City of Ft. Lauderdale

ESCO Energy Services and Performance Contracting Proposal

Submitted by Hector Samario for Siemens Industry, Inc.
3021 North Commerce Pkwy
Miramar, Florida 33025
(954) 364-6739
February 27, 2014

SIEMENS

SIEMENS

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2. Letter of Interest and Signature Page

The Building Technologies (BT) Division of Siemens Industry, Inc. is honored to have this opportunity to present the City of Ft. Lauderdale with our qualifications, experience and approach to energy services. Siemens has a long history of successful Performance Contracting projects throughout Florida and the U.S., and is committed to leveraging our expertise to bring the City of Fort Lauderdale the most financially and technically sound Energy Performance contracting project possible, in full compliance with RFQ #946-11316.

SIEMENS - TRANSFORMING CITIES FOR THE BETTER THROUGH SUSTAINABLE TECHNOLOY

In 2009, humanity hit a milestone: For the first time in history, over 50% of the world's population was living in urban areas. By 2030, this number will have climbed to 60% and is expected to hit almost 70% by 2050. This megatrend of urbanization will dramatically shape not only cities, but the entire world.

"Cities are ... where our future takes shape, where economic growth springs from ..., and where our most pressing environmental challenges are most evident.

Siemens has the portfolio, the know-how, and the expertise to help cities become more livable, more competitive, and more sustainable."

Roland Busch,
CEO of the Infrastructure & Cities Sector

Siemens understands that the look and feel of future cities will be different from today, and that the need to improve the quality of life, economic competitiveness and environmental viability will drive that design. We recognize that cities like Fort Lauderdale are the growth engines of the future, charged with continually improving quality of life, education, and economic opportunity. However, today more than ever, cities face daunting political and financial challenges: How to do more with less? How to make trade-offs that balance development with minimal environment impact? How to make collective decisions that meet today's needs and anticipate future growth and development in a sustainable manner?

Siemens' sustainable infrastructure technology is designed to help cities make the most of their current infrastructure, while using fewer resources. ***No other company in the world can match the breadth and depth of our portfolio which includes transport (intelligent traffic management, rail), power (power distribution, smart grids), efficient buildings (automation, performance contracting) and safety and security (fire safety, access control and intrusion detection).*** Our solutions make better use of existing infrastructure, increase efficiency, ensure a reliable power supply, reduce operating costs, improve safety and resiliency, as well as reduce environmental burdens.

SIEMENS AND PERFORMANCE CONTRACTING

Over the past 15 years Siemens has earned a solid reputation for developing and implementing technically and financially sound performance contracting projects throughout Florida and the U.S. Moreover, our technical creativity and comprehensive approach to performance contracting, coupled with proactive involvement with a City's local businesses, vendors and residents, has expanded our reputation as an exceptional community partner. This reputation has been earned through Siemens' unique approach that begins with developing a clear

understanding of our customer's financial, technical, sustainability and infrastructure ambitions.

With the City of Fort Lauderdale, Siemens will synergize efforts with City staff to incorporate City programs and initiatives into our performance contracting solution. Below are some of the programs and initiatives that will begin this process:

- *FAST FORWARD FORT LAUDERDALE*, Our City, Our Vision 2035
- Sustainability Action Plan, Updated 2011
- 2014 Community Investment Plan
- Resilient Communities for America (RC4A)
- Smart Parking & Executive Airport Sustainability Initiatives
- Florida Green Local Government Certification
- International City/County Management Association (ICMA)
- Clinton Climate Imitative & Rockefeller Foundation's 100 Resilient Cities Challenge

Siemens incorporates the City's objectives and ambitions as the foundation for our project design, not as an afterthought, which is an approach that has made Siemens the Energy Services Company (ESCO) of choice for Florida municipalities, and what has allowed Siemens to maximize benefit for our municipal partners. A partnership with Siemens means you are tapping into a global network of municipal innovation and experience, including:

- Green City Index series – Siemens' analysis of more than 120 cities around the globe for environmental best practices and performance
- Siemens' *The Crystal* – a sustainable cities initiative dedicated to exploring how we can create a better urban future, and that houses the world's largest exhibition on urban sustainability
- Toolkit for Resilient Cities – a report prepared jointly by Siemens, Arup and RPA, with contributions from city managers and experts in urban development and resilience from around the world
- Siemens and C40 Cities Climate Leadership Group partnership – Climate Leadership Awards Ceremony and Conference provides platform to catalog and share innovative city-driven solutions with cities from around the globe

I would like to thank you for your evaluation of this report. Given the opportunity, Siemens intends to take a teaming approach to this project, bringing the best and brightest from our organization together with the best and brightest from the City of Fort Lauderdale, to deliver a performance project that actualizes your achievements of efficiency, sustainability and innovation for the future.

Sincerely,

Hector Samario, LEED AP, MBA

Project Lead and POC
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Miramar, Florida 33025
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Cell: (954) 646-4547
Fax: (954) 364-6767

Proposal Signature Page

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below **must** be completed. If the field does not apply to you, please note N/A in that field.

Submitted by:_____
(signature) (date)

Name (printed)_____Title:_____

Company: (Legal Registration) Siemens Industry, Inc. - Building Technologies Division

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit http://www.dos.state.fl.us/).

Address: 3021 North Commerce Pkwy

City Miramar State: FL Zip 33025

Telephone No. (954) 364-6739 FAX No. (954) 364-6767 Email: hector.samario@siemens.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): _____

Payment Terms (section 1.04): _____ Total Bid Discount (section 1.05): _____

Does your firm qualify for MBE or WBE status (section 1.09): MBE _____ WBE _____

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued
Addendum No. 1	Added on Feb 17, 2014
Addendum No. 2 .	Added on Feb 25, 2014

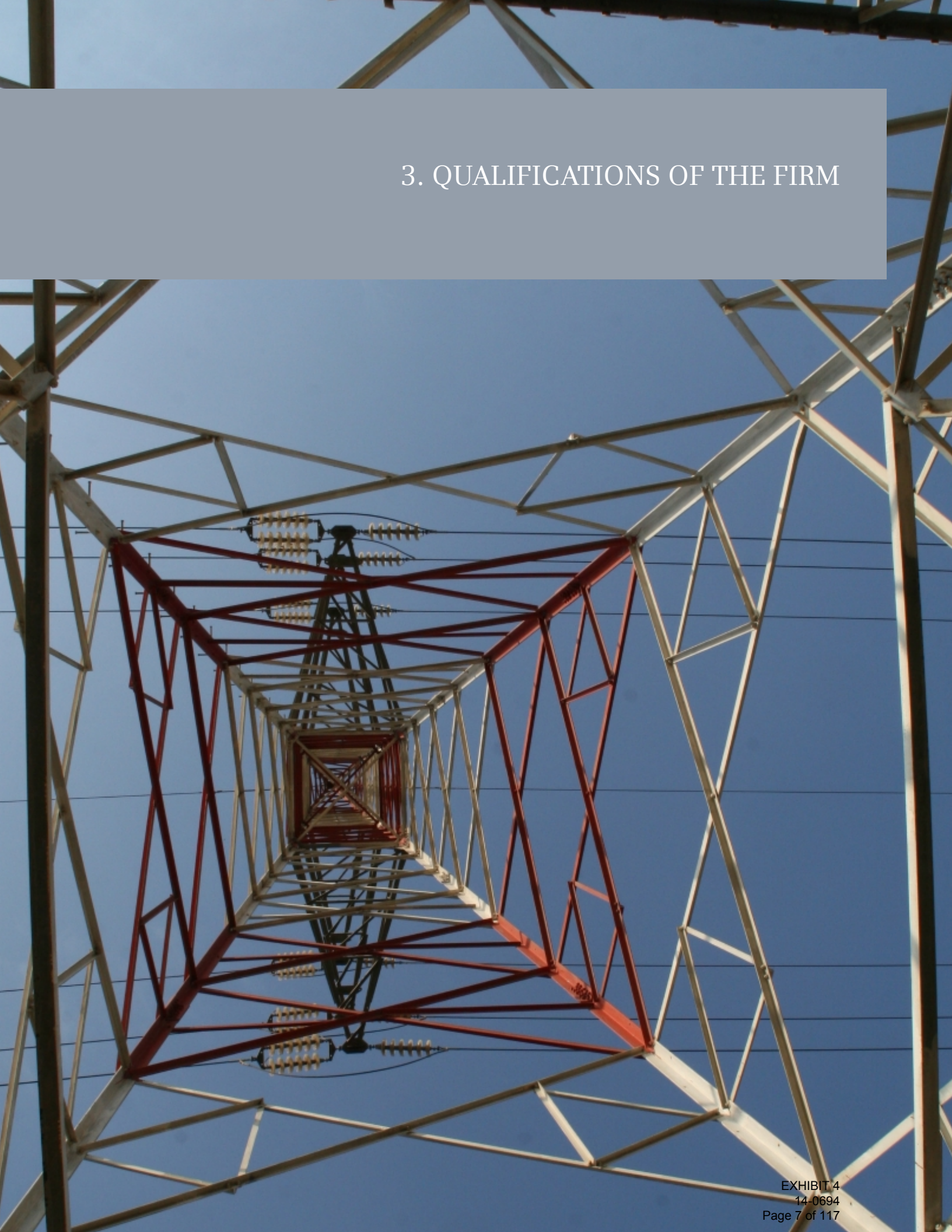
VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. HAVE YOU STATED ANY VARIANCES OR EXCEPTIONS BELOW? BIDDER MUST CLICK THE EXCEPTION LINK IF ANY VARIATION OR EXCEPTION IS TAKEN TO THE SPECIFICATIONS, TERMS AND CONDITIONS. If this section does not apply to your bid, simply mark N/A in the section below.
Variances:

_____

_____

revised 11-29-11

3. QUALIFICATIONS OF THE FIRM



Standard Form 330

Standard Form 330

Please see the attachments section of this proposal for our SF330 forms.

Firm's Years of Experience

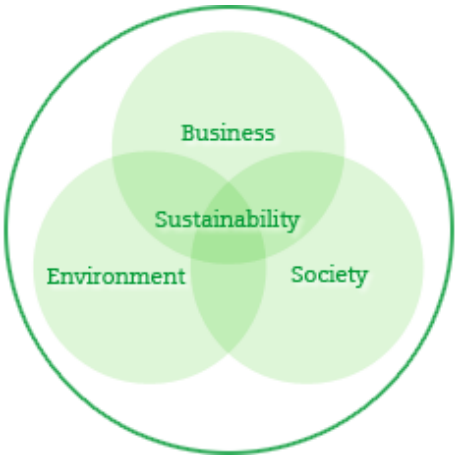
firm's number of years of experience

Siemens has been in the energy business since 1891 and in Performance Contracting for almost 20 years.

Siemens Sustainability Practices

- Indicate the firm's initiatives towards its own sustainable business practices that demonstrate a commitment to conservation.

Sustainability is a guiding principle within our company. Siemens has defined sustainability to mean acting responsibly on behalf of future generations to achieve economic, environmental and social progress.



Sustainability these days is a buzzword used in many different contexts with many different connotations. But what does it mean for a multinational company? We at Siemens don't just talk about sustainability. We've made the three areas of sustainable development – environment, business and society – the cornerstone of all our activities.

In the area of the environment, we're providing innovative products and solutions to improve both our own ecobalance and those of our customers and suppliers. In the area of business, we're focusing on long-term value creation. And in the area of society, we're fostering our own employees and striving to be good citizens in all the communities in which we are active.

Although decisions in these areas are not always free of conflicting interests, we aim to make all them transparent and to find the best solutions possible. The responsible use of natural resources, targeted investments in future-oriented technologies that support profitable growth while offering customers competitive advantages, and a company ethic that goes beyond mere compliance with the law and places integrity at the center of business operations – these are the factors enabling us to drive sustainable development and to lay the basis for our company's successful future.

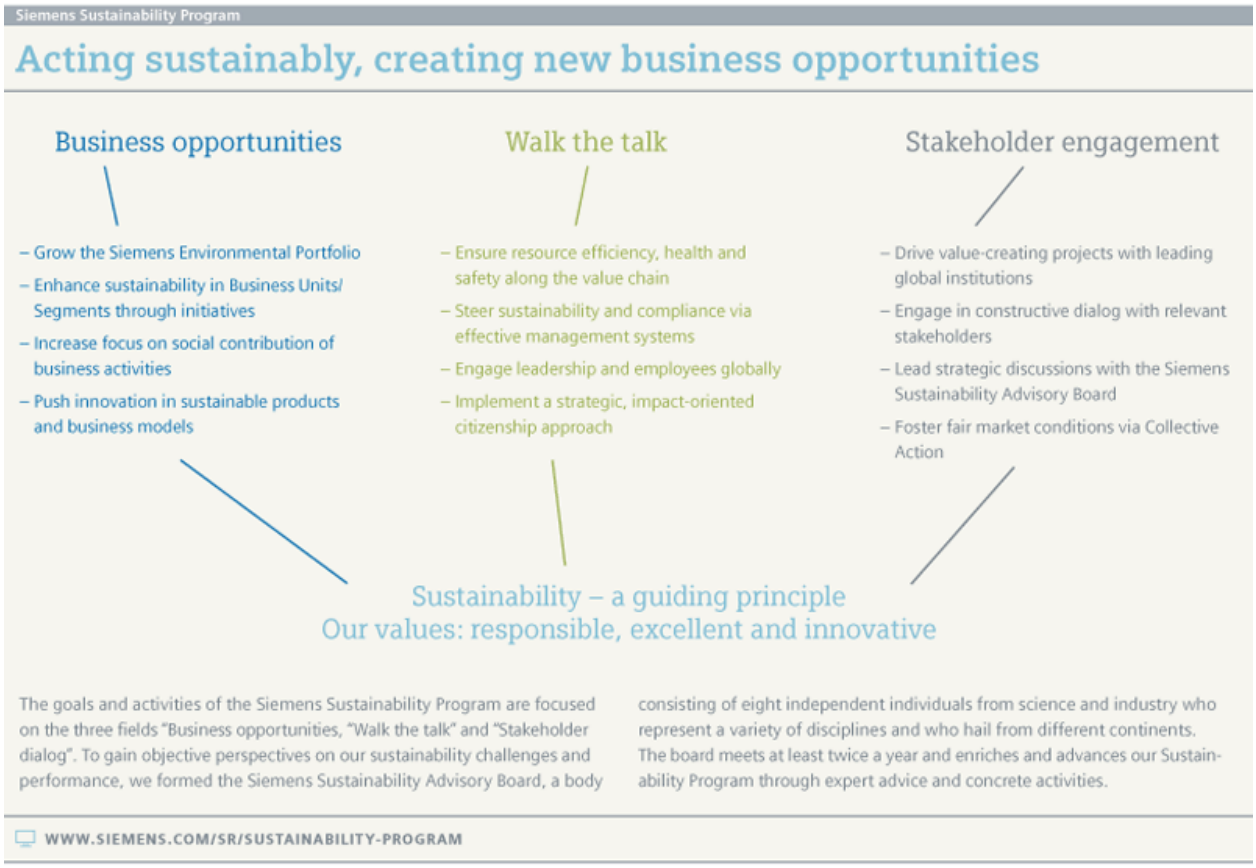
THE SIEMENS SUSTAINABILITY PROGRAM

Our stated goal is to participate in shaping a sustainable future – with a view to economic, environmental and social aspects. To achieve this goal, we define and implement concrete and

business-relevant measures in our Sustainability Program. In this way we considerably contribute to the Company's success in the long term.

As a leading technology company, Siemens has stood for pioneering spirit, outstanding achievements, innovation, quality, reliability, and internationality for over 165 years. With our technology leadership, we are in an excellent position to address the pressing challenges we are facing due to the megatrends demographic change, urbanization, climate change and globalization. In this light, we have driven and will continue to drive the ecological development of our world while improving people's quality of life in many areas, including energy supply, transportation and healthcare. As a green infrastructure pioneer, we'll further leverage this unique positioning with the aspiration to help shape our future for the better.

Our Siemens Sustainability Program specifically translates this aspiration into concrete measures for business success. These activities are centered on the three strategic fields of Business Opportunities, Walk the Talk and Stakeholder Engagement, which are designed to strengthen our leadership position.



