobner	Airport Market Director	Staff	Airport Development Manager	Aeronautical and Avionics Engineering Degree	23 years	On Assignment from other State
Joe Berkemeyer	Financial Energy Services Director	Staff	Training Coordinator/Financial Product Developer	BBA in Finance, University of Cincinnati; MBA, Indiana University	25 years	On Assignment from other State
Les Sladen	Technical Standards and Risk Management Director	Staff	Financial Risk Manager	P.Eng, CGA, CEP, Senior Member of AEE	26 years	On Assignment from other State
Dean Ramsey	Performance Contracting Operations Manager	Staff	Project Management	General Contractors License, State of California: B1,C10,C20 RME SBT State of CA	31 years	On Assignment from other State
David Leonoras, P.E.	Account Executive	Staff	Project Management	B.S. in Electrical Engineering, registered professional engineer in Hawaii	21 years	Permanent Office in Hawaii
Brad Hilton	Technical Coordinator	Staff	Project Management			Permanent Office in Hawaii

Burhani Razvi, CEM, LEED AP	Energy Engineer	Staff	Energy Engineering	B.S. in Chemical Engineering from University of Pune, M.S. Industrial Engineering and Management from Oklahoma State University	4 years	On Assignment from other State
Brendan Branigan, P.E.	Energy Engineer	Staff	Energy Engineering	B.S. in Mechanical Engineering from San Diego State University, M.S. in Mechanical Engineering from San Diego State University, MBA from University of San Diego	13 years	On Assignment from other State
Steven Yoshida, P.E.	Senior Field Service Engineer	Staff	Engineering	B.S. in Electrical Engineering, registered professional engineer in Hawaii	34 years	Permanent Office in Hawaii
Dale W. V. Francisco	Senior Electrical Engineer	Staff	Engineering	B.S. in Electronics Engineering	38 years	Permanent Office in Hawaii
Adam Kozlovich	Senior Technician	Staff	Service		6 months	Permanent Office in Hawaii
Anthony Roner	Business Development Manager	Staff	Utility Services	B.S. in Mechanical Engineering from San Diego State University	10 years	On Assignment from other State
Clark Wiedetz	Manager	Staff	Alternative Energy			On Assignment from other State
Steve White	Technical Contact	Staff	Alternative Energy			On Assignment from other State
Robert Sleeman	Senior Field Service Engineer	Staff	Engineering	B.S. in Computer Science	40 years	Permanent Office in Hawaii
Jonathan Choi	Electrical Engineer	Staff	Engineering		1 year	Permanent Office in Hawaii

Prashanth Navuduri, P.E., CEM	Group Operations Manager	Staff	Energy Engineering	B.S. in Chemical Engineering from Anna University, M.S. in Chemical Engineering from Oklahoma State University	10 years	On Assignment from other State
Hebat Badiee, P.E.	Senior Energy Engineer	Staff	Energy Engineering	B.S. with honors in Electrical Engineering, M.S. in Mechanical Engineering with emphasis in Energy Technology from Michigan State University.	26 years	On Assignment from other State
Sharon Robel	Performance Assurance Specialist	Staff	Measurement & Verification		5 years	On Assignment from other State
Terrence Mack	Senior Account Executive	Staff	Project Development	B.S. in Mechanical Engineering from the United States Naval Academy. Certified Professional Manager (CPM)	15 years	On Assignment from other State
Eric Nyenhuis, P.E.	Energy Engineer III	Staff	Energy Engineering	B.S. in Mechanical Engineering from University of California, San Diego	15 years	On Assignment from other State
Scot Mann, CEM, CMVP	Energy Engineer	Staff	Energy Engineering	B.S. in Mechanical Engineering from Milwaukee School of Engineering	10 years	On Assignment from other State
Tim Bearman	Senior Construction Manager	Staff	Project Management	B.S. from Long Beach State, MBA from Azusa Pacific. Hazardous Materials Management from University of California, Irvine	10 years	On Assignment from other State
Steve Guerrero	Senior Construction Manager	Staff	Project Management	A.A. in Business from Golden West College.	20 years	On Assignment from other State

Chris Rodgers	General Manager	Staff	Fire and Life Safety	BS, Applied Science and Industrial Arts - SD State University, California		On Assignment from other State
Jeffery Prosswimmer	Senior Account Executive	Staff	Project Development	B.S. in Psychology from Kenyon College.	15 years	On Assignment from other State
Doug McWhinney	Construction Manager	Staff	Project Management	B.S. in Mechanical Engineering from California State University, Fresno	17 years	On Assignment from other State

Potential role: technical analysis, engineering design, construction management, construction, training, post-construction measurement and verification, support, and other services.
Level of expertise: years in industry or other brief description
Base Location: Permanent office in Hawaii; On assignment from other state; Out-of-state support.

