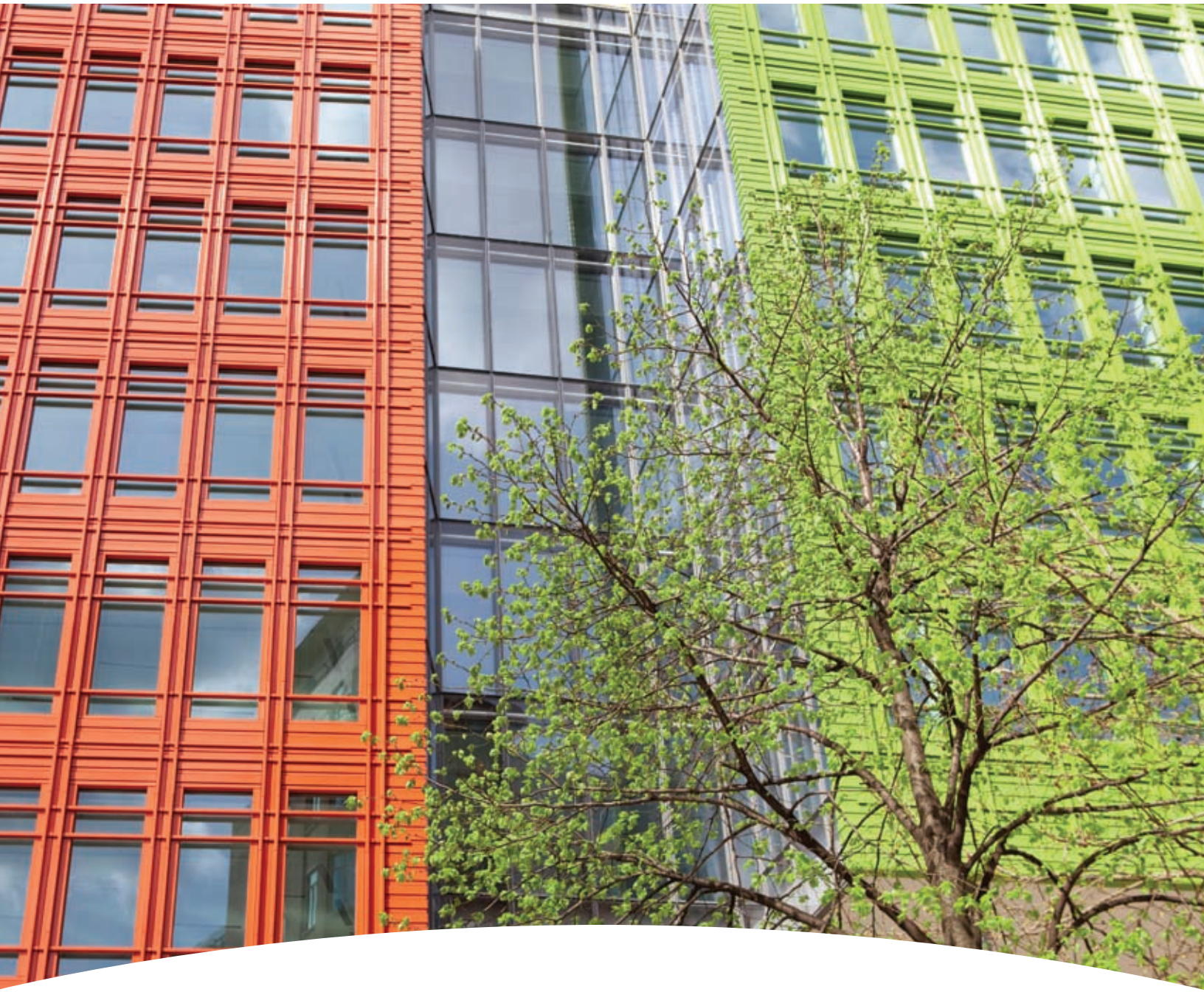


Honeywell Bundled Energy Services



**Address All Your Energy Management
Issues With One Affordable Solution**

Honeywell



The Challenge of Total Energy Management. Answered.

Facility managers and directors are focused on energy management as never before. The pressure to save energy – and save hard dollars – is intensifying. Operating budgets are being slashed. New technology can demand new strategies. From obtaining support of senior management to accurately reporting and tracking organizational energy and sustainability goals, there are so many different issues and nuances to address.

