



Helping Healthcare Generate Cashflow through Efficiency as a Service



SLS Energy Solutions: Kellen Bollettino

Welcome and Agenda

- Who we are – SLS Energy Solutions
- EaaS-Efficiency as a Service
- Past Healthcare Experience
- Q&A

SLS: AT-A-GLANCE

SLS Energy Solutions is the only complete retrofit solution provider with a North American footprint.

- Ability to manage projects spanning across the US, Canada and Mexico with one point of contact
- Exclusive in-house customer design center
- Unparalleled controls expertise across multiple lighting platforms
- Completely Product Agnostic, championing our client needs and wants

FULL LIFE-CYCLE RETROFIT SERVICES

- **Equipment Selection:** We conduct comprehensive facility audits and provide recommendations based on the best product for the customer.
- **Cutting Edge Controls Expertise:** Advanced controls across multiple platforms to manage lighting, HVAC, etc.
- **Commissioning:** Full-time commissioning agents on staff to ensure proper installation and function – we help mitigate client risk.
- **Rebate Optimization:** In-house experts determine how to maximize rebates.
- **Warranty:** Strong protection behind the work we install from a global industry leader.
- **Managed Services:** Multi-site remote monitoring, commissioning updates & on-site training.



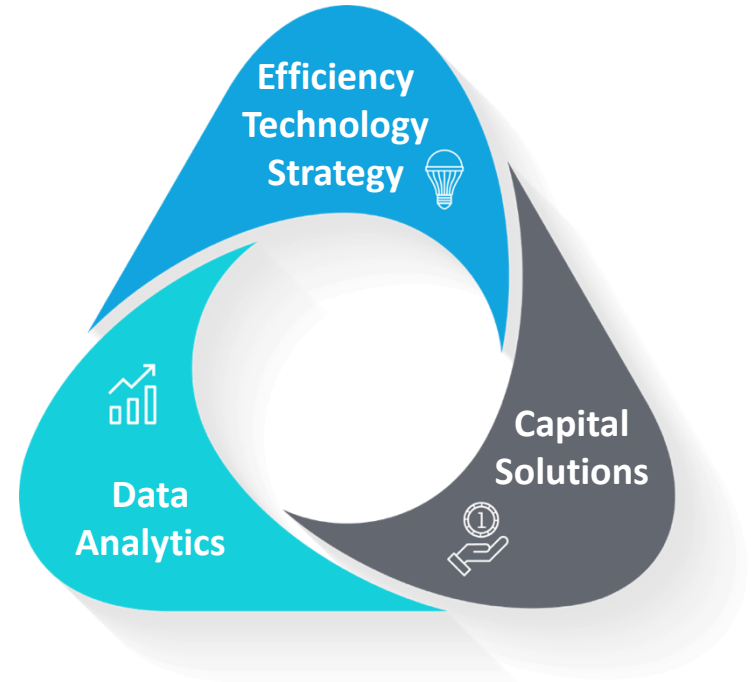
SLS Provides a Broad North American Operations Footprint



- **National support:** 8 branch locations plus numerous remote hubs
- **Project execution:** Including installation, measurement and verification, rebates, commissioning
- **Coordination:** Regional sales team develops project, then hands off once contract is signed
- **Self-performance:** Available in key regions
- **Subcontractor management:** National network to ensure professional quality installations.
- **Regional focus:** Dedicated regional service coordinators and project managers

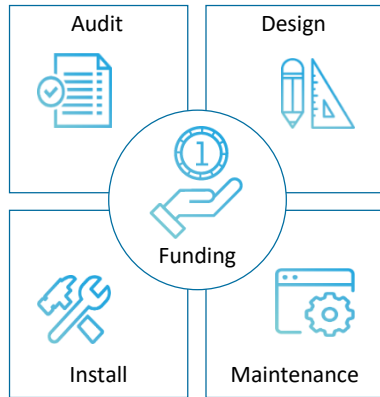
EaaS Approach – Unlock and Accelerate Savings

- Efficiency-as-a-Service Platform addresses key barriers to portfolio-wide ‘efficiency’ adoption
 - Strategic view of efficiency – address portfolio as a whole to achieve scale
 - Cover all costs - material, labor, and project management of retrofits
 - Eliminate financing impact – off balance sheet with no upfront capital
 - Measure performance - Savings verification and facility data analytics



How EaaS Works – Simple Saved Utility Model

Efficiency-as-a-Service



Contracted Customer Payments

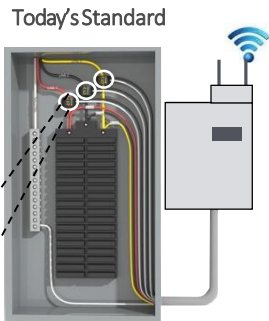
Energy Spend Today	Shared Savings During Contract		Savings After Contract Term
10,000,000 kWh Consumed / Year \$1,000,000 Paid to Utility	5,000,000 kWh Saved	\$150,000 / Year Retained	\$500,000 / Year Retained
	5,000,000 kWh Consumed	\$350,000 / Year Paid	
		\$500,000 / Year Paid (Utility)	\$500,000 / Year Paid (Utility)
\$0.10 / kWh To Utility	\$0.07 / kWh To SLS	\$0.03 / kWh To Customer	
	Years 1-5	Years 6-10	