Section

6

6.0 MAXIMUM FEES

Siemens realizes that price is an important factor in choosing the right ESCO for your project and we believe it should be evaluated very carefully. We expect that the HEPCP will select its short list of companies based on organization, projects, references and the overall capability of the companies, and then drill down into the pricing comparisons based on the complex nature of some companies pricing models.

The Hawaii State Procurement Office intends to establish acceptable maximum audit costs, markups, and fees use in all projects that result from the use of this vendor list of pre-qualified ESCOs by State and County Agencies. These will be the maximums that may be applied in any Investment Grade Energy Audit and Project Development Contract or Energy Performance Contract developed and executed under this RFP. Each responding company shall provide its proposed maximum cost for performing an Investment Grade Energy Audit as well as schedules illustrating proposed maximum project markups and fees for pre-defined categories.

ESCO audit costs, markups, and fees for individual Energy Performance Contract projects shall not exceed the maximums established in the ESCO Contract.

6.1 Markups

Provide your company's proposed maximum allowable markups in the schedule below for each category listed on the schedule. This format is required and must be completed in its entirety. Markups represent a percentage added to the base cost for the project (the use of margins in lieu of markups is not acceptable). Use only the categories provided. Ranges for markups are not acceptable.

The project fee structure and methodology used by Siemens for performance contracting projects is shown below. Our project price for performance contracting jobs is developed by adding direct and indirect costs and then applying overhead and profit. Overhead and profit targets for our PC projects are indicated below as a percentage of the total project cost inclusive of both direct and indirect costs and are calculated based on markups.

MARK-UPS		
CATEGORY OF MARK-UP	***MARK-UP APPLICATION***	***% MARK-UP***
Overhead	Applicable to all direct and in-direct costs listed in this "mark-ups" table	18%
Profit	Applicable to all direct and in-direct costs listed in this "mark-ups" table	12%
Labor – Internal	OH&P above-no additional mark-up	N/A
Equipment Purchased	OH&P above-no additional mark-up	N/A
Materials Purchased	OH&P above-no additional mark-up	N/A
Subcontract Labor	OH&P above-no additional mark-up	N/A
Subcontract Material	OH&P above-no additional mark-up	N/A

Clearly describe how self-performed work will be charged (billed hourly, billed as a markup of equipment and labor costs, etc.). If self-performed work will be billed hourly, include markups proposed to be applied to the hourly rate.

If a proposal is from a joint venture partnership, include proposed maximum allowable markups in the schedule format above for each participating company.

Self performed work will be billed hourly as direct labor and is subject to the overhead (OH) and profit (P) stated above. The OH & P will be applied to our auditable base labor rates published by position.

As shown in our example the OH & P shown above will be applied to the project's total direct costs and indirect costs. Direct costs are tracked and are auditable.

Indirect project costs are also subject to OH & P as shown in our examples later in this section. Indirect project costs are defined as business costs required for our company to perform performance contracting projects.

The OH & P shown above are not ranges, they represent our auditable overhead and our expected profit target for this type of project.

This proposal is solely from Siemens Building Technologies, not a joint ESCO partnership.

6.2 Fees

Provide your company's proposed maximum allowable fees in the schedule below for each category listed on the schedule. This format is required and must be completed in its entirety. Use only the categories provided. Ranges for fees are not acceptable. If a proposal is from a joint venture partnership, provide proposed maximum allowable fees in the schedule format below for each participating company.

FEES		
CATEGORY OF FEE	***How Determined and Used***	***Years Applied (One-time, Annual, etc.)***
Investment Grade Energy Audit and Project Development	$.15 per Square Foot	One time
Solicit & Evaluate Project Financing Proposals	Included in IGA and Project Development Fee Above	N/A
Design	9% of total construction costs	One time
Contingency	7% of total construction costs	One time
Permits	Actual Cost – No Mark-up	One time
Performance Bond	Actual Cost – No Mark-up	One time
Project Management	7% of total construction costs	One time
Commissioning	2% of total construction costs	One time
Training	1% of total construction costs	One time
Monitoring and Verification	Per Project M&V Plan	Annual
Warranty Service	2% of total construction costs	One time
Maintenance on Installed Measures	Per Project Maintenance Plan	

Provide the proposed maximum fee for Investment Grade Energy Audit and Project Development projects on a cost per square foot basis. The company agrees that the proposed maximum fees shall incorporate its responsibility to adhere to and complete the full scope of work as presented in investment grade audit and energy performance contracts.