How do you effectively sort through all the information and different viewpoints to find the right answers for your facility and company? How do you leverage tomorrow's utilities savings to help pay for today's equipment purchase? How can you make sure your organization is successfully addressing issues such as new carbon-related legislation and volatile

fuel costs? You need a comprehensive solution that will help ensure that wasted energy, money and resources are not "slipping through the cracks."

THE BIG PICTURE AND THE RIGHT STRATEGY

We invite you to think big. To take a deep look at the entire energy picture. To consider all the energy management challenges facing your organization and its facilities. Now is the time to recognize the advantages of working with a market expert like Honeywell to develop a Master Energy Plan for your business.

A Master Energy Plan can help your company:

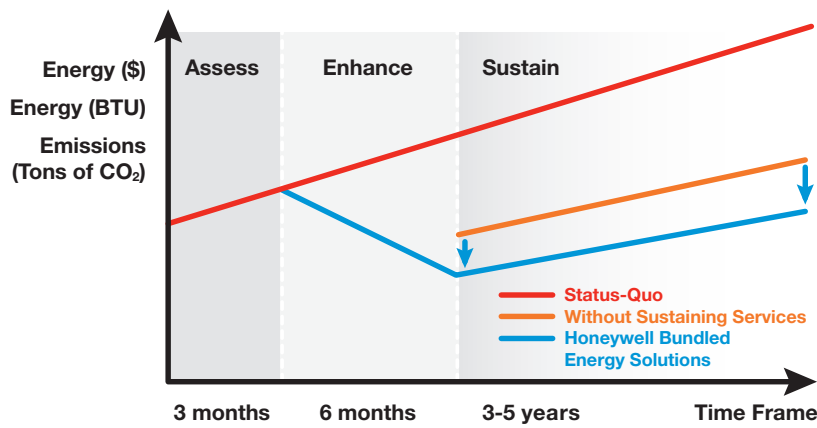
- Reduce long-term energy and operational costs
- Shrink your environmental footprint

- Allow your employees to focus more on your core business
- Create a strategic plan to finance your energy conservation and sustainability initiatives
- Further increase operational efficiencies by consolidating vendors and suppliers
- Allocate operational budgets based on an informative strategic plan

It's all part of Honeywell's Bundled Energy Services offering. This is a total energy management solution for your needs – a comprehensive, reliable, one-stop resource that allows your organization to take full advantage of Honeywell's knowledge and resources.

It's time to think long-term. Big-picture. It's time to consider the forest and the trees. Today's bottom-line and tomorrow's.

ENERGY SERVICES LIFE CYCLE



A TOTAL ENERGY PLAN THAT PAYS FOR ITSELF

A plan – co-authored with Honeywell and your team – ensures that our expertise and resources are directly focused on your specific concerns and goals, which forms the foundation of our future work together. You'll gain in-depth insights about where energy is being wasted and money is being lost. You can maximize the performance of each facility and minimize usage and costs.

A Master Energy Plan includes:

- Development of an energy and sustainability strategic plan
- Building performance index analysis and benchmarking
- An ongoing, continuous commissioning plan linked to an energy measurement and verification program
- Utility rate structure analysis
- Systems overrides, adjustments and alarm report analysis
- Operators training sessions
- Energy conservation communication and awareness campaign

ONE SOURCE. COUNTLESS BENEFITS. NO HEADACHES.

This is about making your job easier – addressing your challenges through one reliable point of responsibility. It's about delivering a comprehensive solution, not a series of singular tools or components. It's about giving you one place to turn for every energy concern and initiative.

Honeywell's plan encompasses it all – from shrinking your environmental footprint, to reducing your annual energy budget, to developing a payment structure that allows the plan to pay for itself. Our experts know more than energy products, we know energy planning. We know the grant opportunities and funding options available to you. We know facilities inside and out. We know what it takes to formulate and fulfill sound, successful energy management goals.

A LONG-TERM, MULTI-FACETED APPROACH

Our commitment is to help you build a strong Master Energy Plan that weaves your vision, mission and goals into every aspect of your energy initiatives. We offer:

- A co-authored, long-term plan
- A modular but integrated program
- Results-oriented, outcome-based approach
- Integrating one-time solutions within an ongoing control plan
- Well-defined milestone and pricing agreement
- Building information and knowledge consolidations

We offer a turnkey, though tailored, approach. We know what works. You'll benefit from our approach, which encompasses extensive experience working with a variety of facilities and companies across a spectrum of industries. We are a one-stop resource, but we always deliver more than a one-size-fits-all solution.