Source: Siemens Sustainability Report 2012

DEFINITION AND IMPLEMENTATION

We consider sustainability a company-wide task that requires clear responsibilities and close collaboration between various business units. The Sustainability Board, staffed by representatives of the four Sectors and all relevant specialist functions, sets the strategic focus and approves measures and initiatives, whereas the coordination and management of our sustainability program is carried out by the Corporate Sustainability Office. To gain an outside perspective on our sustainability challenges and performance, we have formed the Siemens Sustainability Advisory Board, which enriches and advances our Sustainability Program through expert advice and concrete activities.

The actual implementation of programs, targets and initiatives, however, is not the task of the Sustainability Board or the Sustainability Office; this is the responsibility of our operating units – the Sectors, Divisions, Business Units, Clusters and Regions. All units are supported in this task by specialist functions like Environmental Protection and Corporate Citizenship.

MEMBERSHIPS AND PARTNERSHIPS

We believe that complex, interlocking sustainability challenges and topics benefit in particular from close collaboration with as many selected stakeholders as possible.

Siemens is a member or partner of many important national and international organizations. The Company also contributes its expertise to the events and committees of international organizations, and commits itself to their initiatives.

We maintain particularly close contact to the institutions listed below, but Siemens is also active in a wide array of other initiatives and partnerships in the areas of environmental and social engagement.

World Business Council for Sustainable Development

The World Business Council for Sustainable Development is the most important sustainability organization funded by companies in the world. It deals exclusively with the topic of business and sustainable development.

World Business Council for Sustainable Development

Around 200 companies belong to the WBCSD. Its members are drawn from more than 35 countries and 20 major industrial sectors. The Council also benefits from a global network of some 60 national and regional business councils and regional partners.

Siemens became a member in November 2009. This gives us both an opportunity and an obligation to apply our comprehensive knowledge and wide-ranging experience in various WBCSD forums. Topics of particular interest for Siemens include energy and climate, urban infrastructures and electricity and power utilities, for example. Through the WBCSD's Urban Infrastructure Initiative, we're working with numerous partners worldwide to promote sustainable urban development.

Global Compact of the United Nations (UN Global Compact)

Siemens joined the UN Global Compact initiative in November 2003. The initiative was launched by the United Nations to bring companies together with governments, business and the public at large to call attention to the

global propagation of and respect for sustainable rules of conduct. As a participant, Siemens has committed itself to the Global Compact's code of values and rules of conduct.

The code consists of ten principles derived from the Universal Declaration of Human Rights, the Declaration on Fundamental Principles and Rights at Work of the International Labour Organization (ILO) and the Principles of the Rio Declaration on Environment and Development; they touch on concerns in the areas of human rights, labor standards, environmental protection and anti-corruption.

Since 2007, we integrate the Communication on Progress according to the Global Compact in our Sustainability Report (up to 2007: Corporate Responsibility Report).

Concrete results of the collaboration with the UN Global Compact include two publications on best practices in strategic social investment to which we contributed by providing practical project examples.

World Economic Forum (WEF)

The World Economic Forum is an independent international organization that aims to help overcome global challenges through partnerships. Its agenda includes global, regional and industry topics. Siemens is among the strategic partners of the World Economic Forum.

The Forum provides an excellent opportunity to dialog and share ideas with other businesses attending the Annual General Meeting in Davos and to discuss key local issues at the many regional conferences taking place.

Siemens is an official member of the anti-corruption initiative of the WEF, Partnering Against Corruption (PACI). Formed in 2004, this initiative unites more than 140 important international industrial groups in the private-sector battle against corruption on the employer side. Its goal is to develop principles for industries in order to create an even playing field for all companies and to ensure fairness and transparency.

World Resources Institute (WRI)

The WRI is an independent research institution dedicated to solving global environmental problems. It focuses on climate change, institutional and market solutions for environmental issues and on the protection of ecosystems.

Siemens is a member of a group of companies that supports and advises the WRI and engages in collaborative projects. For example, we're sharing our experiences gathered in the WRI Greenhouse Gas Protocol (GHG) Initiative, done in cooperation with the WBCSD, in an effort to promote greater transparency in carbon emissions reporting. The aim of the GHG Protocol Initiative is to establish a consistent accounting framework for countries', organizations' and products' carbon emissions. Greenhouse gas protocols mark an important step toward measurability and comparability.

econsense – Forum for Sustainable Development

econsense, an initiative launched in 2000 by the Federal Association of German Industry (BDI), is a joint project of leading companies and organizations in the German business

world which have incorporated sustainable development into their company strategy. It was initiated to provide a dialog platform for sustainable development and corporate social responsibility. The members of econsense engage with policymakers, NGOs, the scientific community, and the public at large to discuss the opportunities that sustainable development can afford the German economy. Since 2004, econsense has been a regional network partner of the WBCSD.

CDP – Driving Sustainable Economies

The CDP is a non-profit organization that represents over 722 institutional investors. The investment companies represented by the CDP currently have more than 87 trillion U.S. dollars in assets under management, and thus own a majority of the world's listed companies with the highest sales. The CDP invites companies all over the world to disclose their greenhouse gas emissions and to implement carbon reduction strategies.

In addition to the annual publication of the Global 500 report, CDP offers carbon reduction partnerships to a limited number of companies. Siemens supported the CDP Carbon Reduction Program as CDP's first carbon reduction partner in 2011 and 2012. Renowned carbon reduction partners offer technologies and services that help reduce greenhouse gas emissions. In 2013, Siemens, as a founding solutions provider, joined the CDP Action Exchange (AEX), a platform to accelerate the deployment of profitable solutions for climate change mitigation.

INTERNATIONAL GUIDELINES – CONVENTIONS RECOGNIZED WORLDWIDE

Siemens observes and respects local laws and statutory requirements as the legal foundation of its business activities in all the countries in which it does business. We also place great emphasis on recommendations and standards issued by national and international organizations. As a rule, these recommendations and standards are directed toward member states rather than individual companies. Nonetheless, they also serve as guiding principles for global companies like Siemens as well as for the behavior of our employees. Siemens endorses the stipulations contained in these conventions and recommendations and expects its employees, suppliers and business partners worldwide to comply with them.

United Nations Global Compact

Global Compact is a United Nations strategic policy initiative for businesses that are committed to aligning their operations and strategies with ten universally accepted principles in the areas of human rights, labor, environment, and anti-corruption.

Siemens has been a participant of the Global Compact since 2003, and has thus pledged to support these ten principles.

In particular, that includes supporting and promoting human rights, basic workers' rights, environmental protection, and the fight against corruption as an integral part of the businesses' own business strategy. In line with this obligation as part of the Global Compact, Siemens therefore expects not only its employees but also its suppliers and business partners worldwide to particularly observe the relevant guidelines.

Our progress reports on implementing the principles of the Global Compact have been contained in our Sustainability Reporting since fiscal 2007.

UN Human Rights Declaration and European Human Rights Convention

The United Nations Universal Declaration of Human Rights from 1948 and the European Convention on the Protection of Human Rights and Basic Liberties from 1950 are major international guidelines on human rights.

Human rights belong equally to all people, without distinction as to race, color, sex, language, religion, political or other convictions, national or social origin, birth, or other traits. Human rights are indivisible, meaning they must be actualized in their entirety. The fundamental international source is the Universal Declaration of Human Rights of the United Nations (1948). First and foremost, it is states that are required to actively protect human rights and extend effective legal protection from violation. However, businesses are increasingly undertaking to comply with basic human rights in internal rules, above and beyond the laws of their locality.

Declarations of principles by the ILO

The ILO's declarations of principles are a three-part declaration of principles by the International Labour Organization (ILO) regarding multinational companies and social policy (1977) and the ILO declaration on basic principles and rights at work (1998), primarily with the following topics:

- Elimination of child labor
- Elimination of forced labor
- Ban on discrimination
- Freedom of association
- Right to collective negotiation

The International Labour Organization (ILO) is a special organization set up by the United Nations in the field of worldwide labor and social standards. ILO standards and recommendations are likewise directed at member states and cannot be directly implemented by companies. However, internal company rules increasingly make reference to individual fundamental workers' rights and thus to individual rules of certain ILO standards and recommendations.

OECD Guidelines for Multinational Enterprises

The Organization for Economic Cooperation and Development (OECD) brings together the governments of thirty countries around the world committed to democracy and the market economy. The objectives of the OECD include supporting sustainable economic growth and assisting with other countries' economic development. The OECD Guidelines for Multinational Enterprises (2000) contain standards on, among other things:

- Employment and industrial relations
- Protection of the environment
- Consumer interests
- Fair competition and combating corruption

These guidelines define responsible business conduct and form a significant benchmark around the world for good corporate management and control. Complaints concerning infringements can be lodged at National Contact Points.

"Agenda 21" on Sustainable Development

Agenda 21 is a plan of action in environment and development policy, adopted at the United Nations Conference on Environment and Development held in Rio de Janeiro in 1992. It covers all major policy areas of environmentally compatible and sustainable development. Agenda 21 is applicable for both industrial and developing countries. It contains important stipulations in areas such as:

- Combating of poverty and population policy
- Trade and the environment
- Policies on waste disposal, chemicals, climate, and energy
- Agricultural policy
- Financial and technological cooperation between industrial and developing countries.

UN Convention against Corruption

The United Nations Convention against Corruption (also referred to as UNCAC) adopted on October 31, 2003, requires its signatories to punish various forms of corruption involving government officials and ensure cooperation at international level. The convention came into force on December 14, 2005.

PUBLIC RECOGNITION AND AWARDS

Dow Jones Sustainability Index

In 2013, the Dow Jones Sustainability Index again named Siemens the world's most sustainable industrial company among a group of seven industries. For the sixth time in a row, Siemens prevailed over companies such as GE, Philips and 3M which are part of its 'Industrial Conglomerates' industry.

MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM

Number 1 in the Dow Jones Sustainability Index

The DJSI is the internationally renowned sustainability ranking of Dow Jones, one of the leading providers of stock-exchange, financial and economic data, and RobecoSAM Group, a Swiss investment group. The results of their assessment, which are published annually, are based on a comprehensive analysis of three dimensions of sustainability: economic, ecological and social. As far as economic criteria are concerned, for example, the DJSI confirms Siemens' model compliance framework as well as excellent supplier and customer relationships. One of the social criteria stressed by the index is a Company's commitment to its employees and society.

ROBECOSAM, Sustainability Investing

The SAM Group, which specializes in sustainability investing, has again awarded Siemens as the most sustainable company

ROBECOSAM Sustainability Investing

within its Sector "Diversified Industrials" and for the first time "Supersector Leader" across nine industries.

RobecoSAM, which specializes in sustainability investing and provides the rating for the Dow Jones Sustainability Index, gave Siemens its highest sustainability rating, naming the Company RobecoSAM "Sector Leader" (best company in its industry), "Gold Class" (within 99% of Sector Leader Performance) and Sector Mover (best improvement in 2012).

The underlying rating comprehensively covers all aspects of sustainability, from Corporate Governance, Risk Management, Compliance and Innovation to Climate Strategy, Environmental Management as well as Human Capital Development.

Siemens is one of the world's largest suppliers of ecofriendly technologies. In fiscal 2012, the Siemens Environmental Portfolio generated € 33.2 billion in revenue – 42% of the Company's total revenue – and thus helped our customers save energy cost and 332 million tons of CO2 emissions.

Top performance at CDP (Carbon Disclosure Project)

Siemens has again achieved a very high score in the CDP (Carbon Disclosure Project) with 96 out of a possible 100 points for its efforts in the area of CO2 reduction and the battle against climate change. What is more, Siemens again reached the uppermost performance band (A/A-) in the supplementary Carbon Performance Ranking, earning a place among those companies with a performance of 85 and higher out of a possible 100 points.

CDP is supported by more than 722 institutional investors – known as "signatory investors." Taken together, these investors currently have more than 87 trillion U.S. dollars in assets under management, and thus own a majority of the world's listed companies with the highest sales. Once a year, the CDP carries out a comprehensive survey of companies' CO2 emissions, climate risks and emission reduction targets. Almost 6,000 of the world's leading listed companies are asked to complete the CDP's questionnaire.

The Building Technologies Division, Siemens Infrastructure & Cities sector, is committed to creating a more sustainable future for its customers, employees and communities. Through our sustainability programming we strive to meet the increasing expectations of our customers; to drive innovation in the products and services we deliver; and to guide the marketplace as a sustainability leader. As an organization, we strive to:

1. Reduce the environmental impact of the products we produce
2. Minimize the environmental impact of our business operations
3. Develop industry-leading products, services and solutions that generate a positive environmental impact for our customers and communities
4. Provide transparency and visibility into our sustainability strategies, initiatives and performance

To implement our sustainability program we have established a wide range of initiatives, including:

- We monitor, measure and publicly report our annual carbon footprint

- We use existing Siemens technology to track our energy consumption and expenditures
- We have established Branch Sustainability Standards which encourage environmental improvements in the areas of waste reduction, energy efficiency and community involvement at our local branch offices
- We have established a robust environmental governance program that is comprised of an executive committee, a core-committee and a network of over 50 branch and zone sustainability champions

Through these programs and initiatives we continuously drive environmental progress throughout our organization. Results from these efforts include:

- Reduced our carbon footprint by 20% and our building energy usage by 15% since 2007
- Published over 980 Environmental Product Declarations (EPDs) to provide our stakeholders with information on the environmental impact of every product we release.
- Offset 13% of our electricity consumption through the purchase of certified renewable energy in 2012, and are a member of the EPA Green Power Partnership.
- Grown our population of LEED credentialed employees. To date there 320 credentialed professionals within our organization, compared to 70 in 2009.
- Achieved energy and green building certification across our portfolio of facilities: five branches have earned the ENERGY STAR label, two have achieved LEED certification, two branches are Green Globes certified and one earned BOMA 360 certification.
- Increased our average fleet fuel efficiency by 21% compared to 2007 levels.

Our Environmental Impact (Fiscal Year 2012): Total emissions: 65,473 Mt CO_2e

For more information visit the Building Technologies Division sustainability website: www.usa.siemens.com/btsustainability

INDUSTRY ASSOCIATIONS AND MEMBERSHIPS

Siemens plays an active role in industry associations in order to promote broader energy efficiency and sustainability in the marketplace. Many of our employees are leaders in these organizations, enabling our organization to play a role in shaping our industry and impacting the market. These organizations include:

- Alliance to Save Energy (ASE)
- American College and University President's Climate Commitment (ACUPCC)
- Association for the Advancement of Sustainability in Higher Education (AASHE)
- Association of Energy Engineers
- Association of School Board Officials (ASBO)
- Building Owners and Managers Association (BOMA)
- C40 Cities Climate Leadership Group (C40)
- ENERGY STAR Partner
- International City/County Management Association (ICMA)

- National Association of Energy Service Companies (NAESCO)
- National League of Cities (NLC)
- National Association of Counties (NACO)
- National Association of College and University Business Officers (NACUBO)
- Partners for Clean Air
- STAR Communities
- United States Green Building Council (USGBC)
- Urban Land Institute (ULI)
- Waste Wise

Business Structure

- Indicate business structure, IE: Corp., Partnership, LLC.

Siemens is a corporation.

Legal Entity

Firm should be registered as a legal entity in the State of Florida;

Siemens is registered as a business entity in the State of Florida.

M/WBE Status

Minority or Woman owned Business (if applicable)

While Siemens itself is not a minority-owner or women-owned business, partnering with M/WBE businesses is a major focus of our local projects. Please see section 8 of this proposal for specific M/WBE programs and procedures for Siemens' projects.

Company Contact Information

- Company address, phone number, fax number, E-Mail address, web site, contact person(s), etc.

Hector Samario, LEED AP, MBA – Contact Person
Siemens Industry, Inc., Infrastructure & Cities Sector
Building Technologies Division
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Miramar, Florida 33025
hector.samario@siemens.com
Cell: 954-646-4547
Office: 954-364-6739
Fax: 954-364-6767
Website: usa.siemens.com/infrastructure-cities

Size of Firm

- Relative size of the firm, including management, technical and support staff

Siemens is a $105.7 billion company employing around 370,000 people throughout 190 countries. The company ranks first in sales among the world's leading electronics and electrical equipment companies, and 40th in revenues.

As a leading technology company, Siemens' pioneering spirit, outstanding achievements, innovation, quality, reliability, and internationality for over 160 years stand apart. Sustainability and corporate responsibility are the cornerstones of our philosophy.

