Agenda

- Siemens USA
- Building Technologies - What We Do in Buildings
- Contracting Solutions
- Case Studies
Every business day, Siemens in the USA:

**Produces:**

- More than one-third of the nation's electricity
- 3.3 million energy-saving lamps
- 200,000 automotive electronic components
- 180,000 residential circuit breakers

**Dedicates:**

- 6,429 employees and $2.8 million to R&D
- 12,700 employees to the healthcare industry

**Processes:**

- 144 million healthcare information transactions
Every business day, Siemens in the USA:

**Provides:**

- Radiation therapy systems to treat 30,000 cancer patients
- Baggage handling systems to more than 100 major US airports
- Lighting and control systems for half the nation's 100 busiest airports
- Automation systems that help the US Postal Service process some 90% of the Nation's mail
- Products for 40% of the Nation's new automobiles
Siemens Industry, Building Technologies

- 7,000 full-time employees
- Headquarters in Buffalo Grove, Illinois
- Passion for quality and customer satisfaction
- Providing customer solutions for over 100 years
- Over 120 field office locations
What We Do In Buildings

Performance Solutions & Energy Services

Fire Alarm & Life Safety

Security Systems

Technology Consulting & Contracting Services

HVAC Building Controls

Critical Environments

Life Cycle Services, Electrical Distribution, Automation

Mechanical Services

Best Total Solution
Siemens DoD Contracting Solutions

- Strategic Alliances with Small Business
- USACE UMCS III
- GSA Schedule Sales
- Turn-key Energy Savings Projects
- Tier of Contractors
Small Business Solutions

Strategic Alliances with Small Business

- Subcontractor/partner to a Small Business Contractor
- The Small Business is a key component to the value proposition
  - Self-Performance ranges from 25% to 40%
- Formalized teaming agreements
  - Includes 8(a), Woman Owned and Service Disabled
  - Includes formal SBA Mentor-Protégé agreement
- Creation of local marketing materials
- Helps DoD meet Small Business goals
Contracting Vehicle Solutions

Army Corps UMCS III

- Siemens direct to DoD via RFP
- Building systems and infrastructure
  - Building Automation (and Utility Monitoring)
  - Electronic Security Systems (CCTV, Access, Burg)
  - HVAC Equipment
  - Fire and Life Safety Systems
  - SCADA, Lighting, other automated systems
  - Maintenance (contracts) and Emergency Services
Contracting Vehicle Solutions

GSA Schedule Sales

- Direct to DoD via RFP
- Schedule 84
  - Total Solutions for Facilities, Fire, Security and Energy
- Schedule 56
  - Building Materials, Industrial Services and Supplies
- Schedule 03FAC
  - Services for Facilities Maintenance, Management and Energy
Energy Solutions

Turn-Key Energy Solutions

- ESPC - Energy Saving Performance Contracts
  - DOE Super ESPC
  - Army Corps ESPC
- UESC – Utility Energy Savings Contract
Sampling of DoD Customers

- Andrews AFB, VA
- Bolling AFB, MD
- Tyndall AFB, FL
- Langley AFB, VA
- Cape Canaveral AFS, FL
- Ft. Drum, NY
- Ft. Belvoir, VA
- Beale AFB, CA
- Ft. Leavenworth, KS
- Ft. Rucker, AL
- Vandenberg, AFB, CA
- Moody AFB, GA
- Patrick AFB, FL
- MacDill AFB, FL
- NAS North Island, San Diego
- SPAWAR San Diego
- Naval Air Station Ft Worth
- Naval Air Station Pensacola
- Ft Detrick
- USMC Camp Pendleton
- USMC Quantico, VA
- Ft. Meade, MD
**Project Location**
Hampton, VA

**Building/Project Size**
20 Buildings around the Base; over 1.5M sq feet.
Contract value - $2,893,000
UMCS III Contract

**Project Description**
Provide all material, equipment labor and supervision required to install new Direct Digital Controls (DDC) in multiple buildings. Each building was integrated into the existing proprietary Siemens Apogee® Building Automation System (BAS), located at Langley Air Force Base, Hampton, Virginia. The new controls, wiring, conduit, enclosures, programming and new graphics generation comprised a complete a fully functional and usable system. This was a design build approach. Received an additional Task Order of $472,000 for 5 more buildings.
Project Location
Leavenworth, KS

Building/Project Size
1 building – approx. 60,000 square feet

Project Description
• Provided Secret Compartmentalized Information Facility (SCIF) level Security System
• Provided ICIDS III level Intrusion Detection System
• Building security systems networked with base system for reporting and observation
• $585,000
Siemens and Boeing have strategic alliance to provide energy infrastructure solutions to DoD

- Strong capabilities in cyber-security and IT systems
- Complex system integration
- Long history as partner to US Government to help solve any complex problem
  - Aerospace, weapons systems, command & control
- Industry leading energy infrastructure product and technology provider across energy conversion chain
  - Generation assets
  - Transmission and distribution equipment
  - Solutions for demand-side management
  - National field presence
Questions / Next Steps
Thank You!

Siemens Industry
Building Technologies Division

HELPING YOUR BUILDING
WORK FOR YOU