The Factors That Lead to Program Success

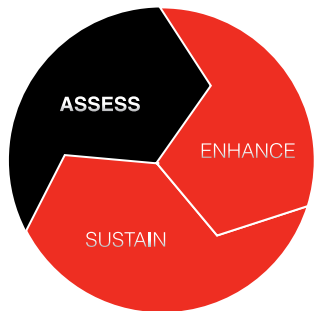
What will drive successful energy and sustainability goals at your facility and organization? According to a recent report by the Canadian Energy Board, certain characteristics are key to program success. These include:

- Identification of dedicated energy management staff
- Baseline reporting and record keeping to identify opportunities and track progress
- Endorsement of program goals and actions from top levels of owners and management
- Supplementary information campaigns that foster a conservation ethic within all areas of organization

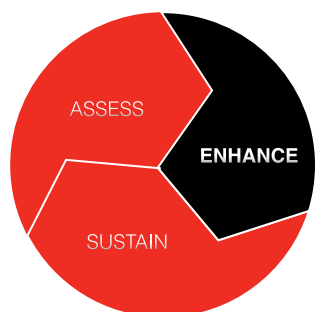
Honeywell can help your company develop the organization-wide outlook and mindset that leads to powerful actions and future savings.

Honeywell Energy Services – Three Stage Cycle

Sustainability Service	Offering	Features/Benefits
<p>Assess</p> <p>Features</p> <ul style="list-style-type: none"> • Evaluation of utility consumption and performance • Benchmarking of performance • Identification of conservation opportunities <p>Outcomes</p> <ul style="list-style-type: none"> • Building Energy Report • Renewable Energy Scorecard • Greenhouse Gas Emissions Report • Equipment Performance Survey • Master Energy Plan • Facility Renewal Assessment 	Billing & Procurement Analysis	<ul style="list-style-type: none"> – Analysis of billing parameters to identify and eliminate penalties and extra charges – Utility consumption simulation to identify preferred billing parameters – Tariff optimization strategies – Cost of gigajoules (GJ) paid for different energy sources – Evaluation of optimal utility source for heat and cooling loads
	Energy Usage Analysis	<ul style="list-style-type: none"> – Identification of utility consumption by facility and sub-system – Tracking of energy consumption and cost by key indices – Identification of negative energy and cost savings trends – Correction of utility consumption for weather correlations
	Benchmarking	<ul style="list-style-type: none"> – Benchmarking of energy consumption and cost against predetermined base year – Benchmarking of energy consumption and cost against comparable facilities – Allocation of utility budgets based on benchmarking analysis
	Energy Audit	<ul style="list-style-type: none"> – Analysis of equipment performance and identification of remaining useful life – Evaluation of building controls sequences and set points – Identification of regulatory issues and possible applicable grants and incentives – Identification and proposal of potential energy saving measures – Identification of energy and comfort control problems
	Renewable Energy Fit Test	<ul style="list-style-type: none"> – Analysis of potential renewable energy sources for building operations – Identification of applicable renewable energy solutions – Demonstrate environmental stewardship
	GHG Emissions Situation Assessment	<ul style="list-style-type: none"> – Structured GHG emissions inventory analysis – Identification of reporting and regulatory compliance issues associated with GHG emissions – Quantitative evaluation of carbon market potential (Cap and Trade)
	Equipment Performance Survey	<ul style="list-style-type: none"> – Operational cost control through equipment performance tracking – Maintenance budget planning based on life cycle analysis – Trending equipment operational parameters