Siemens employees around the world work on our comprehensive portfolio of forward-looking products and solutions that address the most urgent questions of our time. Our environmental portfolio is already the most comprehensive in the world. This excellence pays off: in fiscal 2012, which ended on September 30, 2012, revenue from continuing operations totaled $105.7 billion and income from continuing operations $7.02 billion. At the end of September 2012, Siemens had around 370,000 employees worldwide on the basis of continuing operations.

Siemens in the U.S. employs approximately 57,000 people in nearly 800 locations throughout all 50 states and Puerto Rico. In fiscal 2012, Siemens U.S reported $20 billion in orders and $22 billion in revenue. Approximately 7,000 employees and $1.3 billion were dedicated exclusively to Research and Development (R&D) in USA.

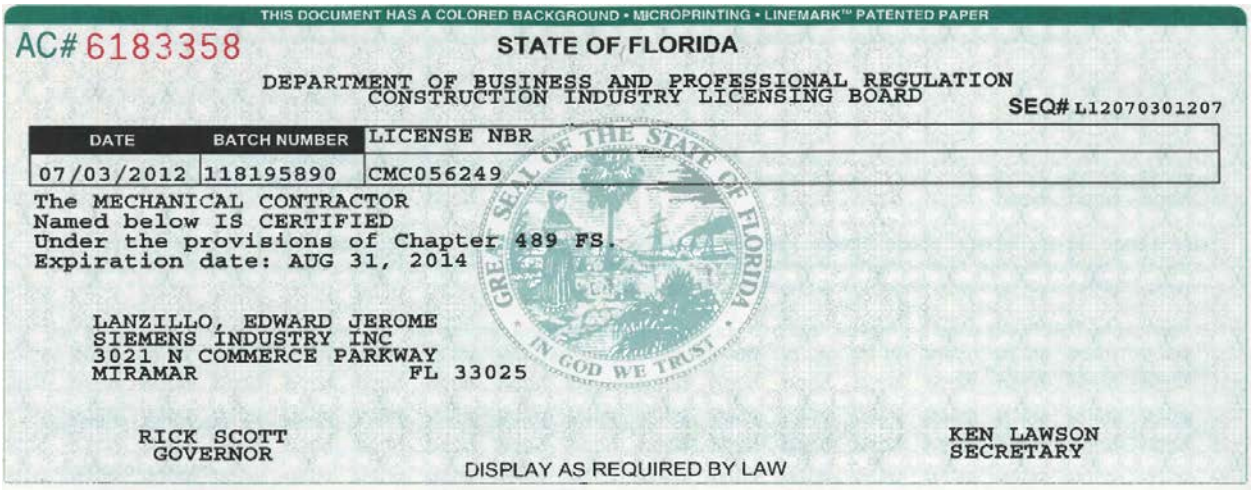
Siemens is organized into four areas of competence:

- Infrastructure & Cities Sector
- Energy Sector
- Industry Sector
- Healthcare Sector

Licenses

- licenses and any other pertinent information shall be submitted.

Please see Florida licensures on the next page.



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STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
CONSTRUCTION INDUSTRY LICENSING BOARD

SEQ# L12070301207

DATE	BATCH NUMBER	LICENSE NBR
07/03/2012	118195890	CMC056249

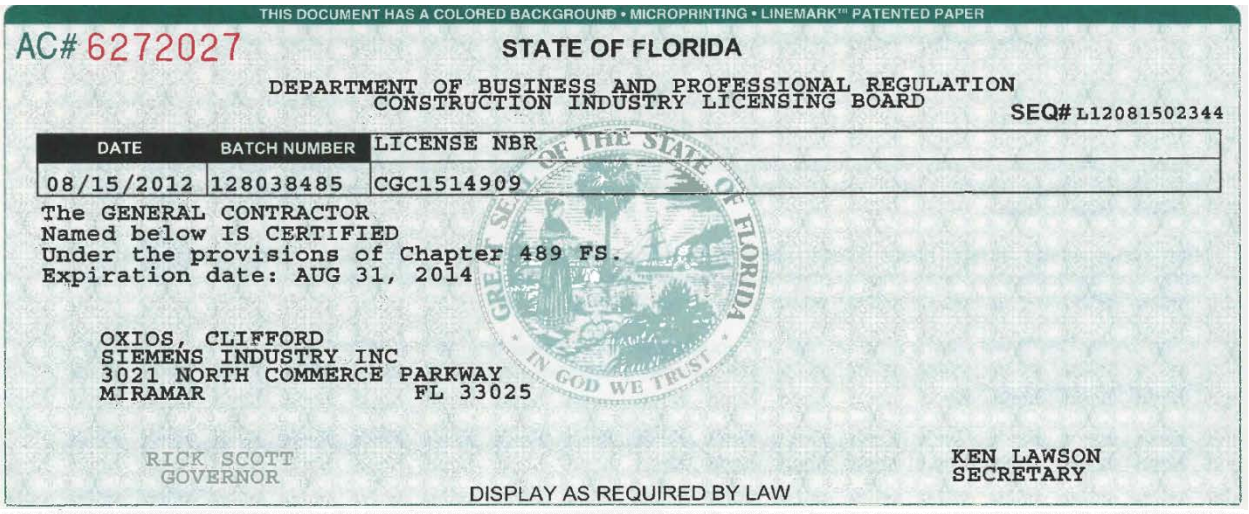
The MECHANICAL CONTRACTOR
Named below IS CERTIFIED
Under the provisions of Chapter 489 FS.
Expiration date: AUG 31, 2014

LANZILLO, EDWARD JEROME
SIEMENS INDUSTRY INC
3021 N COMMERCE PARKWAY
MIRAMAR FL 33025

RICK SCOTT
GOVERNOR

KEN LAWSON
SECRETARY

DISPLAY AS REQUIRED BY LAW



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AC# 6272027

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
CONSTRUCTION INDUSTRY LICENSING BOARD

SEQ# L12081502344

DATE	BATCH NUMBER	LICENSE NBR
08/15/2012	128038485	CGC1514909

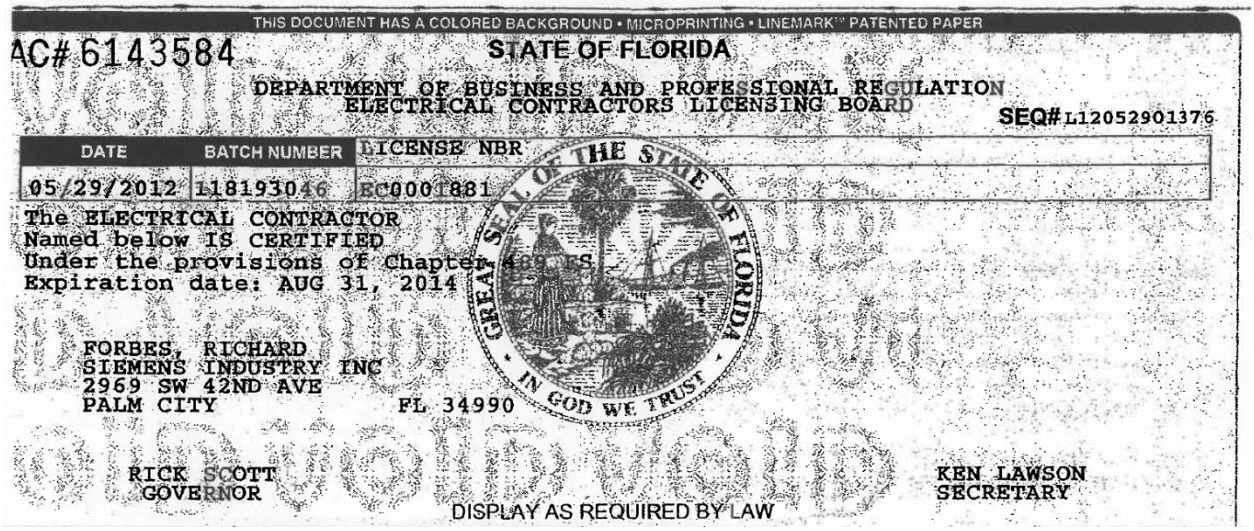
The GENERAL CONTRACTOR
Named below IS CERTIFIED
Under the provisions of Chapter 489 FS.
Expiration date: AUG 31, 2014

OXIOS, CLIFFORD
SIEMENS INDUSTRY INC
3021 NORTH COMMERCE PARKWAY
MIRAMAR FL 33025

RICK SCOTT
GOVERNOR

KEN LAWSON
SECRETARY

DISPLAY AS REQUIRED BY LAW



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AC# 6143584

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
ELECTRICAL CONTRACTORS LICENSING BOARD

SEQ# L12052901376

DATE	BATCH NUMBER	LICENSE NBR
05/29/2012	L18193046	EC0001881

The ELECTRICAL CONTRACTOR
Named below IS CERTIFIED
Under the provisions of Chapter 4[illegible] S
Expiration date: AUG 31, 2014

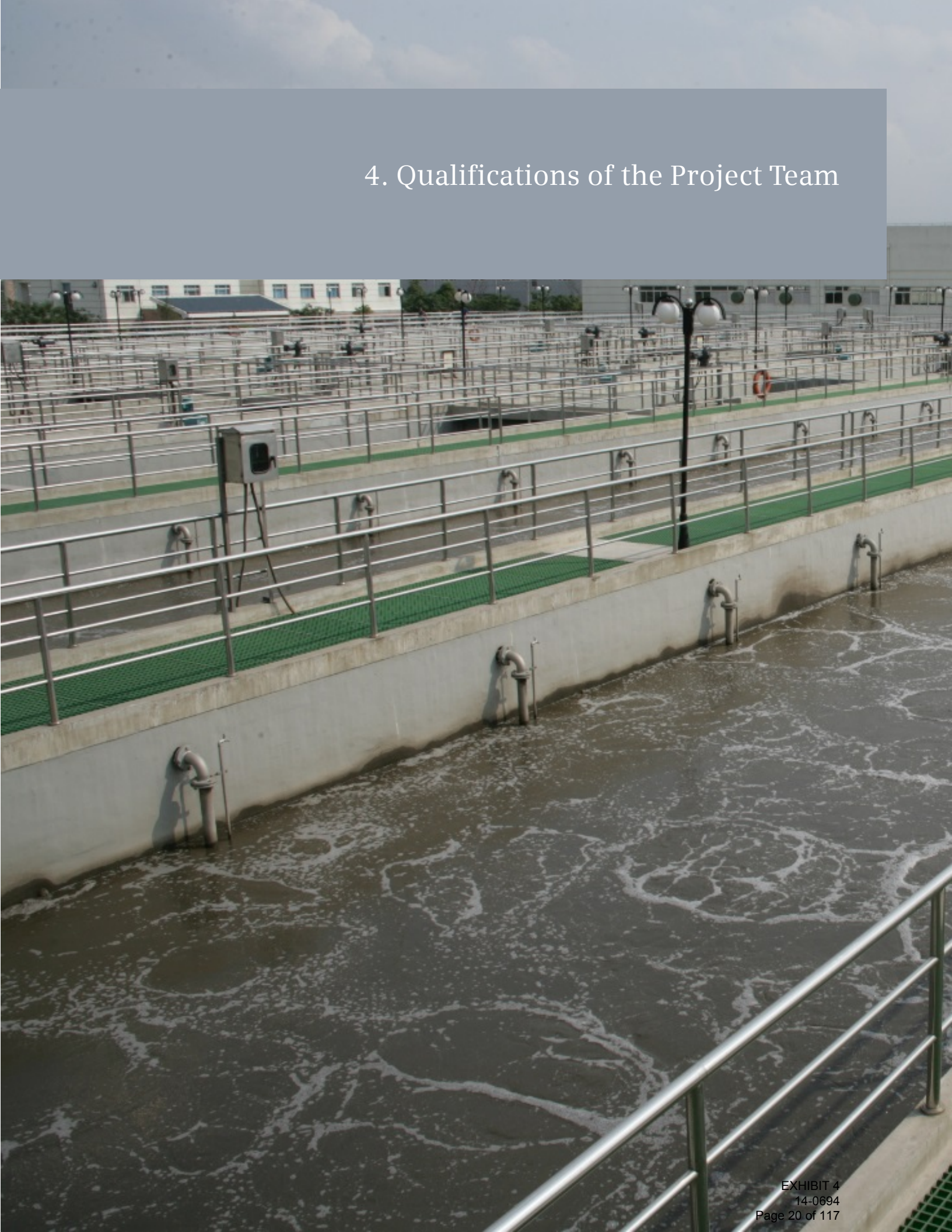
FORBES, RICHARD
SIEMENS INDUSTRY INC
2969 SW 42ND AVE
PALM CITY FL 34990

RICK SCOTT
GOVERNOR

KEN LAWSON
SECRETARY

DISPLAY AS REQUIRED BY LAW

4. Qualifications of the Project Team



Project Team

List the members of the project team.

The City of Ft. Lauderdale can be confident that our Florida team has the expertise to support all aspects of the project (over 40 projects completed in Florida) and, more importantly, are local to the City of Ft. Lauderdale and are only a short drive away to respond to the needs of the City and this project. Our team includes:

Siemens:

- Hector Samario, LEED AP; MBA, Project Leader
- Kalvin Kwan, P.E., CEM Energy Engineer
- Angela Hedgecock, P.E., CDSM, CEM, CPQ, LEED AP Senior Project Developer
- Dan Shabo, P.E., CEM, LEED AP Senior Project Developer
- Ulises Perez, EIT Energy Engineer
- Marco Soto, MBA Senior Energy Engineer
- Duaine Edwards, PMP Project Manager
- Craig M. Spreitzer, P.E., PMP Zone Operations Manager
- Gregg Eaton Zone Sales Manager
- Charles Grabon, CEM, CBEP, CLEP Performance Assurance Specialist
- Frances Tagnazian, CPA, CEM, CMVP, LEED GA Performance Assurance Specialist
- Brian Hurley Solar Energy Specialist
- Steven White Compressed Natural Gas Specialist
- Scott Keeley Compressed Natural Gas Specialist

Wade Trim:

- Eddie Fontanin, P.E. Project Lead
- Clayton McCormack, P.E. Treatment process Lead
- Alan Schwab, P.E. Electrical Lead

Resumes

Resumes begin on the next page.

Craig M. Spreitzer, P.E., PMP

Company Name	**Siemens Industry, Inc.**
Current Job Title	**South Atlantic Zone Operations Manager**
Job responsibilities	Responsible for the development and execution of performance contracts, including sales assistance, investment grade auditing, project planning, cash flow analysis, and customer satisfaction.
Primary Office Location	Norcross, GA

Education

BS Engineering Science and Mechanics, University of Tennessee, Knoxville

Licenses

Professional Engineer (PE), GA & SC
Conditioned Air Non-restricted, GA Contractor
Project Management Institute, Global Project Management Professional

Other Pertinent Information

United States Green Building Council

Experience

Number of years with Siemens	19
Number of years of energy related experience	29 years

Project/Location	Type	Role	Year	$Value
Pitt County	Government	Operations	2013	$3.8M
Augusta Housing Authority	HUD	Operations	2013	$3.1M
Charlotte County, FL	Government	Operations	2013	$3.7M
University of Florida, IFAS	Higher Ed	Operations	2013	$6M
Lynn University	Higher Ed	Operations	2012	$11.0M
Florida Memorial University	Higher Ed	Operations	2012	$6.0M
City of Belle Glade, FL	Government	Operations	2012	$0.5M
City of Clearwater, FL	Government	Operations	2011	$9.85M
City of Pompano Beach, FL	Government	Operations	2010	$14.67M
City of Sarasota, FL	Government	Operations	2010	$8.8M
City of Oviedo, FL	Government	Operations	2010	$3.4M
Clayton County - Jonesboro, GA	Government	Operations	2010	$5.0m
Emory University - Atlanta GA	Higher Ed	Operations	2010	$4.8m
Georgetown County - Georgetown SC	Higher Ed	Operations	2010	$2.3m
Georgia Building Authority - Atlanta	Government	Operations	2009	$5.1m
Asheville Housing Authority - NC	Government	Operations	2010	$3.0m
City of Greenville Housing Auth.	HUD	Operations	2010	$3.1m

Gregg Eaton

Company Name	**Siemens Industry, Inc.**
Current Job Title	**South Atlantic Zone Sales Manager**
Job responsibilities	Responsible for the day to day management of the Performance Contracting team for the Energy and Environmental Solutions Division of Siemens Building Technologies in Florida, Georgia, North Carolina, and South Carolina. Duties include client project visioning, project finance, resource scheduling and contractual review.
Primary Office Location	Tampa, FL

Education
BA Economics, Connecticut College
Licenses
LEED Green Associate
Experience

Number of years with Siemens	6
Number of years of energy related experience	20 years

Gregg Eaton as developed energy savings projects across the Southeast U.S. since 1994 and brings vast experience, creative solutions, technical, financial, and contractual expertise as well as being a motivational team leader keeping everyone focused on project success.

