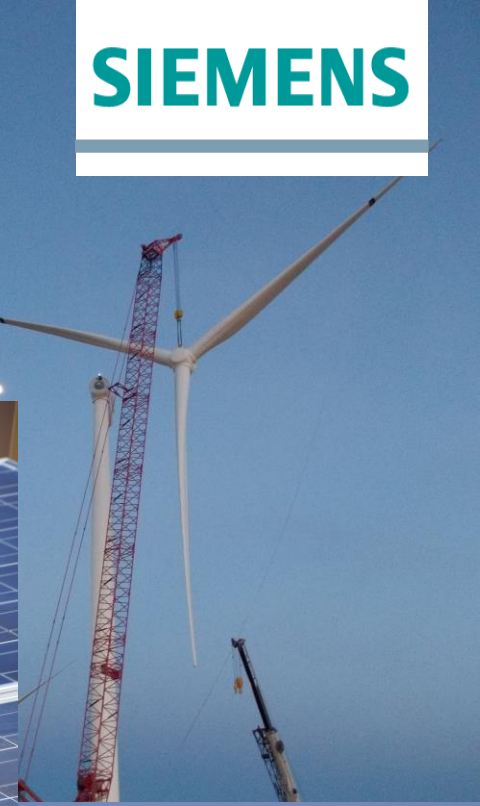


SIEMENS

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Siemens and Small Businesses

usa.siemens.com



Energy Savings Performance Contracts

Siemens Government Technologies, Inc. - Reston, Virginia



SIEMENS

Siemens Global

- ❑ Energy company started in 1850
- ❑ Operations
 - 190 countries globally
 - ~380,000 employees
- ❑ \$100B Total Annual Revenue

Siemens USA

- ❑ Operations
 - 50 States
 - ~45,000 Employees
 - >100 US Manufacturing Plants
- ❑ >\$20B Annual Revenue
- ❑ >\$1B Annual Federal Sales

S



Power & Gas	Wind Power & Renewables	Building Technologies	Energy Management	Mobility	Digital Factory	Process Industries & Drives	Financial Services	Healthcare
Power Generation Services								

PANTEX RENEWABLE ENERGY WIND ENERGY SYSTEM LARGE ENERGY

Project (M&V and Maintenance)

- **Wind Turbine & Balance of Plant**
- **5 each 2.3 mW / 11.5 mW total**
- **47,000,000 kWh Annual Output**
- **\$32M+ Construction Value**
- **\$50.1M Guaranteed Savings**
- **SB Subcontracts \$9.9M**
- **18 Year Payback (M&V) Period**

Small Business Content

- **BOP Engineering & Design**
- **Civil Works**
- **Turbine Foundations**
- **Underground Collection System**
- **Overhead Collection System**
- **High Voltage (35kV) Substation Integration**
- **Service Maintenance Building**
- **Wind Turbine Mechanical Erection**
- **Fiber Optic Communication System**
- **Transportation**
- **BOP Maintenance**

WHITE SANDS MISSILE RANGE (WSMR) SOLAR PHOTOVOLTAIC (SPV) SYSTEM LARGE ENERGY

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Project (M&V)

- 4180kW Tracker System
- 370kW Carport System
- 9,800,000 kWh Annual Output
- \$16M+ Construction Value
- \$15.3M Guaranteed Savings
- SB Subcontracts \$13.0M
- 24 Year Payback (M&V) Period

Small Business Content

- Construction Management
- Engineering & Design
- Solar Panels
- Civil Works
- Tracker Construction / Installation
- Carport Construction / Installation
- Underground / Overhead Electrical
- Tracker & Carport Communications
- Warehouse & Transportation
- Commissioning
- Independent Performance Evaluation

NATIONAL PARK SERVICE NATIONAL CAPITOL REGION DOE ESPC TASK ORDER

Project (Phase 1 Construction)

- Lighting, Water, Mechanical and Solar Renewable Energy
- 14 Total ECMs
- \$29.1 Million Construction Value
- \$76.3M Guaranteed Savings
- SB Subcontracts \$7.6M
- 23 Year Payback (M&V) Period

Phase 1 Small Business Content

- Domestic Plumbing
- Irrigation
- Fountain Retrofits
- Solar Design and Construction

Phase 2 Small Business Content

- To Be Decided



**US COAST GUARD
YORKTOWN, VIRGINIA
DOE ESPC TASK ORDER**

SIEMENS

Project (M&V)

- Natural Gas Condensing Boilers, Indoor & Outdoor Lighting, Energy Efficient Motors & Drives, Water Conservation
- 8 Total ECMs

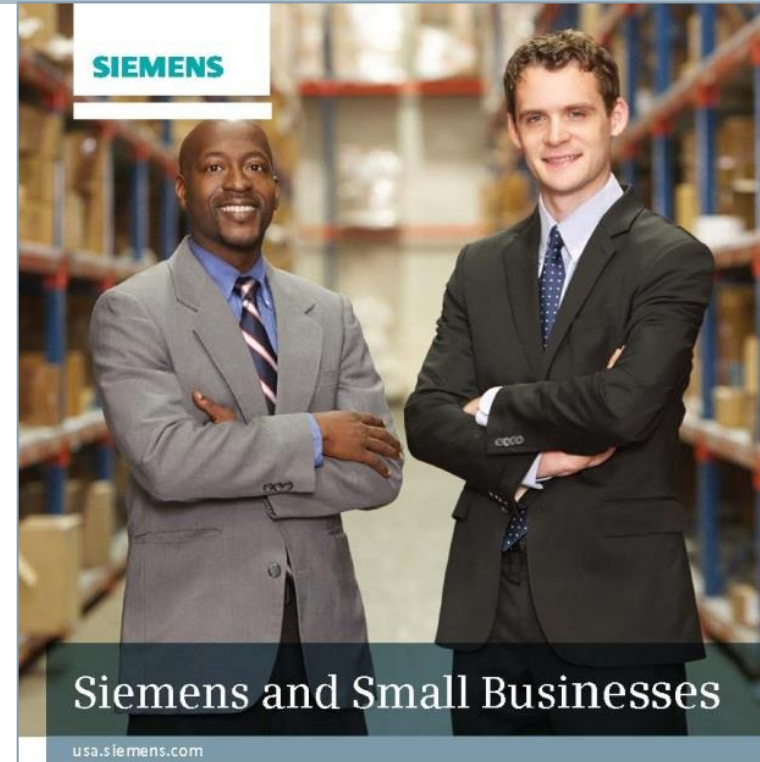
- \$3.4M Construction Value
- \$4.6M Guaranteed Savings
- SB Subcontracts \$381k
- 14 Year Payback (M&V) Period

Small Business Content

- Pool Covers and Pool UV Work
- Energy Efficient Bathroom Fixtures

SMALL BUSINESS STRATEGY

- Acquire Complimentary Small Business Partners
 - Engineering & Design
 - Electrical (Low & High Voltage)
 - Mechanical (HVAC – GSHP)
 - Renewables (Solar – Wind)
 - Construction (Management – Civil)
 - Commissioning & Testing
 - Federal Project
- Locate New Channel Partners for Supplies and Equipment
- Establish Long-Term Relationships
 - Siemens as Prime
 - Siemens as a Sub-contractor
 - Master Service Agreements
- Expand in Federal Markets underserved by Siemens



Current Siemens Protégé

MCB Lighting & Electrical, Inc.
SDVOSB electrical/mechanical
distributor with significant install &
bonding capability

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