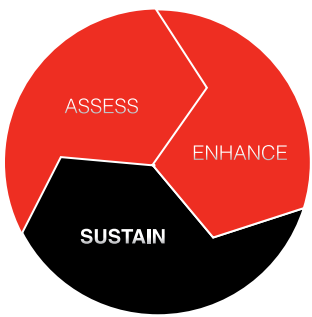


Sustainability Service	Offering	Features/Benefits
<p>Enhance</p> <p>Features</p> <ul style="list-style-type: none"> • Turnkey solutions with a single source responsibility • Professional project management • Reduced maintenance and operational costs • Enhance occupant comfort and indoor air quality <p>Outcomes</p> <ul style="list-style-type: none"> • Minimized financial impact • Asset renewal • Help restore occupant comfort • Help restore building operations to code • Help increase asset performance and value • Increase property value 		
	Mini-Retrofit	<ul style="list-style-type: none"> – Customized energy retrofit project utilizing a whole building perspective – Identification of self-financed solutions paid by operational savings and grants/incentives – Opportunity to bundle retrofit projects within service contracts – Turnkey solutions with a single source responsibility
	Construction Management	<ul style="list-style-type: none"> – Professional project management – from procurement to commissioning – Honeywell expertise on procurement, installation and engineering – Leveraging the procurement power of Honeywell's global presence and network of partners
	Equipment Energy Retrofit: Boiler Chiller Lighting	<ul style="list-style-type: none"> – Upgrade of major building systems and sub-systems – Reduced maintenance and operational costs – Asset modernization with new efficient technologies – Help Finance capital investment with operational savings and grants/incentives
	Low Capitalization Projects: Demand Ventilation (CO ₂) Temperature Reset Equipment Scheduling Night Setback Variable Speed Drive	<ul style="list-style-type: none"> – Enhance operation strategies with low capitalization project – Leverage short payback capital investments to reduce energy consumption – Opportunity to bundle short payback measures into existing service contracts – Upgrade existing Building Management System and optimize sequence of operation
	Retro-commissioning	<ul style="list-style-type: none"> – Optimize systems operations as per the original design intent or as use conditions – Optimize energy consumption with a short payback investment – Enhance occupant comfort and indoor air quality
	Sequence of Operation (SOP) Optimization	<ul style="list-style-type: none"> – Re-evaluate sequence of operation based on current standards and use – Review and adjust system operations schedules to match actual building occupation schedules – Training building operators to maintain schedules and set points as per optimized sequence – Reduce energy cost and consumption while alleviating comfort complaints
	CFC & HCFC Retrofit/Equipment Upgrade	<ul style="list-style-type: none"> – Strategic planning of refrigerant usage based on applicable national and local regulation – Cost and environmental analysis over equipment upgrade
	Energy Procurement Optimization	<ul style="list-style-type: none"> – Cost control through implementation of power demand control strategies – Optimized total energy cost (\$/GJ) – Negotiation of utility contracts with utility suppliers – Mitigation of the business risk and exposure to fluctuating energy cost



Honeywell Energy Services – Three Stage Cycle

Sustainability Service	Offering	Features/Benefits
Sustain Features <ul style="list-style-type: none"> • Recurrent Service • Opportunity to bundle with existing service contracts • Proactive facility management approach Outcome <ul style="list-style-type: none"> • Help contain energy/operation expenses • Reduce exposure to market fluctuation • Increase property value • Peace of mind 	Preventive Maintenance: Mechanical Systems Building Automation Systems	<ul style="list-style-type: none"> – Increase assets value and cut costs through a proactive approach – Increase equipment life with planned maintenance – Reduce comfort complaints and equipment downtime – Reduce equipment repairs – Reduce maintenance budget deficits
	Measurement & Verification: Specific Systems Whole Building Approach Energy Modeling	<ul style="list-style-type: none"> – Ongoing evaluation of building performance – Industry recognized M&V methods and software – Sustain energy consumption performance over time
	Continuous Commissioning: Sensors Calibration Command Override Check Adjustment Ramps Control Set Point Review Alarm Report Analysis	<ul style="list-style-type: none"> – Review of SOP from an energy saving perspective – Operator education on strategy implemented, increased adoption of changes – Smoother operation, reduce equipment downtime – Increase life cycle of equipment – Faster reconciliation with comfort complaints – Early detection and correction deviation from optimization plan
	Carbon Emission Inventory	<ul style="list-style-type: none"> – Ongoing updating and reporting of carbon footprint and GHG inventory – Continuous demonstration of sustainable commitment – Maintain compliance of national and local jurisdictions on GHG reporting – Facilitation of cap and trade opportunities
	Communication and Awareness Program – ACT! Earth™	<ul style="list-style-type: none"> – Increase knowledge and acceptance of conservation strategy and objectives to staff, tenants and local community – Leverage communication and awareness program in local media to promote organization



HONEYWELL – YOUR ENERGY EXPERT

No one knows energy like Honeywell. No one is better suited to help you address and transcend all your energy challenges. Our services go far beyond building automation controls and maintenance.

We are an energy/sustainable solutions provider. If it relates to energy, we have the solution.

For decades, Honeywell has been a respected leader in bringing new ideas and powerful energy solutions across all sectors: commercial, industrial, residential and institutional. More and more companies are recognizing the powerful benefit of working directly with us to address all their energy challenges.

LEADING THE WAY IN CANADA AND AROUND THE GLOBE

Over six thousand customers across Canada rely on Honeywell Building Solutions to deliver the solutions to keep them energy-efficient and operationally strong. These customers recognize the advantage of working with a global leader that focuses on innovative approaches and continual customer satisfaction.