Project/Location	Type	Role	Year	$Value
Charlotte County, FL	Government	Management	2013	$3.7M
University of Florida, IFAS	Higher Ed	Management	2013	$6M
Lynn University	Higher Ed	Management	2012	$11.0M
Florida Memorial University	Higher Ed	Management	2012	$6.0M
Florida A&M University	Higher Ed	Management	2012	$12.2M
City of Clearwater	Local Gov.	Management	2011	$9.8M
City of Oviedo, FL	Local Gov.	Management	2010	$3.4M
City of Sarasota, FL	Local Gov.	Management	2010	$8.8M
City of Pompano Beach, FL	Local Gov.	Management	2010	$14.67M
Clayton County, GA	Local Gov.	Management	2010	$5.1M
City of Greenville Housing Auth.	Government	Management	2010	$3.1M
Florida DHSMV, Phase II	State Gov	Management	2009	$1.6M
Florida Institute of Technology	Higher Ed	Management	2009	$9.2M
Florida A&M University	Higher Ed	Management	2009	$2.45M
Miami Dade County Phase II	Local Gov.	Management	2009	$1.7M
Broward County Schools Phase III	K-12	Management	2009	$2.3M

Dan Shabo P.E., CEM, LEED AP

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Senior Project Developer**
Job responsibilities	Provide technical project development leadership and customer relations oversight during the development phase of energy services projects.
Primary Office Location	Norcross, GA

Education

BS Math/Biology

BS Mechanical Engineering, MS Mechanical Engineering

Auburn University; The Georgia Institute of Technology

Licenses

Professional Engineer, P.E.

LEED-AP

CEM (Certified Energy Manager)

Other Pertinent Information

Publications & Patents: "Installation of a Thermocompressor at Inland Container" (presented at Georgia Tech Economic Development Institute 1994 Energy Conference), United States Patent (Pending Application) 60/938,310 "Cooling System for Carpet/Wood Ash

Experience

Number of years with Siemens	10 years
Number of years of energy related experience	24 years

Project/Location	Type	Role	Year	$Value
University of Florida, IFAS	Higher Ed	Project Developer	2013	$6M
Florida A&M University	Higher Ed	Project Developer	2012	$12.2M
City of Pompano Beach, FL	Local Gov	Project Developer	2010	$14.67M
Three Rivers Landfill Gas project - Aiken, SC	Local Gov	Project Developer	2008	$9M
Shaw Carpet Gasification - Dalton, GA	Commercial	Project Developer	2006	$12M
Coweta County Water and Building Optimization - Newnan, GA	Local Gov	Project Developer	2006	$4M

Hector Samario, LEED AP, MBA

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Senior Account Executive, Florida EES**
Job responsibilities	Customer's primary point of contact and overall responsibility for the project development including coordination of all project team members, leading the project processes through design, project negotiations, contract negotiations, and finalizing the implementation strategy. Provides the entire project team with oversight to ensure the quality of work in the field and that the Customer's objectives are achieved. Post implementation, maintains an ongoing relationship to explore additional opportunities for future energy savings.
Primary Office Location	Miramar, FL

Education

Masters in Business Administration

BS Civil Engineering

Licenses

Green Belt Sig Sigma Certified
LEED Accredited Professional, 2007

Other Pertinent Information

Broward County Climate Change Task Force
Former Vice President, USGBC SF Chapter
Former Co-Chair, Broward League of Cities Sustainability Committee

Experience

Number of years with Siemens	4
Number of years of energy related experience	11

20 years U.S. Naval Pilot and Officer, including Advisory to Royal Saudi Arabia Naval Forces
Consultant with Booze, Allan Hamilton

Project/Location	Type	Role	Year	$Value
City of Hallandale Beach (pending contract)	City	Project Leader	2014	$5.7M
City of Belle Glade	City	Project Leader	2012	$500K
City of Pompano Beach - Pompano Beach, FL	Local Gov.	Sales Assist	2010	$14.6M
City of Hialeah (Strategic Plan Only)	City	Project Leader	2010	$65K

Duaine Edwards, PMP

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Project Manager**
Job responsibilities	During development prepares cost estimates, creates safety plan, reviews current codes, creates logistical plan and construction schedule and establishes a communication plan. . Once construction beings holds kick off meetings and regular meetings with the project team, implements safety plan, drives construction schedule (CPM planning) and project logistics plan, manages project finances, and implements commissioning plan. Reviews all applicable codes and project documents and monitors the project schedule and work activities to assure compliance throughout each phase of the project lifecycle. Provides construction services to satisfy project deliverables. Participates in the job-site final walk-thru and will review the completion of all close-out documentation.
Primary Office Location	Miramar, FL

Education

BS in Electrical Engineering, FAMU/FSU

Licenses

Project Management Professional (PMP)

Other Pertinent Information

Experience

Number of years with Siemens	16
Number of years of energy related experience	16

Project/Location	Type	Role	Year	$Value
City of Palatka	Gov. - HUD	Project Manager	2013	$1.56M
Charlotte County	Local Gov.	Project Manager	2013	$3.67M
City of Belle Glade	Local Gov.	Project Manager	2012	$500K
Florida Memorial University	Higher Ed	Project Manager	2012	$6.0M
Lynn University	Higher Ed	Project Manager	2012	$11M
City of Clearwater, FL	Local Gov	Assist Project Manager	2011	$9.85M
City of Pompano Beach, FL	Local Gov.	Project Manager	2010	$14.67M
Florida Institute of Technology	Higher Ed	Management	2009	$9.2M
Miami Dade Airport	Local Gov.	Project Manager	2008	$2.8M

Ulises Perez, EIT, CEM, LEED AP

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Energy Engineer**
Job responsibilities	Responsible for coordinating internal and external resources for the successful completion of projects. Specific responsibilities include establishing baselines; coordinating field surveys; identifying facility improvement measures; developing RFP/RFQ, feasibility audit, and investment grade audit reports; developing financial models; designing and implementing facility improvement measures; participating in the project review process; participating in project close out; assisting the performance assurance team for the duration of the project guarantee.
Primary Office Location	Miramar, FL

Education

MS in Industrial Engineering, Univ. of Miami

BS in Mechanical Engineering

Licenses

Engineer in Training (EIT)

Certified Energy Manager (CEM),

LEED Accredited Professional (LEED AP)

Other Pertinent Information

American Society of Heating Refrigeration and Air-conditioning Engineers (ASHRAE)
Associated of Energy Engineers (AEE)

Experience

Number of years with Siemens	7
Number of years of energy related experience	7

Project/Location	Type	Role	Year	$Value
City of Palatka, FL	Government	Energy Engineer	2013	$1.56M
City of Clearwater, FL	Local Gov	Energy Engineer	2011	$9.85M
City of Oviedo, FL	Local Gov	Energy Engineer	2010	$3.4M
City of Sarasota, FL	Local Gov	Energy Engineer	2010	$8.8M
City of Pompano Beach, FL	Local Gov	Energy Engineer	2010	$14.67M
Florida DHSMV, Phase II	Government	Energy Engineer	2009	$1.6M
Broward County Schools Phase III	K-12	Energy Engineer	2009	$2.3M
Miami Dade County Phase II	Local Gov	Energy Engineer	2009	$1.7M
Broward Community College	Higher Ed	Energy Engineer	2008	$4.4M

Kalvin Kwan, P.E., CEM

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Energy Engineer**
Job responsibilities	Responsible for coordinating internal and external resources for the successful completion of projects. Specific responsibilities include establishing baselines; coordinating field surveys; identifying facility improvement measures; developing RFP/RFQ, feasibility audit, and investment grade audit reports; developing financial models; designing and implementing facility improvement measures; participating in the project review process; participating in project close out; assisting the performance assurance team for the duration of the project guarantee.
Primary Office Location	Miramar, FL

Education

BS in Mechanical Engineering, University of Florida

Licenses

Professional Engineer (PE), FL

Certified Energy Manager (CEM)

Other Pertinent Information

American Society of Heating Refrigeration and Air-conditioning Engineers (ASHRAE)
Associated of Energy Engineers (AEE)

Experience

Number of years with Siemens	5
Number of years of energy related experience	5

Project/Location	Type	Role	Year	$Value
University of Florida, IFAS	Higher Ed	Energy Engineer	2013	$6.0M
Lynn University	Higher Ed	Energy Engineer	2012	$11.0M
Florida Memorial University	Higher Ed	Energy Engineer	2010	$5.1M
City of Oviedo, FL	Local Gov	Energy Engineer	2010	$3.4M
City of Sarasota, FL	Local Gov	Energy Engineer	2010	$8.8M
City of Pompano Beach, FL	Local Gov	Energy Engineer	2010	$14.67M

Marco Soto, CBCP, CEM

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Energy Engineer**
Job responsibilities	Responsible for coordinating internal and external resources for the successful completion of projects. Specific responsibilities include establishing baselines; coordinating field surveys; identifying facility improvement measures; developing RFP/RFQ, feasibility audit, and investment grade audit reports; developing financial models; designing and implementing facility improvement measures; participating in the project review process; participating in project close out; assisting the performance assurance team for the duration of the project guarantee.
Primary Office Location	Miramar, FL

Education

Masters of Business Administration, Indiana University
BS in Mechanical Engineering, Florida Atlantic University

Licenses

Certified Energy Manager (CEM)

Certified Building Commissioning Professional (CBCP)

Other Pertinent Information

Experience

Number of years with Siemens	3
Number of years of energy related experience	11

Employed at Chevron Energy Solutions, 2003-2011

Project/Location	Type	Role	Year	$Value
Charlotte County, FL	Local Gov	Energy Engineer	2013	$3.7M
City of Belle Glade, FL	Local Gov	Energy Engineer	2012	$0.5M
Lynn University	Higher Ed	Energy Engineer	2012	$11.0M
Tuscaloosa Housing Authority, AL	Government	Energy Engineer	2010	$2.0M
Limestone County, AL	Local Gov	Energy Engineer	2009	$1.9M

Angela Hedgecock, P.E.

Company Name	**Siemens Industry, Inc.**
Current Job Title	**National Project Developer, Water & Wastewater**
Job responsibilities	Performs preliminary and detailed facility audits to identify facility improvement measures (FIMs) Specific responsibilities include establishing baselines; coordinating field surveys; identifying facility improvement measures; developing RFP/RFQ, feasibility audit, and investment grade audit reports; developing financial models; designing and implementing facility improvement measures; participating in the project review process; participating in project close out; assisting the performance assurance team for the duration of the project guarantee. Analyzes blueprints and performs site surveys to identify mechanical, electrical, and control systems and determines facility operational characteristics and develops design concepts concerning recommended FIMs.
Primary Office Location	Tampa, FL

Education

MS Engineering Management, University of South Florida
BS Chemical Engineering, University of South Florida

Licenses

Professional Engineer (PE) licensed in FL, GA and MO.
Certified Energy Manager (CEM); Certified Demand-Side Management Professional (CDSM)
Certified Power Quality Professional (CPQ); LEED Accredited Professional (LEED AP)
OSHA Authorized Outreach Trainer

Experience

Number of years with Siemens	6
Number of years of energy related experience	18

Project/Location	Type	Role	Year	$Value
City of Jackson, MS	Local Gov	Project Engineer	2013	$90M
City of Clearwater, FL	Local Gov	Project Developer	2011	$9.85M
City of Pompano Beach, FL	Local Gov	Project Developer	2010	$14.67M
City of Sarasota, FL	Local Gov	Project Developer	2010	$8.8M
City of Oviedo, FL	Local Gov	Project Developer	2010	$3.4M
City of Sarasota, FL	Local Gov	Project Developer	2010	$8.8M

Charles Grabon, CEM, CEA, CMVP

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Performance Assurance Specialist**
Job responsibilities	Lead M&V professional for the South Atlantic Region. Supports our technical audit and project development team. Aides in the development and establishment of utility baselines and is responsible for the ongoing tracking and reporting of the performance contracts guaranteed savings.
Primary Office Location	Orlando, FL

Education

BS in Business Management, BSB/M

Licenses

LEED Accredited Professional (LEED AP)
Certified Energy Manager, (CEM)
Certified Energy Auditor (CEA)
Certified Measurement and Verification Professional (CMVP)
Certified Business Energy Professional (CBEP)
Certified Lighting Engineering Professional (CLEP)

Experience

Number of years with Siemens	6
Number of years of energy related experience	36

Project/Location	Type	Role	Year	$Value
University of Florida, IFAS	Higher Ed	M&V Specialist	2013	$6M
Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
Florida Memorial University	Higher Ed	M&V Specialist	2012	$6.0M
Florida A&M University	Higher Ed	M&V Specialist	2012	$12.2M
Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
City of Belle Glade, FL	Government	M&V Specialist	2012	$0.5M
City of Clearwater, FL	Government	M&V Specialist	2011	$9.85M
Florida Memorial University	Higher Ed	M&V Specialist	2010	$5.1M
City of Oviedo, FL	Government	M&V Specialist	2010	$3.4M
City of Sarasota, FL	Government	M&V Specialist	2010	$8.8M
City of Pompano Beach, FL	Government	M&V Specialist	2010	$14.67M
Clayton County - Jonesboro, GA	Government	M&V Specialist	2010	$5.0m
Florida Institute of Technology	Higher Ed	M&V Specialist	2009	$9.2M
Florida A&M University	Higher Ed	M&V Specialist	2009	$2.45M

Frances Tegnazian, CPA

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Performance Assurance Specialist**
Job responsibilities	M&V professional for the South Atlantic Region. Supports our technical audit and project development team. Aides in the development and establishment of utility baselines and is responsible for the ongoing tracking and reporting of the performance contracts guaranteed savings.
Primary Office Location	Orlando, FL

Education

BA Accounting and Economics, City University of New York

Licenses

Certified Public Accountant, (CPA)
Certified Energy Manager, (CEM); Certified Measurement and Verification Professional, (CMVP)
LEED Green Associate

Other Pertinent Information

Association of Energy Engineers, (AEE)
United States Green Building Council, USGBC

Experience

Number of years with Siemens	4
Number of years of energy related experience	15

Project/Location	Type	Role	Year	$Value
University of Florida, IFAS	Higher Ed	M&V Specialist	2013	$6M
Florida Memorial University	Higher Ed	M&V Specialist	2012	$6.0M
Florida A&M University	Higher Ed	M&V Specialist	2012	$12.2M
Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
City of Belle Glade, FL	Government	M&V Specialist	2012	$0.5M
City of Clearwater, FL	Government	M&V Specialist	2011	$9.85M
Florida Memorial University	Higher Ed	M&V Specialist	2010	$5.1M
City of Oviedo, FL	Government	M&V Specialist	2010	$3.4M
City of Sarasota, FL	Government	M&V Specialist	2010	$8.8M
City of Pompano Beach, FL	Government	M&V Specialist	2010	$14.67M
Clayton County - Jonesboro, GA	Government	M&V Specialist	2010	$5.0m
Florida Institute of Technology	Higher Ed	M&V Specialist	2009	$9.2M
Florida A&M University	Higher Ed	M&V Specialist	2009	$2.45M

Brian Hurley

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Solar Program Manager**
Job responsibilities	Dedicated solar manager within the Alternative Energy Group at Siemens Industry. Working closely with internal and external stakeholders to advance the solar initiative at Siemens. By leveraging the breath of the Siemens organization and the strength of Siemens Financial Services' PPA solution, we are growing the distributed generation solar market in the US.
Primary Office Location	1000 Deerfield Parkway, Buffalo Grove, IL 60089

Education

BA Political Science and Economics, University of Vermont (Omicron Delta Epsilon)

Experience

Number of years with Siemens	1 Year
Number of years of energy related experience	11 Years

Project/Location	Type	Role	Year	$Value
The Masonic Home of New Jersey	Solar PV	Business Development	2011	$3.48M
Shrewsbury Electric and Cable Operations	Solar PV	Business Development	2012	$7M
MGM Resorts	Solar PV	Business Development	2012	$12.4M
Holy Eucharist Church	Solar PV	Business Development	2012	$900k
White Sands Missile Range	Solar PV	Business Development	2013	$12M
Atwater	Solar PV	Business Development	2012	$6M

Steven C. White, P.E.