For each fee category listed on the schedule describe how that fee is determined, how the fee is charged to the project and when it is applied. For example, fees might be based on a percentage of project cost. Markups on fees are not allowable under this RFP.

Investment Grade Energy Audit and Project Development	$ .15 per Square Foot, accounted for during the execution of the audit contract, but rolled into the eventual energy performance contract.
Solicit and Evaluate Project Financing Proposals	When project financing proposals are executed by Siemens, on behalf of the client, the actual direct hours are accounted for in the project.
Design	9% of total construction costs. Design charges cover a wide variety of

	potential services; architectural, civil, electrical, mechanical, etc. The actual fee required for design is applied as a percent of project sell, for which the design applies, and added to the total project price.
Contingency	7% of total construction costs. Determined by project complexity, schedule, and applied technologies
Permits	Not all energy projects require permitting. For those projects that do require permitting, the actual cost, direct and indirect, for the permit is applied to the project.
Performance Bond	$7.90/Thousand $ of Sell Price
Project Management	7% of total construction costs
Commissioning	2% of total construction costs
Training	1% of total construction costs
Monitoring and Verification	Per project M&V plan
Warranty Service	2% of total construction costs
Maintenance on Installed Measures	This is a customized deliverable per project and facility requirements

6.3 Contingency

Describe your company's typical level of contingency budget for lighting, electrical, mechanical, controls projects, and other projects and how it proposes to apply contingency to cover changes in work scope and subcontractor change orders. Note that all unused contingency funds will revert to the Facility Owner or be applied to additional work scope through a change order approved by the Facility Owner.

Our contingency costs are represented as a maximum percentage as shown above and will be calculated on an individual project basis. Contingency is a one time fee. It should be noted that any unused contingency will be identified and be made available to the client for additional work not included in the base energy performance contract.

The contingency included in the project will be used to cover all changes in the original scope of work. In addition, since performance contracting follows closely to a design build process, contingency will be used to cover any unforeseen costs that arise during the construction process. One example of unforeseen costs would be as follows: Siemens recommends as an improvement measure to replace all existing steam traps. During the process, due to the age of the steam piping system, we cause damage to the surrounding piping. In this case, we would use contingency to cover the additional cost of the steam piping repair.

6.4 Equipment/Labor Cost Competition

Describe your company's process to solicit bids on equipment/labor or to ensure price/cost competition and the best value for the Facility Owner.

Siemens will receive at least three bids for all equipment and or labor involved with the delivery of the project. Our national purchasing network along with our local partnerships and subcontractor network continuously proves to deliver the most cost effective projects in our industry.

6.5 Open Book Pricing

Open book pricing is full disclosure by the contractor to the Facility Owner of all costs and markups for materials, labor, and services received during the project development, implementation, and performance period phases. Open book pricing will be required such that all costs, including all costs of subcontractors and vendors, are fully disclosed. Describe your company's approach to open book pricing and its method for maintaining cost accounting records on authorized work performed under actual costs for labor and material, or other basis requiring accounting records.

Siemens, as a publicly traded company on the NYSE, closely adheres to GAAP and Sarbanes Oxley compliance requirements. Such requirements mandate that all accounting processes be documented and records retained for a pre-determined amount of time. Siemens utilizes a very advanced accounting system for all accounting processes, SAP. This system allows for a very detailed accounting of each and every transaction for every project. SAP will be utilized as the open book pricing documentation source for all projects.

Section

3.03

3.03 EXCEPTIONS AND SUBSEQUENT REQUESTS TO AMEND THE RFP

A. Any exception to the RFP and subsequent request from Offeror to amend the requirements of the RFP as a result of the exception, shall only be considered prior to proposal due date, and as follows:

1. ***If an Offeror takes exception to any requirement of the RFP, and desires to amend the requirement, the Offeror shall identify the RFP section being addressed by the exception and subsequent amendment and provide written justification for the request.***
2. ***Exception(s) shall be submitted by the proposal due date specified in Section 1.04, RFP Schedule and Significant Dates, or as amended.***
3. ***Subsequent request(s) to amend the RFP shall be reviewed by the State. Any changes to the RFP shall be made through the issuance of a written Addendum to the RFP at least five (5) working days prior to proposal due date.***
4. ***Any exception taken to any requirement of the RFP that was not submitted by the date and time specified shall be considered as a condition to Offeror's proposal, which may negatively affect the evaluation of Offeror's proposal or result in the disqualification of that proposal.***

B. Offeror shall not submit their organization's terms and conditions, standard contracts, or other agreements. General references to such items or attempts at complete substitution for such items may result in disqualification of Offeror's proposal.

Siemens does not take any exception to the terms and conditions in this RFP. Siemens will comply with the requirements, provisions and terms and conditions specified in this RFP.