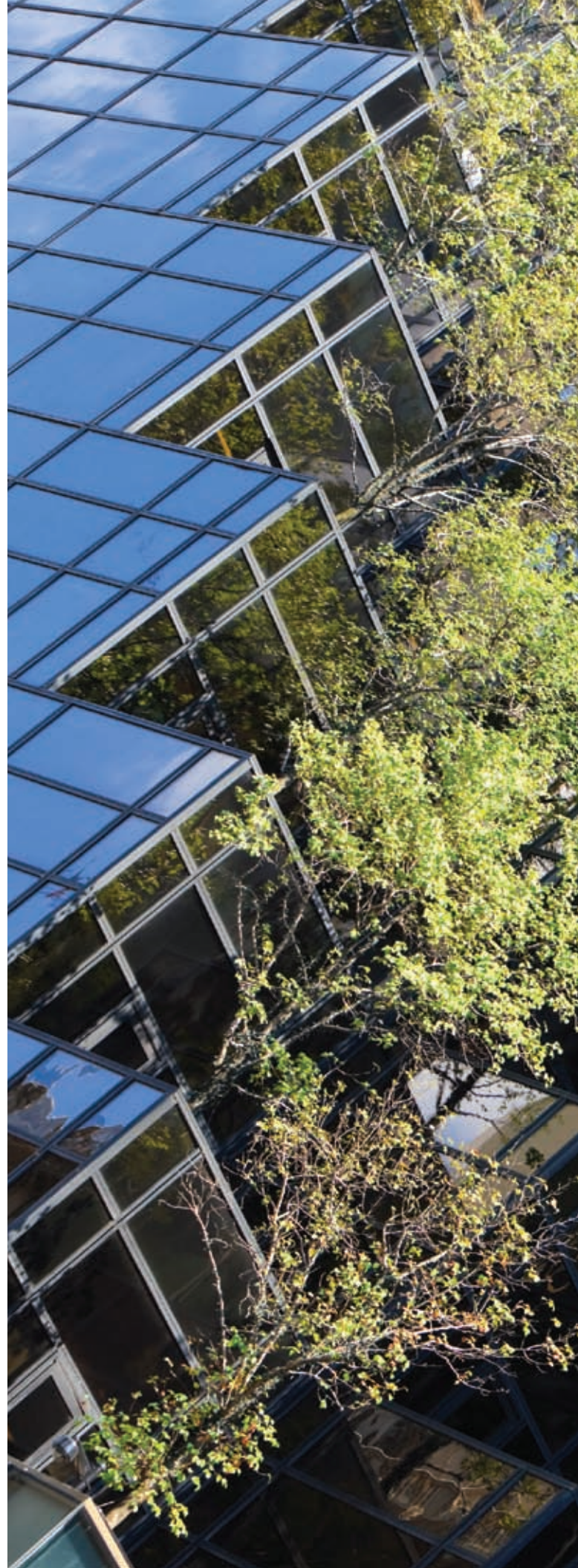
Honeywell offers you access to some of the world's leading experts on energy management. We're here to help you focus directly on your business's specific energy situation. To help you identify and clarify your objectives and opportunities. To develop actionable steps that lead to real-world results. And to help you take a deeper look at your most critical energy issues.

Since 1983, Honeywell has delivered over 250 energy conservation projects to our customers across Canada and more than 4,300 solutions across North America, which have helped our clients realize over \$2.7 billion CAD in energy savings.

A COMMITMENT BACKED BY EXPERIENCE AND SERVICE

It's easy to make a promise. Any company can use words like "quality" and "commitment" and "expertise." But not every company is supported by decades of front-line experience working with companies to harness and maximize energy. Not every company is Honeywell.

Call us at **289-333-1373**. Or visit us at **www.honeywell.com/buildingsolutions**. Open up a dialogue. Listen to our initial ideas. When you start looking at the big energy picture, you'll start to see the power of a long-term Master Energy Plan.



Find Out More

To learn more about Honeywell Building Solutions, contact your local Honeywell representative, visit www.honeywell.com/buildingsolutions or call **289-333-1373**.

Honeywell Building Solutions

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Honeywell is proud to support the Clinton Climate Initiative, USGBC, ACUPCC and other groups that encourage the responsible use of our natural resources.

Nearly 50 percent of Honeywell's product portfolio is linked to energy efficiency, and our work helps eliminate millions of pounds of carbon dioxide emissions each year.

Honeywell has been recognized with multiple awards including the "Green Innovation of the Year" award from Frost & Sullivan.

Honeywell