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Project Developer**
Job responsibilities	Responsible for coordinating the internal and external resources for the development and successful completion of projects, including alternative energy and CNG infrastructure projects. Specific responsibilities include: Financial and engineering management, financial analysis and cash flow modeling, structured project financing, project valuation development, budget analysis and execution, data synthesis and analysis for energy markets, contract development and negotiation, and system design and construction.
Primary Office Location	Charlotte, NC

Education

BS in Civil Engineering, Virginia Tech
MBA, Concentration in Finance, University of North Carolina at Charlotte

Licenses

Registered Professional Engineer, Virginia
LEED Green Associate

Experience

Number of years with Siemens	7
Number of years of energy related experience	21

Project/Location	Type	Role	Year	$Value
Lambert Airport CNG, St. Louis, MO	Public/Private	Project Developer	2014	$3.4M
Bear Valley School District CNG, CA	Public	Project Developer	2013	$1.0M
Baton Rouge Landfill Gas Medium Btu, LA	Private	Project Developer	2011	$9.4M
Three Rivers Landfill Gas Medium Btu, SC	Public/Private	Project Developer	2009	$8.7M
Iredell County Landfill Gas to Electricity, NC	Private	Project Developer	2007	$4.0M
Lynchburg Landfill Gas Medium Btu, VA	Private	Project Developer	2006	$3.0M
Waverly Landfill Gas Medium Btu, VA	Private	Project Developer	2005	$18.7M

Christopher "Scott" Keeley

Company Name	**Siemens Industry, Inc.**
Current Job Title	**Alternative Energy Project Developer**
Job responsibilities	Drive Compressed Natural Gas Solutions
Primary Office Location	Charlotte, NC

Education

BSME North Carolina State University

Experience

Number of years with Siemens	9
Number of years of energy related experience	27

Project/Location	Type	Role	Year	$Value
Aiken SC	Land Fill Gas	Lead Developer	2007	$9.2M
Baton Rouge	Landfill Gas	Lead Developer	2009	$9.8 M
Bear Valley CNG	CNG	Development	2013	$1 M
Tuscaloosa	Landfill Gas	Development Consultant	2011	$4M
St Louis	CNG	Lead Developer	2012	$3.2 M

WADE TRIM RESUMES

Eddie Fontanin, P.E.

Company Name	**Wade Trim, Palm Bay, Florida**
Current Job Title	**Project Lead**
Job responsibilities	Eddie will lead all coordination on our projects involving scoping, analysis, design, and construction. Eddie will serve as the point of contact throughout the span of the project(s).

Education

BS Environmental Engineering, University of Windsor, Ontario, 1995

Licenses

Professional Engineer, FL

Professional Engineer, MI

Other Pertinent Information

FWEA Reuse Committee; NAASCO - National Association of Sewer Service Companies; AWWA - American Water Works Association

Project	Role	Year (Pro Services)	Year (Construction)
WRF Filter Replacement – City of Palm Bay Utilities Department; Palm Bay, FL Evaluated the ability to retrofit the existing continuous up-flow type sand filters at the Palm Bay Water Reclamation Facility with cloth media type disc filters within the existing concrete structure and taking into consideration the existing hydraulic profile. Lead the detailed design of the improvements and provided technical oversight of the filter installation.	Technical Lead	2008	2009
Waste Water Treatment Energy Efficiency – City of Palm Bay Utilities Department; Palm Bay, FL Project Lead. Lead the technical analysis of the City of Palm Bay Troutman Wastewater Treatment to identify the energy usage of each unit process within the plant. Working with City staff, evaluated and determined the potential energy savings and payback from modifying the operation of the surface aerators and aeration blowers.	Technical Lead	2011	2014
WWTP Generator Replacement – City of Palm Bay Utilities Department; Palm Bay, FL After evaluating the electrical demands within the Palm Bay Troutman WWTP, Wade Trim recommended the existing 1100 kW emergency generator be replaced with a 750 kW unit. Wade Trim assisted the City to procure the generator separately from the installation of the unit. Project included installation of replacement air intake and exhaust louvers.	Technical Lead	2012	2014

WWTP Digester Mixer Replacement - City of Palm Bay Utilities Department; Palm Bay, FL Upon evaluating the operation and energy performance of the digester mixers it was recommended to replace the existing 8 mixers with new mixers containing variable frequency drive motors and floatation to adjust for variable flow heights. Mixers will include Dissolved Oxygen sensors to assure that Class B biosolids are met prior to being sent to the belt filter press.	Technical Lead	2012	2014
Power Factor Correction Study, TOHO Water Authority, Kissimmee, FL. Project Lead. Provided a study of an existing power factor correction capacitor installation on a water treatment plant high service pump. The assessment involved obtaining additional meter data in order to conclusively determine that the power factor correction equipment is saving enough energy to warrant installing it on other pump motors. Furthermore, other factors such as pump run times, efficiency, etc., was taken into consideration when comparing the energy usage to other pumps which do not have the power factor correction equipment installed.	Technical Lead	2014	NA

Clayton McCormack, P.E.

Company Name	**Wade Trim, Palm Bay, Florida**
Current Job Title	**Project Lead**
Job responsibilities	Clayton will be responsible for any treatment plant project; replacement of a treatment unit/component or modification to the operations resulting in savings / efficiency. Clayton's experience includes alternative analysis, creative treatment technology techniques, water quality standards, pump design, system integration, project start-up, and facility evaluation.

Education

MS, Environmental Engineering, Michigan State University, 1995; BS, Chemistry, Illinois Wesleyan University, 1992

Licenses

Professional Engineer, FL

Professional Engineer, MI

Other Pertinent Information

Water Environment Federation; American Chemical Society; American Water Works Association; International Ozone Association

Project	Role	Year (Pro Services)	Year (Construction)
Palm Bay Energy Efficiency Lead the technical analysis of the City of Palm Bay Troutman Wastewater Treatment to identify the energy usage of each unit process within the plant. Working with City staff, evaluated and determined the potential energy savings and payback from modifying the operation of the surface aerators and aeration blowers.	Treatment Process Lead	2011	NA
Palm Bay Filter Replacement Evaluated the ability to retrofit the existing continuous up-flow type sand filters at the Palm Bay Water Reclamation Facility with cloth media type disc filters within the existing concrete structure and taking into consideration the existing hydraulic profile. Lead the detailed design of the improvements and provided technical oversight of the filter installation.	Technical Lead.	2008	2009
Brevard County/Port St John Feasibility Lead the development of six alternatives to provide secondary biological treatment using existing facility infrastructure on a temporary basis to allow for the single ring-steel (center clarifier with peripheral aeration and sludge digestion zones) wastewater treatment tank to be taken out of service for structural rehabilitation and application of a replacement protective tank coating system.	Technical Lead.	2013	NA

Palm Bay Generator Replacement After evaluating the electrical demands within the Palm Bay Troutman WWTP, Wade Trim recommended the existing 1100 kW emergency generator be replaced with a 750 kW unit. Wade Trim assisted the City to procure the generator separately from the installation of the unit. Project included installation of replacement air intake and exhaust louvers	Technical Lead.	2012	Ongoing

Alan Schwab, P.E.

Company Name	**Wade Trim, Palm Bay, Florida**
Current Job Title	**Electrical Lead**
Job responsibilities	Alan is the lead electrical engineer who will lead all projects from an electrical, instrumentation and control perspective. Alan will lead the determination of cost pay back per project and savings to be recognized. Working with Eddie and Clayton will incorporate our expertise in cost savings projects.

Education

BS, Electrical Engineering, Lawrence Technical University, 1993; AS, Chemical Technology, Lawrence Technical University, 1993

Licenses

Professional Engineer, FL

Professional Engineer, MI

Other Pertinent Information

Instrument Society of America (ISA); Institute of Electrical and Electronics Engineers (IEEE)

Project	Role	Year (Pro Services)	Year (Construction)
Jordan School Project – City of St. Petersburg, Florida Historical lighting with energy efficient design for LEED Silver certification. Electrical Engineer for designing site lighting. The site lighting for Jordan School was designed to meet the required 80% of ASHRAE 90.1- 2004 Standards for energy efficient design of exterior lighting using low intensity shielded fixtures. The light fixtures have energy efficient lamps that meet the total watts per square foot allowances for exterior lighting power density. The site lighting has an automatic means of control by astronomic time clock that automatically adjusts seasonally so that lighting is turned off when sufficient day light is available. The dark sky cut off component of the light fixtures eliminates light from being emitted at an angle of 90 degrees or higher from nadir to prevent light pollution and meet exterior light distribution requirements.	Electrical Engineer	2008	2009
Generator Heat Pump Evaluation, TOHO Water Authority, Kissimmee, FL Provided an independent evaluation of several existing heat pump installations which were used to maintain the temperatures of diesel generator water jackets, in lieu of using the standard electric block heaters. The manufacturer of the heat pump claimed that the heat pump was more energy efficient than the electric block heater which had been furnished as original equipment with each generator. Metering data was obtained to record the power consumed by the heat pumps and the electric block heaters.	Electrical Engineer	2011	N/A

Lift Station Controller – City of Palm Bay, Florida. Assisted the City with preparing an RFP and reviewing bids for ten pump controllers and software for reducing energy used at the lift stations. The pump controllers monitor the energy used by each pump. Data from the pump controllers are transmitted via radio to the wastewater treatment plant. The controller data is analyzed using specialized software which controls which pump runs and when. The software's goal is to maximize the use of the most energy efficient pumps and minimize the different lift stations from pumping against each other. The software also maintains a more uniform flow of wastewater water to the treatment plant and minimizes "slugs" of water being sent from the collection system.	Electrical Engineer	2012	2012
Alternative Energy Evaluation, City of Omaha, NE. Provided an evaluation of using solar, wind, and geothermal technologies for reducing the energy demand for a future combined sewer overflow retention treatment facility. Each technology was separately evaluated based on anticipated construction costs, utility kWh rate and demand charges, and payback period.	Electrical Engineer	2013	2015
Power Factor Correction Study, TOHO Water Authority, Kissimmee, FL. Provided a study of an existing power factor correction capacitor installation on a water treatment plant high service pump. The assessment involved obtaining additional meter data in order to conclusively determine that the power factor correction equipment is saving enough energy to warrant installing it on other pump motors. Furthermore, other factors such as pump run times, efficiency, etc., was taken into consideration when comparing the energy usage to other pumps which do not have the power factor correction equipment installed.	Electrical Engineer	2014	N/A

5. Project Manager's Experience

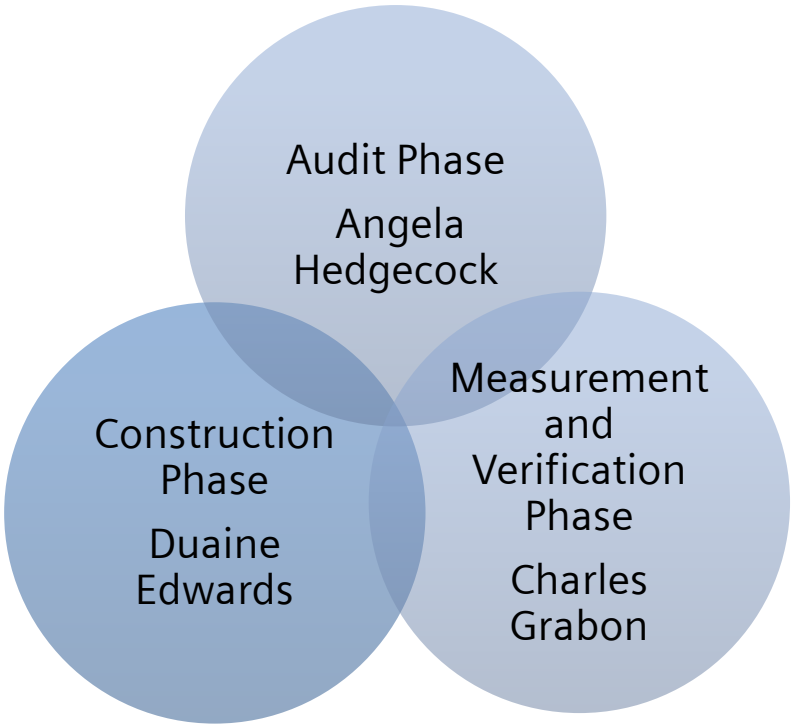
Provide a comprehensive summary of the experience and qualifications of the individual(s) who will be selected to serve as the project managers for the City. Individual(s) must have a minimum of five (5) years' experience in required discipline and have served as project manager on similar projects on a minimum of three previous occasions.

There are three distinct phases to an Energy Performance Contract:

- Audit Phase
- Construction Phase
- Measurement and Verification Phase

Each phase from a Performance Contract is closely intertwined and the Project Lead from each phase must be able to work closely together throughout the project life cycle. The team of Project Managers assigned to this project has worked together on four projects over the last five years (City of Oviedo, City of Pompano Beach and City of Clearwater) which total in value approximately $30M in infrastructure improvements.

During the IGA Phase your project lead will be Angela Hedgecock, in the Construction Phase Duaine Edwards will be your Project Manager and during the Measurement and Verification Phase Charles Grabon will be the Project Manager.



Angela Hedgecock, P.E.

Project Manager

Investment Grade Audit Phase

Current Job Title: Senior Project Developer

Job responsibilities: Performs preliminary and detailed facility audits to identify facility improvement measures (FIMs) Specific responsibilities include establishing baselines; coordinating field surveys; identifying facility improvement measures; developing RFP/RFQ, feasibility audit, and investment grade audit reports; developing financial models; designing and implementing facility improvement measures; participating in the project review process; participating in project close out; assisting the performance assurance team for the duration of the project guarantee. Analyzes blueprints and performs site surveys to identify mechanical, electrical, and control systems and determines facility operational characteristics and develops design concepts concerning recommended FIMs.

Primary Office Location: Tampa, FL

Education: MS Engineering Management, University of South Florida; BS Chemical Engineering, University of South Florida

Licenses: Professional Engineer (PE), FL; Certified Energy Manager (CEM); Certified Demand-Side Management Professional (CDSM); Certified Power Quality Professional (CPQ); LEED Accredited Professional (LEED AP)

Number of years with Siemens: 6 years

Number of years of energy related experience: 18 years

PROJECT EXPERIENCE SUMMARY				
Project/Location	Type	Role	Year	$Value
City of Jackson, MS	Local Gov	Assist Project Developer	2013	$90M
City of Columbus, MS	Local Gov	Project Developer	2013	$3.2M
City of Lexington, TN	Local Gov	Project Developer	2013	$4.4M
City of Hewitt, TX	Local Gov	Project Developer	2013	$2.4M
Bay City, TX	Local Gov	Project Developer	2012	$8.7M
City of Vicksburg, MS	Local Gov	Project Developer	2012	$6.0M
City of West Point, MS	Local Gov	Project Developer	2012	$5.0M
City of Clearwater, FL	Local Gov	Project Developer	2011	$9.85M
City of Pompano Beach, FL	Local Gov	Project Developer	2010	$14.67M
City of Sarasota, FL	Local Gov	Project Developer	2010	$8.8M
City of Oviedo, FL	Local Gov	Project Developer	2010	$3.4M

Angela will be the lead during the Audit Phase. We use a team (Ulises, Marco and Kalvin) of engineers to evaluate the buildings' operation and functions through extensive onsite investigations and interviews with the facility personnel. The engineering study is lead by Angela, a registered professional engineer with 18 years of experience in energy studies, building design, and maintenance operations. Supporting the lead engineer is a team composed of specialists and engineers in lighting, alternative energy, mechanical design, control systems, and service maintenance.