We Enable Scale when the Status Quo is that Nothing Gets Done

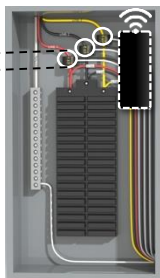
Unparalleled M&V Transparency: Pay for Savings Billing

Nonintrusive and Tamper Proof Installation

- Clean Install – no visible meter equipment
- Fast Install – no need to run conduit or penetrate walls
- Quick connects – no wire splicing, snap on sensors
- Tamper-proof – safely inside panel



Installation



Meter Data Backs Our Invoices

Sample Invoice

Invoice #	Customer #	Date
123	R00000001	1/1/2019
LOCATION #		
M16118		

Bill To	Ship To
Customer 123 Main Street San Francisco, CA 94107 United States	Customer 123 Main Street San Francisco, CA 94107 United States

Terms	Due Date	PO #	SO #	Start Date	End Date	
Net 60	3/2/2019	XX222Y-340	Sales Order #123	11/30/2018	12/31/2018	
Item	Description	Quantity	UOM	Rate	Amount	Tax
Javed Energy Service Payment	December 2018	4,430.97	kWh	0.16173006	716.62	Yes

PROJECT SPOTLIGHT: Medical Offices and Treatment Facility

Goal:

Goals were to reduce operating and maintenance costs and minimize energy consumption.

Solution:

SLS Energy Solutions (SLS) completed a full facility lighting retrofit for a mid-west regional hospital and adjoining assisted living space. The key focus was to reduce future energy spend with a goal of an estimated 10-year savings of \$800,000. The lighting upgrade needed to address staff and patient safety while being completed during normal operation hours. The SLS team worked closely with the customer to minimize disruptions to the staff and patients during installation. Ensuring the final project results would improve the overall experience at both facilities.

- Identified eligible rebates
- Turnkey Installation & Project Management
- Certified recycling of old materials
- Safety Plan & Containment Set by SLS team
- Coordinated installation to eliminate disruption

Savings:

- Annual Electrical Savings: \$48,801.00
- Annual Maintenance Savings: \$59,574.00
- Reduce energy consumption (kWh/yr) 712,429
- ROI/Simple Payback: 2.6 Years



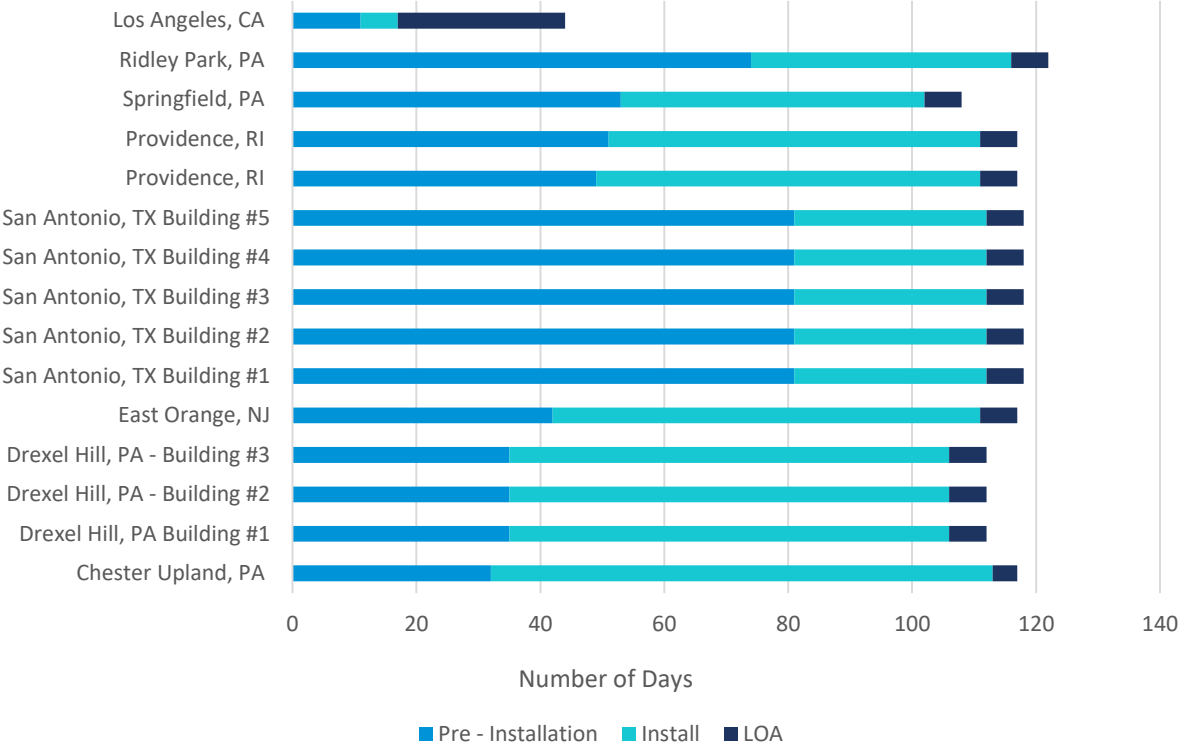
EaaS Drives Velocity of Deployment for Hospital Network

The team worked around hospital operating hour time constraints to successfully deploy lighting upgrades.



- 40,000+ Lighting Fixtures Upgraded
- \$800,000 in rebates administered
- 66 Hospital Certified Crews working simultaneously

Hospital Network 4 Month LED Rollout



Thank you!