



Energy Savings As-a-Service Proposal

Prepared For:

Woodspring Suites - Andrew Air Force Base

Onsite Utility Services (OUS) Capital is pleased to present you with the following proposal to upgrade your facility's existing energy/energy management systems with state-of-the-art technologies the easy, as-a-service way. OUS Capital utilized the results of an onsite facility audit to gather existing technologies, operational data, and electric rate information to arrive at this proposed energy efficiency, cost saving solution. OUS Capital offers this retrofit/upgrade on an As-a-Service basis, meaning that you will:

- Acquire State-of-the-Art Upgrades with **No Investment** and **No Debt**
- Reduce Energy Consumption, Paying Less Than You Currently Spend
- Enjoy Worry-Free, **ZERO COST**, Equipment Maintenance During the Service Term
- Achieve Off-Balance Sheet Flexibility
- Receive **Guaranteed** Technology Performance and Improved Work Environment
- Significantly **Reduce Your Carbon Footprint**

Your Energy Savings As-a-Service Project

In addition to all of the above:

ESaaS Economic Snapshot-Annual Average Over Service Term and 15 Year Total

Service Term in Months	Up Front Capital Cost	AVG . Total Monthly Savings & Revenue Increase	Fixed As-a-Service Monthly Payment	Your AVG . NET Monthly Savings**	Term Project Savings Totals	Utility Rebate*
84 Initial	\$0.00	\$ 3,683	\$ 3,599	\$ 84	\$ 7,072	\$77,105

* NOTE: The Utility Rebate amount for this project has been used to reduce the upfront capital cost and to lower the As-a-Service Monthly Payment.

**NOTE: Your projected Savings have been calculated using certain survey and other input data provided directly by you.

(See Page 4 for complete Project Scope)

Acknowledgement and Acceptance of Proposal

By signing below you acknowledge the information presented herein is fair and complete, that you accept the Project Scope and savings projections, and that you are authorizing OUS to prepare and deliver "As-a-Service" contract documents for your review and acceptance.

Sign: _____ Title: _____

Print: _____ Date: _____



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		Annual Electric Savings	Annual Maintenance Savings	Total Annual Gross Savings	Additional Revenue From Increase Room Availability	Customer Annual Net Gain <i>After</i> Service Payments
Installation Yr.	2023					
Year 1*	2023	\$25,780	\$14,600	\$40,380	\$0	-\$2,811
Year 2*	2024	\$26,553	\$15,038	\$41,591	\$0	-\$1,600
Year 3*	2025	\$27,350	\$15,489	\$42,839	\$0	-\$352
Year 4*	2026	\$28,170	\$15,954	\$44,124	\$0	\$933
Year 5*	2027	\$29,015	\$16,432	\$45,448	\$0	\$2,257
Year 6*	2028	\$29,886	\$16,925	\$46,811	\$0	\$3,620
Year 7*	2029	\$30,782	\$17,433	\$48,216	\$0	\$5,025
Year 8	2030	\$31,706	\$0	\$31,706	\$0	\$31,706
Year 9	2031	\$32,657	\$0	\$32,657	\$0	\$32,657
Year 10	2032	\$33,637	\$0	\$33,637	\$0	\$33,637
Total Project Savings:		\$295,536	\$111,872	\$407,408	\$0	\$105,072

Annual Inflation Rate Used: 3.0%

*** Initial Term Maintenance, including Parts & Labor Warranties, at No Extra Cost.**

Customer's ESaaS Monthly Snapshot - <i>Initial Term</i>	
Monthly Electric Savings	\$ 2,351.63
Monthly Maintenance Savings	\$ 1,331.81
Total Monthly Expenses Saved	\$ 3,683.44
Total Monthly Revenue From Increase Room Availability	\$ -
Monthly ESaaS Payment	\$ 3,599.24
Net Monthly Gain	\$ 84.19

Expense Savings *Retained* by Customer 2%

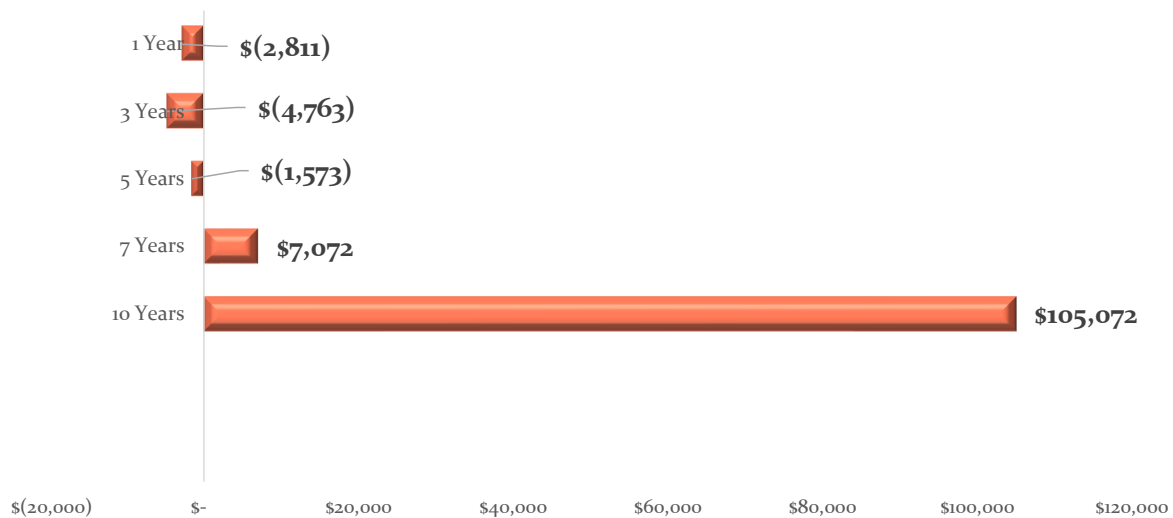
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The Cost of Waiting

This Energy Savings as-a-Service Project saves money... ***immediately***. Improves your workspace environment... ***immediately***. Waiting would cost you this much in:



Next Steps:

- Conduct on an On Site Facility Audit
- Complete and Return a Credit Application and Review
- Execute an Onsite Utility Service Agreement
- Schedule Project Installation
- Complete Installation
- Begin Saving!



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Project Scope

Fixture Location	Existing Qty	Existing Fixtures	Proposed Qty	Proposed FixtureType
Hotel Rooms	0	No Room Controls	126	VX Wireless EMS Thermostat Kit with built-in Occupancy Sensor in White with Wireless Network Accessibility
Hotel Rooms	126	Existing PTACs	126	New PTAC Units Equipped with Variable Speed Fan, Ceramic Coated Coils and Inspired TEC Air Purification System