With eighteen years of industry experience Angela has a breadth of experience uncommon in the industry. The projects that Angela has worked on in FL include the following Scopes of Work:

- Installation of new Centrifuge dewatering systems to replace belt filter presses, refurbish belt filter presses to serve as back up units, install fats, oil, and grease ("FOG") receiving system and an electrical generation and heat recovery (cogeneration) system utilizing digester gas as the fuel to be fired in a reciprocating engine-generator (335KW), replace mixers in fermentation tanks, mixers in first anoxic tanks, mixers in second anoxic tanks, biological odor control system, and retrofit lighting - indoor and outdoor at water and waste water treatment plants.
- Installation of Advance Meter Infrastructure (AMI), replacement of 20,000 water meters with AMI compatible meters, Odor Control Biofilter at the Water Plant, Interior and exterior lighting upgrades, water conservation, new central energy/chiller plant at City Hall, EMC, new rooftop HVAC units, water and reuse water pump upgrades.
- Installation of Advance Meter Infrastructure (AMI), replacement of 24,000 water meters with AMI compatible meters, Interior and exterior lighting upgrades, water conservation, new central energy/chiller plant at City Hall, EMC, new rooftop HVAC units, golf cart charging stations at municipal golf course, water and reuse water pump upgrades, VFDs on High Service water pumps, and new fire alarm system for City Hall.
- Water Meters-AMR, 10,000 meters, Geothermal Heating/Cooling for Pool and Recreation Center, Building Automation, Lighting Retrofits (Interior and Exterior), Solar Window Film, Pool Pump VFDs, and LED Parking lot lighting retrofits.

Duaine Edwards, PMP

Project Manager Construction Phase

Current Job Title Project Manager

Job responsibilities: During development prepares cost estimates, creates safety plan, reviews current codes, creates logistical plan and construction schedule and establishes a communication plan. Once construction beings holds kick off meetings and regular meetings with the project team, implements safety plan, drives construction schedule (CPM planning) and project logistics plan, manages project finances, and implements commissioning plan. , Reviews all applicable codes and project documents and monitors the project schedule and work activities to assure compliance throughout each phase of the project lifecycle. Provides construction services to satisfy project deliverables. Participates in the job-site final walk-thru and will review the completion of all close-out documentation

Primary Office Location: Miramar, FL

Education: BS in Electrical Engineering, FAMU/FSU

Licenses: Project Management Professional (PMP)

Number of years with Siemens: 16

Number of years of energy related experience: 16

PROJECT EXPERIENCE SUMMARY				
Project/Location	Type	Role	Year	$Value
City of Palatka	Gov. - HUD	Project Manager	2013	$1.56M
Charlotte County	Local Gov.	Project Manager	2013	$3.67M
City of Belle Glade	Local Gov.	Project Manager	2013	$500K
Florida Memorial University	Higher Ed	Project Manager	2012	$6.0M
Lynn University	Higher Ed	Assist Project Manager	2012	$11M
City of Clearwater, FL	Local Gov	Assist Project Manager	2011	$9.85M
City of Pompano Beach, FL	Local Gov.	Project Manager	2010	$14.67M
Florida Institute of Technology	Higher Ed	Project Management	2009	$9.2M
Miami Dade County Phase II	Local Gov.	Project Manager	2007	$1.6M

Once the project moves from the Audit phase to the Construction Phase Mr. Duaine Edwards will move from a support role on Angela's team to leader of the implementation team. While primary responsibility falls on Duaine during this phase he will have the support of Angela and her team Audit team as well as support from Mr. Charles Grabon of the Measurement and Verification team.

Duaine knows what it is like to work in occupied buildings and how to create an Owner friendly schedule, the importance of having a safety plan and holding safety regular meetings, an accurate and updated schedule (Critical Path Method), up to date and accurate project accounting (making sure all Owner Direct Purchases are properly accounted for), a public relations campaign to educate the public about how the City is becoming more efficient,

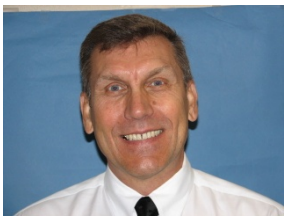
subcontractors that are carefully managed for quality and performance, Commissioning all systems, and the importance of implementing the portion of the Measurement and Verification Plan performed during the construction phase.

Duaine has sixteen years of experience in the energy industry. In the last five (5) years he has been the Project Manager on over $35M worth of Performance Contracting projects and assisted other Project Managers on projects with a value of over $20M.

These projects have given Duaine's a broad base of experience in construction projects within the local government vertical market. Some of the infrastructure improvement Duaine has overseen the installation of includes:

- Chiller plants – At Florida Memorial University (1,300 tons, including new piping loop), Florida Institute of Technologies (1,000 tons cooling and chiller plant and piping loop) and City of Pompano Beach (350 tons).
- Lighting Retrofits and Occupancy Sensor Installation (including LED technology) – Charlotte County, FIT, FMU, Palatka HA, City of Belle Glade, City of Pompano Beach, and City of Clearwater.
- Geothermal Pool Heating - City of Oviedo and Charlotte County
- Pool Pumps, Motors, and Drives – City of Oviedo, City of Pompano Beach, Charlotte County
- Sports Field Lighting – Charlotte County (Tampa Bay Rays spring training field)
- Heating Ventilation Air-conditioning Upgrades such as Split systems, AHU replacements, Air Cooled Chillers, etc. – Charlotte County, City of Pompano Beach, City of Belle Glade, FIT, FMU, Palatka HA, and City of Clearwater
- Automated Meter Infrastructure – City of Pompano Beach (20,000 meters), City of Oviedo (9,000 meters)
- Building Automation Systems - Charlotte County, FIT, FMU, Palatka HA, City of Belle Glade, City of Pompano Beach.
- Solar Window Film – FIT, and City of Oviedo.
- Fire Protection Systems – FIT and City of Pompano Beach
- Solid Waste Management - FMU and FIT
- Street Lighting – Retrofit of selected Decorative (Antique) style street lights from metal halide and high pressure sodium to new LED lamps in new high efficiency decorative fixtures (358 fixtures). Retrofit of Cobra head style fixtures with LED fixtures.

Charles Grabon



Project Manager Measurement & Verification

Current Job Title: Performance Assurance Specialist

Job responsibilities: Lead M&V professional for the South Atlantic Region supporting our technical audit and project development team. Aides in the development and establishment of utility baselines and is responsible for the ongoing tracking and reporting of the performance contracts guaranteed savings.

Primary Office Location: Orlando, FL

Education: BS in Business Management, BSB/M

Licenses: LEED Accredited Professional (LEED AP); Certified Energy Manager, (CEM); Certified Energy Auditor (CEA); Certified Measurement and Verification Professional (CMVP); Certified Business Energy Professional (CBEP); Certified Lighting Engineering Professional (CLEP)

Number of years with Siemens: 6

Number of years of energy related experience: 36

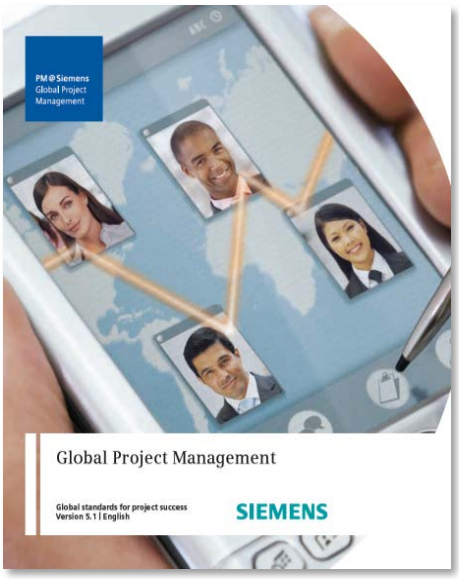
PROJECT EXPERIENCE SUMMARY				
Project/Location	Type	Role	Year	$Value
University of Florida, IFAS	Higher Ed	M&V Specialist	2013	$6M
Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
Florida Memorial University	Higher Ed	M&V Specialist	2012	$6.0M
Florida A&M University	Higher Ed	M&V Specialist	2012	$12.2M
City of Clearwater, FL	Government	M&V Specialist	2011	$9.85M
Florida Memorial University	Higher Ed	M&V Specialist	2010	$5.1M
City of Oviedo, FL	Government	M&V Specialist	2010	$3.4M
City of Sarasota, FL	Government	M&V Specialist	2010	$8.8M
City of Pompano Beach, FL	Government	M&V Specialist	2010	$14.67M
Clayton County - Jonesboro, GA	Government	M&V Specialist	2010	$5.0M
Florida Institute of Technology	Higher Ed	M&V Specialist	2009	$9.2M
Florida A&M University	Higher Ed	M&V Specialist	2009	$2.45M
Miami Dade County Phase II	Government	M&V Specialist	2009	$1.7M
Valencia Community Phase II College	Higher Ed	M&V Specialist	2008	$6.0M
Broward County Schools Phase III	K-12	M&V Specialist	2009	$2.3M

Beginning with the end in mind, it is during the IGA is when the Measurement and Verification Plan is put together and reviewed with the customer. During construction certain elements of the M&V plan are completed. Once the project construction is completed Mr. Charles Grabon

the team leader for our M&V team assumes management of the project. The M&V phase is by far the longest phase of the contract typically lasting 10-15 years.

Mr. Grabon has thirty six years of experience in the energy industry. In the last five (5) years he has been the M&V Specialist on over $100M worth of Performance Contracting projects including all the projects that Duaine has worked on and all the Florida projects Angela has worked on. He has written Measurement and Verification plans and implemented them on hundreds of millions of dollars of Performance Contracting projects. There is very little that he has not seen that he cannot devise a plan for. All his plans utilize industry standard protocols such as International Performance Measurement and Verification Protocol (IPMVP, Federal Energy Management Protocol (FEMP) or ASHRAE Guideline 14, M&V Protocol.

Charles performs/manages the following tasks during the M&V phase of the project:



- Year Zero Report, at the conclusion of construction a savings report is presented to update stakeholders in the project
- Site Visits - performed quarterly with a report presented to the City
- Equipment Trending – Performance trending of energy consuming equipment
- Utilities Trending - utilities are monitored on a monthly basis for changes in trends
- Identify New Opportunities – Work with Owner to identify new opportunities for savings
- Continuous Optimization – Looking to further improve achieved savings out of existing measures installed
- Ongoing Service – Manage the ongoing service requirements of the Owner
- Quarterly Reporting – Report on condition/performance of the improvement measures installed as well as opportunities to create efficiencies with systems not part of the project
- Annual Savings Report – Annual reconciliation report documenting level of savings in compliance of Florida Statute 489.145

Project Management Methodology

Every day, more than 15,000 Siemens' trained Project Managers work for our customers worldwide; Siemens' Project Managers are not part time positions but career tracks requiring full compliance with training and certification programs.

Professional project management is a vital success factor for Siemens as almost half of our revenues derive from project business. With this many project managers representing Siemens and our customers each day, it was imperative that Siemens develop internal processes, standards, policies and manuals (guidebook, pictured right) to drive and expect excellence from our project managers. ***PM@Siemens*** is the project management standard developed by Siemens. It is a

global program that supports the continuous and sustainable improvement of our Project Managers and our Project Management processes towards process and business excellence.

To keep our business competitive in a global environment, and to bring our customers the "best" in our project managers, Siemens constantly promotes new and innovative project management issues and provides high quality training and certification requirements. These programs include:

- PM@Siemens Academy
- PM Competency Assessment Tool
- PM Experience webpage for the sharing of best practices, issues, etc.

In keeping with our commitment to excellence, Siemens approaches every aspect of project management with the utmost professionalism and efficiency. As you will see, our vast experience enables us to foresee and address potential problems before they arise. The end result is a seamless project that meets or exceeds your expectations.

Your needs will be attended to immediately by our local City of Miramar office, which has the necessary engineering capability, project management, monitoring services, training services, and mechanical service technicians. This local capability greatly enhances both our short- and long-term responsiveness to your County and staff. Experienced, local personnel will meet your high performance standards because they are backed by a dedicated performance contracting team comprised of industry leaders in this market.

Siemens excels in project management. We anticipate and prevent potential problems, saving everyone on the project team from having to react to one unforeseen incident after another. We avoid wasting time and resources putting out fires; instead, effective project management enables us to focus on essential tasks. We are driven by the fact that your satisfaction rests on our productivity.

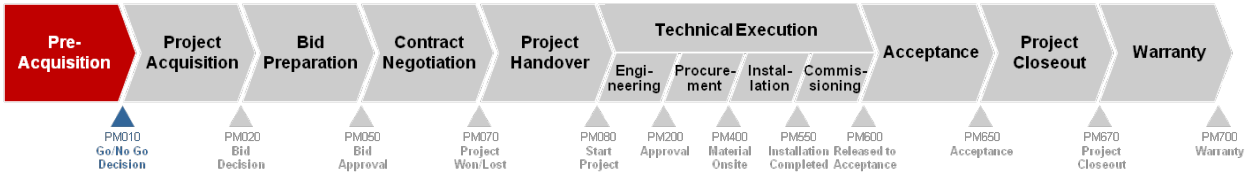
We take pride in our ability to complete jobs on time, within budget, and at the quality you and your constituents deserve. We encourage you to confirm our commitment by contacting our partners in the performance contracting market.

PM@SIEMENS PROCESS

A significant factor in our success is PM@Siemens, which is a disciplined project management process that encompasses the entire project workflow, from project pre-acquisition to final delivery and contract close. PM@Siemens establishes specific requirements for all project executions that are fully aligned with our organization, including Project Management Institute (PMI) certification. These guidelines focus on our processes as a roadmap for the successful execution of projects and overall customer satisfaction.

When we implement PM@Siemens, we meet project objectives by planning, monitoring and measuring, and taking corrective actions when necessary. Highlights of our methodology include consolidated industry best practices; a 12-module program that is uniformly taught and applied; a vast history in lessons learned; uniform project categorization; and an international project manager database, which ensures that the right project managers are assigned to every project. We consistently apply and improve project management within Siemens field offices.

The diagram below illustrates PM@Siemens' project milestone and processes.



We adopted PM@Siemens from the Project Management Institute's (PMI) publication, "Project Management Body of Knowledge" (PMBOK). PMI is a worldwide association of 20,000 project managers. The PMBOK includes proven, traditional practices that are widely applied in addition to innovative and advanced practices. The PMBOK was defined by professional peers, and it outlines five process groups deemed essential for effective project management and risk minimization:

- ✓ Initiate – recognize that a project or phase should begin
- ✓ Plan – devise and maintain a workable scheme to accomplish business needs that the project was undertaken to address
- ✓ Execute – coordinate people and resources to carry out plan
- ✓ Control – ensure project objectives are met by monitoring and measuring progress, and taking corrective action when necessary
- ✓ Close – formalize acceptance of the project or phase, and bring it to an orderly end

The project manager's direct responsibilities start with planning and estimating in the project development phase, and they continue with management and control through the implementation and customer acceptance phases.

6. Approach to Scope of Work

City of Ft. Lauderdale Goals and Objectives Statement

Provide in concise narrative form, your understanding of the City's needs, goals and objectives as they relate to the project, and your overall approach to accomplishing the project.

Urban sustainability is among the most critically important global issues of the 21st century. Over half the world's population lives in urban areas - from small cities like York, to megacities like New York - and by 2050 that proportion will rise to 70% of all humanity.

The big challenge is that cities now consume about 75% of the entire world's energy and emit around 80% of all greenhouse gases. The fight against climate change and sea level rise will therefore be won or lost in cities, so it's crucial we make our urban habitats more efficient, cleaner and better to live in - not only for ourselves, but for future generations and the earth's diverse ecosystems

Despite these many challenges, there is one thing that is abundantly clear – the City of Fort Lauderdale will contribute to, and be part of the solution to these challenges and not be overcome by them!

