




## Is this a Performance Contract?

# NO

*“A Performance Contract is something you are talked in to signing so that you can be told what to do, when to do it and then be reminded that you are paying for the everything!”* Scott Graham

Item	ESCO – Energy as a Service Company	
Focus of Service Provider	Typically, themselves	YOU the Customer!
Contract / Agreement	100 pages	3-6 pages w/schedules
Relationship	Vendor	Partner
Funding	Bond, Lease or Loan	We USE our OWN Capital!
Savings	Maybe, Maybe NOT!	You are budget Negative from Day #1
Measurement / Verification	Random	Monthly in Real-Time
Upfront Fee	Large	<b>None</b>
Monthly Fee	YES	<b>None</b>
Billing	None	YES – proprietary, transparent billing that simplifies for your accounting department
Length of Contract / Agreement	15 – 20 years	10-years (Standard)
Warranty	Factory	10-year Parts & Labor (including bulbs)
Performance RISK	YOU – the Customer!	<b>WE Take ALL the RISK!</b>
Potential for Ongoing Improvement	Little to None	YES – will likely add new technology



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## Other Key Differences

1. We calculate your guaranteed savings on your past usage, not exaggerated predictions of future escalating use. You get actual usage savings with us, not reductions in a number that is already higher than what you are using today.
2. We do not charge for our services by the hour or take a 25% add on for all equipment installed as is the norm with PCs. Everything we buy is at cost and you see the bills.
3. We are agnostic to brands and are open source on BMS support and software. We can adopt our model to your existing systems, and we will never force you to buy our brand or our suite of proprietary solutions.
4. Our contract can be ended, and you can buy out the remaining price (which you will know) at almost any time during the contract period. With PCs you are locked in to paying on their terms for 10 to often 15 years.
5. If we achieve extra savings, you will save 50/50 in everything we save. – unlike the PCs where they want to restrict your usage – we want to encourage you to use and save as much as possible.
6. We pay for your equipment\* and will maintain it for the contract period – so we have an incentive in putting in the best and most reliable without having to charge you more.
7. \* we will replace your entire HVAC system if needed – again at no cost – with optional maintenance bundled.



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