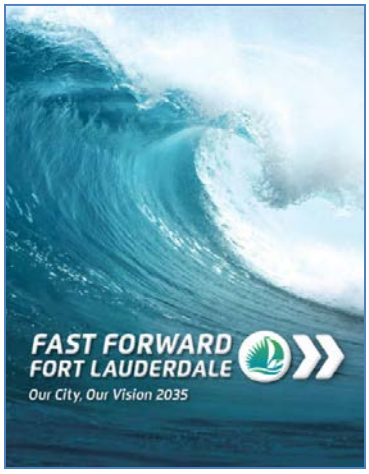
Siemens clearly understands the City's vision and goals as they relate to this project and, although the City has initiated many complimentary programs (smart parking, complete streets, wind power, etc.), there is much more opportunity for improvement. The City's vision and goals can best be summarized by two City initiatives:

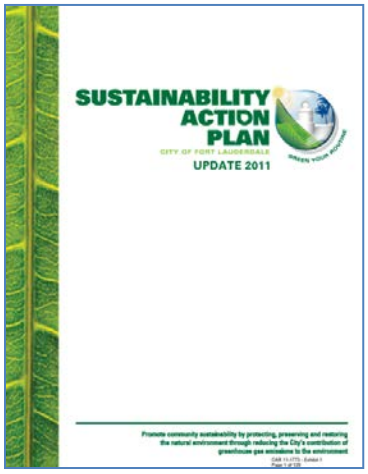
- FAST FORWARD FORT LAUDERDALE; Our City, Our Vision 2035
- Sustainability Action Plan (SAP)

FAST FORWARD FORT LAUDERDALE – As stated in the Executive Summary, ***"The Visioning process conveyed that we are good, but we aspire to be great in 2035....It is our responsibility and opportunity to make it happen."*** As will be discussed in the following pages, Siemens has the portfolio, innovation, global expertise and methodology to support the City of Fort Lauderdale in its quest to achieve greatness.

Sustainability Action Plan – Each day Siemens supports local governments across the globe in their sustainability ambitions, and looks forward to assisting City leadership and staff in realizing their Sustainable goals in Leadership, Air Quality, Energy, Water, Built and Natural Environment, Transportation and Waste.

Ft. Lauderdale is on a trajectory to be a flagship community known for its seamless integration of sustainability and green initiatives for the long-term viability of the community in the 21st century.





"Today, the 2035 Vision Plan outlines the hopes, dreams, aspirations, and ideas for the future of our City. It is the inspiration and the promise that the 2012 neighbors for Fort Lauderdale have for the 2035 neighbors of our City."

Introduction
FAST FORWARD FORT LAUDERDALE; Our City, Our Vision 2035

Siemens' Project Vision

Give an overview on your proposed vision, ideas and methodology. Describe your proposed approach to the project.

Transforming Cities for the Better through Sustainable Technology – The megatrends urbanization, climate change, globalization and demographic change will shape the future of cities. With the need to improve the quality of life and economic competitiveness, cities have to become more resource-efficient and environmentally friendly.

Technologies are major levers for further sustainable city development. An effective infrastructure contributes to economic prosperity and improves the quality of life. Urban residents need clean air, potable water as well as security. They need efficient buildings, a reliable power grid and capable mobility solutions.

The complexity involved in transforming cities requires a holistic view and sustainable solutions for cities. Siemens has the portfolio, know-how, and consulting expertise to make cities more livable, competitive, and sustainable. This expertise will allow the Siemens' Team to address long-term, transformative ambitions, as well as those more immediate projects and initiatives, such as:

- City-wide Smart Parking & Traffic solutions
- High energy consumption at the GTL WWTP and Fiveash WTP
- Building automation at City Hall
- HVAC requirements / Air Quality compliance at the Police HQ gun range
- Electrical infrastructure / Building envelope upgrades to War Memorial building
- Sub-irrigation for Jimmy Evert Tennis Center clay courts
- Electric Charging Station installation
- Fleet efficiencies; Compressed Natural Gas (CNG) and Electric Vehicles
- Renovation / Greening of Parking Lots
- Lighting upgrades to Parking Garages
- Many Others

To successfully achieve the City's short and long-term objectives as defined by the SAP and FAST FORWARD FORT LAUDERDALE, as well as the sustainable ambitions of the City's Green Team, Sustainability Advisory Committee and City leadership, Siemens' envision a two-prong approach:

1. Immediate and direct implementation of the City's Sustainability Action Plan goals
2. Exploring the future with Siemens' global network of cities

1. IMPLEMENTATION OF THE SUSTAINABILITY ACTION PLAN (SAP)

Siemens has extensive experience with performance contracting. We have executed performance contracts since the mid-1980s and, since that time, have implemented over $3 billion in energy-services projects with both performance and financial guarantees. In the past five years alone, Siemens has developed more than 589 ESPC projects valued in excess of $1.6 billion (table right). Our relationship with former customers

Year	Contracts	Value
2013	91	$407M
2012	124	$341M
2011	124	$345M
2010	137	$345M
2009	114	$251M

demonstrates our firm commitment to the performance contracting market and our dependable, readily available service, reliable equipment and systems, and proactive energy solutions and recommendations. These are indicative of a meaningful, rewarding partnership with Siemens.

Working with City staff, and the Sustainability Manager Dr. Nancy Gassman, Siemens will begin by establishing staff priorities and timeline for achieving the various SAP goals; Leadership, Air Quality, Energy, Water, Built and Natural Environment, Transportation and Waste. To this end the Siemens' team will consist of experts in the following areas:

- Energy efficiency and water conservation
- Renewable energy and Compress Natural Gas (CNG)
- Traffic management systems
- Smart parking
- Water and waste water plants
- Streetlights, parking garage/lot lighting, sports lighting and beach lighting
- Electrical services and systems
- Utility bill management
- Environmental reporting
- Solid waste & recycling
- Aquatic solutions including geothermal and water treatment
- Advanced Meter Infrastructure (AMI/AMR)
- Tennis court sub-irrigation (clay courts)
- Community Outreach & Education
- Education-to-Employment programs (see Exhibit for specific information on Siemens' initiative for the City of Ft Lauderdale)

Investment Grade audits provide the basis of improvement through energy cost savings and increased revenue generation. Siemens approaches the analysis of a City's infrastructure for energy/water conservation with a hands-on approach by investing engineering time to understand the building operation and conferring with the owner to develop viable cost reduction alternatives, while improving comfort, safety, and operating efficiencies.

The important elements in developing energy cost saving projects are outlined at the end of this section.

2. EXPLORING THE FUTURE

As stated in the City's FAST FORWARD FORT LAUDERDALE, Our City, Our Vision 2035, ***the Vision and Statement are an experiential journey that shapes the community's big ideas and priorities into a visualization of life in 2035.*** Developing the vision and implementing the plan requires tremendous insights into the technological and infrastructure possibilities that exist today, and that are being developed for tomorrow's cities. Siemens' Infrastructure & Cities sector, with almost 90,000 employees, is better positioned and better equipped than

> *"More and more cities are realizing that sustainability requires innovation. It's an important lever for economic growth and competitiveness."*
>
> *Alison Taylor,*
> *Chief Sustainability Officer, Siemens USA*

any other company to address the City of Fort Lauderdale's infrastructure, sustainability, and technological ambitions.

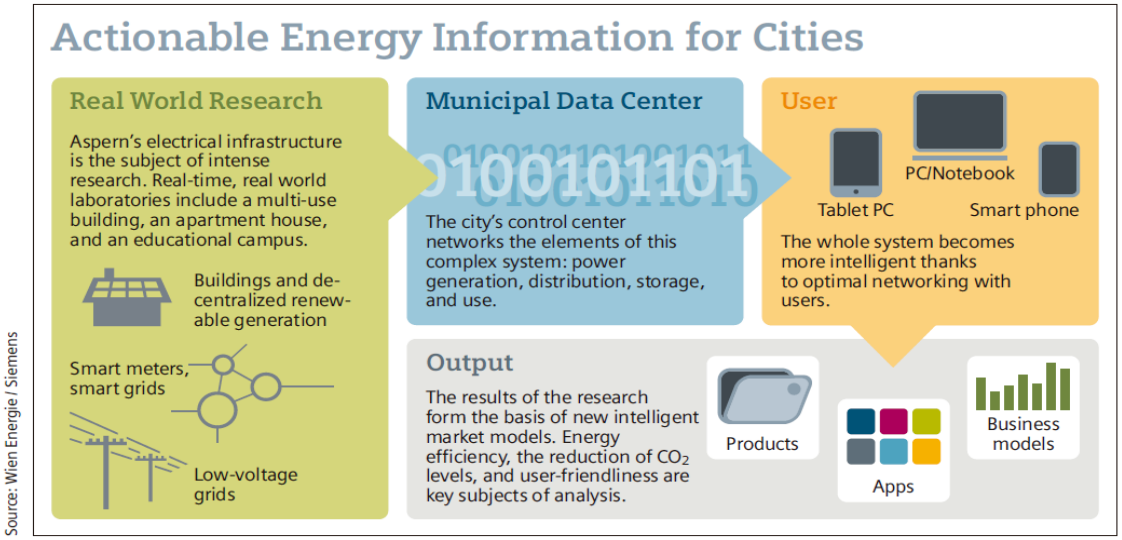
To assist in the development and implementation of the City's 2035 vision, Siemens can bring the resources and expertise to support the following:

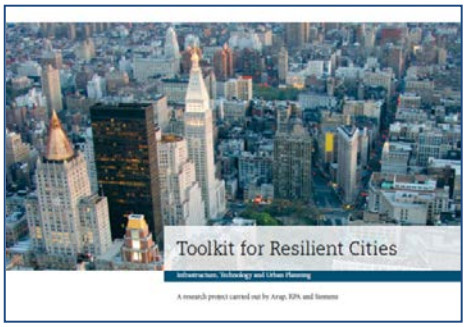
- Creation of a Steering Committee to leverage Siemens' technological expertise in infrastructure, sustainability and resilient infrastructure. Semi-annual committee meetings/workshops would provide insights to developing technologies and assist in assesses progress in the City's vision.
- Connect the City of Fort Lauderdale to Cities across the globe – Siemens' global network of cities, developed through our long history of research and technology collaborations with cities throughout the world, allows us to build support and opportunity between cities interested in exploring and sharing similar challenges, solutions and technologies, i.e., challenges and solutions for resilience, climate change, mobility, etc.
- Staff participation in Siemens' national and global programs – Cities from across the globe share best practices in various disciplines during key programs, such as:
    - C40 Cities Climate Leadership Awards Conference; Following the awards ceremony, cities from across the globe share best practices in various areas (adaptation & resilience, transportation, solid waste, carbon measurement, sustainable communities, etc.) in a workshop forum (September)
        - http://cityclimateleadershipawards.com/
    - World Bank Resilience Conference (tentatively scheduled June/July)
    - Smart Cities Conference (tentatively scheduled for May/June)
- Staff participation in The Crystal, a sustainable cities initiative exploring the future of cities. It is home to the world's largest exhibition focused on urban sustainability and a world-class center for dialogue, discovery and learning. In addition to being one of the world's greenest building it host events for city leaders such as the recent visit by the U.S. State Legislator Climate and Energy Delegation visits the Crystal
    - Additional information on the Crystal can be found at the following website: http

A City of Fort Lauderdale – Siemens partnership may take many forms and include such things as the programs/initiatives listed above. However, it is important to note that City – Siemens partnerships take many forms and are driven primarily by the ambitions, resources and technological needs of individual cities. The breadth and depth of a City of Fort Lauderdale – Siemens partnership will be governed by City staff and the ability to engage with the various SAP and FAST FORWARD FORT LAUDERDALE goals.

Examples of municipal collaborations, jobs programs and research projects include:

A Living Lab: "Aspern – Vienna's Urban Lakeside" is a research project between Siemens, the City of Vienna and the city's utility company. Over the next five years the 240-hectare lab site will be planning and developing a city where the buildings and the power supply are so interconnected that synergistic effects are created. The vision: A world-class living laboratory, where the energy-saving technologies needed for the city of tomorrow can be optimized.





Toolkit for Resilient Cities – Case Study: New York City Electric Grid is a research project to survey a wide spectrum of idea for building resilience around the globe. In order to test the ideas a case study for the electric grid of New York City and its metropolitan area was undertaken by Siemens, Arup and Regional Plan Association (RPA).

Education-to-Jobs Program – a Siemens, City of Charlotte, NC and Central Piedmont Community College Collaboration: Siemens, working with Center Piedmont CC, created a job training program to train, or retrain, people in mechanical engineering, computer, electronic, etc. to work at the Siemens' Charlotte Turbine plant. Siemens also created an apprenticeship program for graduating high school students to create a pipeline of workers for the future. Siemens is investing $165,000 for the education and training of each apprentice and upon successful completion of the program is offered a job at Siemens, receives an Associate Degree in Mechatonics Technology from CPCC.

City of Philadelphia, World Business Council for Sustainable Development (WBCSD) urban Infrastructure initiative (UII), the Urban Land Institute (ULI), Siemens and 6 other companies combine resources to help the City of Philadelphia identify realistic, practical and cost-effective solutions to realize the City's sustainability vision. The team focused on three inter-related opportunities to add value:

- Quick wins that can be implemented in the short term and could result in measurable additional progress towards the *Greenworks Philadelphia* objectives by 2015;
- Longer term solutions and approaches that can help lock in and scale up the successes achieved under *Greenworks Philadelphia* to achieve citywide

transformation;

- Key areas to further scale up the private sector engagement, innovation and investment in support of the City's sustainability goals

PERFORMANCE CONTRACTING (PC) PROCESS

Initial Interviews and Utility Data Collection

In each building, the lead engineer conducts a preliminary walk-through with the building maintenance supervisor or facility engineer. This provides an overview of building operation and an opportunity to review the facility's staff and occupant concerns in each building.

The buildings' utility bills are collected and totaled to determine the buildings' energy efficiency. This provides an index to compare to similar buildings in the region and to identify which buildings have the potential for greater energy and operational savings. Based on the interviews about a building's operation and its utility cost index, buildings are identified that have the greatest potential energy and operational savings opportunities and warrant detailed energy studies. The lead energy engineer uses the information collected to develop a preliminary list of Facility Improvement Measures (FIMs).

Detailed Energy Study

The engineering team conducts a detailed energy study on all buildings where potential improvements are identified. The energy engineers and specialists perform the following tasks during this study phase.

- Building personnel are interviewed to determine building operation schedules.
- Problem areas that are a concern for the staff are investigated.
- Buildings are surveyed on a room-by-room basis.
- Building lighting is surveyed to provide an accurate count of the lighting fixture quantities and power consumption.
- Mechanical rooms are inspected during the normal and unoccupied periods.
- Detailed investigation identifies equipment operation status and conditions.
- Powerhouse operations are reviewed and discussed with plant supervisors and operating engineers.

Based on the survey data, the engineering team performs preliminary calculations of savings and installed costs to determine the viability of each FIM. The energy engineering supervisor performs a quality review of the proposed FIMs to ensure they meet the owner's criteria and will solve comfort problems and building concerns identified during the detailed interviews of building personnel. The result of this review is the FIM list.

Client's Feedback and Input

We feel input from the [Client] is important in developing a successful energy program. Owner feedback and input includes the following.

- The FIM list is presented to the owner for review.
- Projected budget costs are presented with estimated paybacks.

- Facility plans and upcoming projects are reviewed for potential synergies.
- Detailed study findings are discussed for owner review.
- Other facility needs are discussed for possible cost savings.

The result of this important step is to refine the list of FIMs to an economically viable package of facility solutions which meets the owners' needs and provides an efficient facility.

Final Program Development

Effective energy and operational cost savings projects require thorough development to achieve the desired results. Siemens Building Technologies' engineers perform the following tasks during the final program development.

- Engineered solutions are developed for each FIM selected by the owner.
- Subcontractors and consultants are utilized to ensure "real world" installations.
- Final detailed energy saving calculations are performed for each FIM.
- Detailed cost estimates are developed for each FIM.
- Energy Engineering Supervisor conducts final quality review to ensure energy savings are proper and the program addresses the owners' needs and concerns.
- Engineering and Sales team develops the final list of facility improvement measures (FIMs) for the City to consider as a base project package, with cost effective alternatives.

Construction Management

Effective management of construction and project implementation is a critical component to the success of Performance Contracting in public institutions. To Siemens, this is a straightforward process of assembling the correct team and resources to execute the project on-time and on-budget. As contractors, we understand the essentials of teamwork and coordination by all parties concerned. In all cases, there will be a Siemens project manager overseeing all aspects of the project for the duration through commissioning. Siemens has a remarkable track record of proven performance. Our Zone is staffed with full-time Project Managers, capable of managing multi-million dollar projects, with additional Siemens national resources, if needed.

Commissioning

Siemens recognizes the need to have the conservations measures thoroughly commissioned in order to guarantee maximum efficiency and operational payback. We view commissioning as a three-step process:

- ✓ Commissioning through value engineering during the design
- ✓ Static commissioning while the project is under construction
- ✓ Dynamic commissioning by testing the systems during operation, and measuring and monitoring over the life of a guaranteed PC

Training

Siemens is a leader in customer training programs. The intent of the training is to apply proactive, behaviorally-based strategies to extend equipment life through proper operation and maintenance procedures.

Measurement, Monitoring, Verification and Guarantee

Rigorous monitoring is of upmost importance to achieving maximum savings, and our ongoing Measurement & Verification (M&V) process will use a detailed approach, in accordance with the International Performance Measurement & Verification Protocol (IPMVP).

Our Measurement & Verification program includes:

- ✓ Monthly analysis of saving targets vs. actual consumption measured against fixed baselines, allowing problems to be analyzed and corrected
- ✓ If energy management is part of the program, Siemens will regularly analyze the energy management network to verify systems operating parameters and schedules. This service will also diagnose software and firmware bugs. Our focus is to provide direct support to our client's maintenance personnel around the clock.
- ✓ Our Measurement & Verification program includes an annual survey and analysis of all energy management systems, similar to the original start-up procedures, thereby ensuring project performance throughout the Measurement & Verification portion of the project.

Scheduling Methodology

In keeping with our commitment to excellence, Siemens approaches every aspect of project management with the utmost professionalism and efficiency. As you will see, our vast experience enables us to foresee and address potential problems before they arise. The end result is a seamless project that meets or exceeds your expectations.

Your needs will be attended to immediately by our local Miramar office, which has the necessary engineering capability, project management, monitoring services, training services, and mechanical service technicians. This local capability greatly enhances both our short- and long-term responsiveness to your City and staff. Experienced, local personnel will meet your high performance standards because they are backed by a dedicated performance contracting team comprised of industry leaders in this market.

Administration is the core of project management because it sets up a system for controlling project elements and situations to your advantage by establishing proactive management methods.

Siemens excels in project management. We anticipate and prevent potential problems, saving everyone on the project team from having to react to one unforeseen incident after another. We avoid wasting time and resources putting out fires; instead, effective project management enables us to focus on essential tasks. We are driven by the fact that your satisfaction rests on our productivity.

We take pride in our ability to complete jobs on time, within budget, and at the quality you and your constituents deserve. We encourage you to confirm our commitment by contacting our partners in the performance contracting market.

Project Workflow

To maximize the efficiency of our processes and respond quickly to customers, Siemens implemented Project Workflow in early 2009. Project Workflow optimized our tools and processes to eliminate waste and duplication and shorten cycle times.

Project Workflow addresses each step in the experience customers have with Siemens. We have established standards for response times and quality, and results are continually measured and reported to employees who gain feedback on performance for continual improvement. Our goal is 100% customer satisfaction at every stage in the project.

Project Management Communications/Reporting

Our project manager develops and maintains effective ongoing communication with you and all other project participants to resolve issues and update project status. To improve communications, our project manager serves as your single point of contact.

We have adopted an achievement-based methodology for each team member to use to communicate your project's requirements. The goal is to transfer the right information from team member to team member. The strategy's focus is:

- ✓ Communicate objectives and responsibility
- ✓ Create decision-making networks or paths
- ✓ Measure efforts via business results
- ✓ Track progress based on planned achievements

We have a training program for achievement-based thinking that certifies each member of the team based on his or her major responsibility.

Project Coordination and Project Success

Siemens is a $105 billion global corporation with thousands of project managers employed all over the world. Our employees are involved in various phases of complex construction programs including building power plants, LEED projects, and transportation systems. Delivering high quality installations on budget and on time requires best in class construction and project management.

Siemens requires our Project Managers to pass the CAPM Certification Exam to obtain a Certified Associate in Project Management (PMP). Obtaining this certificate requires mastery of the Project Management Book of Knowledge.

Proposed Timeline

As part of the project approach, the firm shall propose a scheduling methodology (time line) for effectively managing and executing the work in the optimum time.

Please see our proposed timeline on the next page.

Draft Project Timeline

ID	Task Name	Duration	Start	Finish	% Complete
1	**Project Development Timeline**	**394 days**	**Tue 6/3/14**	**Fri 12/4/15**	**0%**
2					
3	**IGA AGREEMENT APPROVAL**	**21 days**	**Tue 6/3/14**	**Tue 7/1/14**	**0%**
4	Commission approves Selection	1 day	Tue 6/3/14	Tue 6/3/14	0%
5	IGA Contract Reviewed by Siemens	10 days	Wed 6/4/14	Tue 6/17/14	0%
6	IGA Kick off Meeting	1 day	Mon 6/9/14	Mon 6/9/14	0%
7	City Reviews Contract Edits	5 days	Wed 6/18/14	Tue 6/24/14	0%
8	Utility & Ops Data Provided to Siemens	5 days	Wed 6/25/14	Tue 7/1/14	0%
9	IGA Contract Approved by City	1 day	Wed 6/25/14	Wed 6/25/14	0%
10					
11	**INVESTMENT GRADE AUDIT**	**61 days**	**Mon 6/30/14**	**Mon 9/22/14**	**0%**
12					
13	**Water/Wastewater Plants/Water Meters**	**61 days**	**Mon 6/30/14**	**Mon 9/22/14**	**0%**
14	Site Visit with Staff / Staff Interviews	15 days	Mon 6/30/14	Fri 7/18/14	0%
15	Technical Survey Team Conducts Readings	20 days	Mon 7/21/14	Fri 8/15/14	0%
16	Data Analysis, Calculations & Verification	25 days	Mon 8/18/14	Fri 9/19/14	0%
17	Final Calculations Completed	1 day	Mon 9/22/14	Mon 9/22/14	0%
18					
19	**Facilities (HVAC, Lighting, Water, Plug Load, etc.)**	**61 days**	**Mon 6/30/14**	**Mon 9/22/14**	**0%**
20	Site Visit with Staff / Staff Interviews	30 days	Mon 6/30/14	Fri 8/8/14	0%
21					
22	**Street Lights**	**61 days**	**Mon 6/30/14**	**Mon 9/22/14**	**0%**
23	Site Visit with Staff / Staff Interviews	30 days	Mon 6/30/14	Fri 8/8/14	0%
24	Data Analysis, Calculations & Verification	25 days	Mon 8/11/14	Fri 9/12/14	0%
25	Final Calculations Completed	1 day	Mon 9/22/14	Mon 9/22/14	0%
26	Data Analysis, Calculations & Verification	25 days	Mon 8/11/14	Fri 9/12/14	0%
27	Final Calculations Completed	1 day	Mon 9/22/14	Mon 9/22/14	0%
28					
29	**Compressed Natural Gas (CNG)**	**36 days**	**Mon 6/30/14**	**Mon 8/18/14**	**0%**
30	Site Visit with Staff / Staff Interviews	15 days	Mon 6/30/14	Fri 7/18/14	0%
31	Data Analysis, Calculations & Verification	20 days	Mon 7/21/14	Fri 8/15/14	0%
32	Final Calculations Completed	1 day	Mon 8/18/14	Mon 8/18/14	0%
33					
34	**Aquatic**	**36 days**	**Mon 6/30/14**	**Mon 8/18/14**	**0%**
35	Site Visit with Staff / Staff Interviews	15 days	Mon 6/30/14	Fri 7/18/14	0%
36	Hours of Operation (Data Logging & Staff Interviews)	20 days	Mon 7/21/14	Fri 8/15/14	0%
37	Final Calculations Completed	1 day	Mon 8/18/14	Mon 8/18/14	0%
44					
45	**Solid Waste**	**36 days**	**Mon 6/30/14**	**Mon 8/18/14**	**0%**
46	Site Visit with Staff / Staff Interviews	15 days	Mon 6/30/14	Fri 7/18/14	0%
47	Data Analysis, Calculations & Verification	20 days	Mon 7/21/14	Fri 8/15/14	0%
48	Follow-on Staff/Organizations Discussions & Coordination	1 day	Mon 8/18/14	Mon 8/18/14	0%
49					
50	**Community Outreach / Education**	**36 days**	**Mon 6/30/14**	**Mon 8/18/14**	**0%**
51	Staff Discussion with Siemens' SE Manager	15 days	Mon 6/30/14	Fri 7/18/14	0%
52	Park Light/Glare Readings	20 days	Mon 7/21/14	Fri 8/15/14	0%
53	Follow-on Staff/Organizations Discussions & Coordination	1 day	Mon 8/18/14	Mon 8/18/14	0%
54					
55	**Irrigation / Landscaping**	**36 days**	**Mon 6/30/14**	**Mon 8/18/14**	**0%**
56	Site Visit with Staff / Staff Interviews	15 days	Mon 6/30/14	Fri 7/18/14	0%
57	Hours of Operation (Data Logging & Staff Interviews)	20 days	Mon 7/21/14	Fri 8/15/14	0%
58	Final Calculations Completed	1 day	Mon 8/18/14	Mon 8/18/14	0%
59					
60	**Field Turf**	**36 days**	**Mon 7/7/14**	**Fri 8/22/14**	**0%**
61	Site Visit with Staff / Staff Interviews	10 days	Mon 7/7/14	Fri 7/18/14	0%
62	Staff Tours of FAU and Boca High School	10 days	Mon 7/21/14	Fri 8/1/14	0%
63	Data Analysis, Calculations & Verification	15 days	Mon 8/18/14	Fri 9/5/14	0%
64	Final Calculations Completed	1 day	Fri 8/12/14	Fri 8/12/14	0%
65					
66	**Scope Review / Staff Meetings**	**31 days**	**Mon 7/28/14**	**Mon 9/8/14**	**0%**
67	Project Review / Progress Meeting	1 day	Mon 7/28/14	Mon 7/28/14	0%
68	Project Review / Progress Meeting	1 day	Mon 8/11/14	Mon 8/11/14	0%
69	Project Review / Progress Meeting	1 day	Mon 8/25/14	Mon 8/25/14	0%
70	Project Review / Progress Meeting	1 day	Mon 9/8/14	Mon 9/8/14	0%
71					
72	**CONTRACT & FINANCING APPROVAL**	**84 days**	**Mon 8/4/14**	**Thu 10/30/14**	**0%**
73	City's Model Contract to Siemens for Review	1 day	Mon 8/4/14	Mon 8/4/14	0%
74	Siemens Reviews Model Contract	10 days	Mon 8/4/14	Fri 8/15/14	0%
75	Contract Edits Reviewed by City	10 days	Mon 8/18/14	Fri 8/29/14	0%
76	Staff-Siemens Workshop: Present IGA Report	1 day	Mon 9/29/14	Mon 9/29/14	0%
77	Staff Review of IGA Report	15 days	Tue 9/30/14	Mon 10/20/14	0%
78	Technical Workshop with Staff & Siemens	1 day	Tue 10/21/14	Tue 10/21/14	0%
79	Final Scope added to Contract	5 days	Wed 10/22/14	Tue 10/28/14	0%
80	Commission Workshop: IGA Report	1 day	Wed 10/29/14	Wed 10/29/14	0%
81	Commission Approves PC Contract	1 day	Thu 10/30/14	Thu 10/30/14	0%
82					
83	**Construction Timeline (Draft)**	**280 days**	**Mon 11/10/14**	**Fri 12/4/15**	**0%**
84	Project Kickoff Meeting	1 day	Mon 11/10/14	Mon 11/10/14	0%
85	Mobilize Trades	20 days	Mon 11/17/14	Fri 12/12/14	0%
86	Complete subcontractor buy-out	20 days	Mon 12/15/14	Fri 1/9/15	0%
87	Receive submittals and project schedules from MEP contractors	15 days	Mon 1/12/15	Fri 1/30/15	0%
88	Siemens review submittals from subs	10 days	Mon 2/2/15	Fri 2/13/15	0%
89	Owner review of submitts from subs	10 days	Mon 2/16/15	Fri 2/27/15	0%
90	Implementation of Scope	200 days	Mon 3/2/15	Fri 12/4/15	0%

Project: City of Ft Lauderdale
Date: Wed 2/26/14

Task · Milestone · Summary · Rolled Up Task · Rolled Up Milestone · Rolled Up Progress · Split · External Tasks · Project Summary · Group By Summary · Inactive Task · Inactive Milestone · Inactive Summary · Manual Task · Duration-only · Manual Summary Rollup · Manual Summary · Start-only · Finish-only · Progress · Deadline

Page 1

Current Workload

Also provide information on your firm's current workload and how this project will fit into your workload. Describe available facilities, technological capabilities and other available resources you offer for the project.

Siemens understands the challenges and risks the City of Fort Lauderdale faces, the operational nuances of its facilities, and the reliance the City places upon the results of our solutions. Through Siemens, the City of Fort Lauderdale can be confident that the level of service and quality of systems will continue, coupled with the guarantee of savings to support additional improvements.

The Florida Team of Siemens has several projects in development and implementation, with projected revenue of $25M in Florida for 2014; Siemens' Florida Team has the capability of supporting up to $45M with our current resources. Nationally Siemens has a very deep bench of workers that can be added in the event of short term resource constraints. Siemens is more than capable of absorbing and expertly supporting the City of Fort Lauderdale with its performance contracting ambitions.

AVAILABLE FACILITIES, TECHNOLOGY CAPABILITIES & OTHER RESOURCES

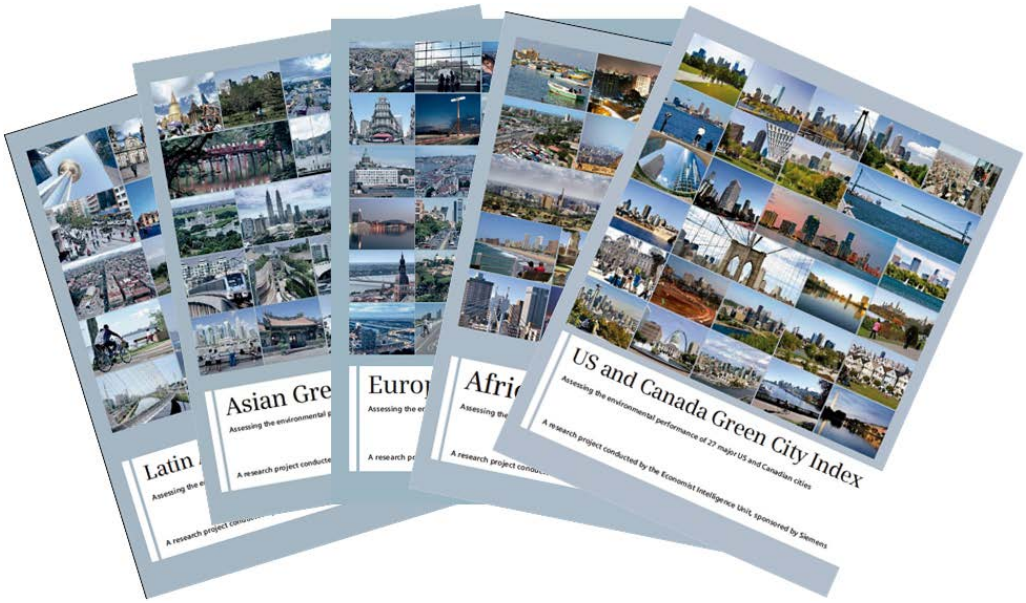
The Crystal: one of the most sustainable buildings in the world

Siemens established the Crystal in order to help find solutions for making the world's cities more sustainable. It serves as the center for dialogue, learning and discovery. It is a sustainable cities initiative which explores how we can create a better future for our cities. In addition to being one of the greenest buildings in the world, at the heart of the Crystal is an exhibition which showcases global trends and challenges, but also existing technological solutions to build environmentally sustainable, livable and prosperous cities. Across ten zones, the exhibition encourages us to change the way we all think about our cities, now and for future generations.

Through interactives, films, and animations you can explore a range of issues including city trends, urban planning, smart buildings, safety and security, energy, water, healthy life, environment, and mobility. Case studies from cities around the world share innovative ideas. The 'Future Life' theatre, invites us to imagine how our city might look in 2050.

City research projects and city resources

Green City Index and City Research Projects: Siemens, in partnership with the Economist Intelligence Unit (EIU), embarked in a multi-year research project assessing and comparing cities in terms of their environmental performance. The research studies over 120 cities across four continents and Germany. The studies are pictured below and can be accessed at the following Siemens' website: http://www.usa.siemens.com/infrastructure-cities/us/en/



TRAINING AND EMPLOYMENT INITIATIVES, FACILITY & RESOURCES

In addition to Siemens' extensive experience and technological excellence, Siemens has developed a strong reputation for excellence in training and employment, with a training programs aimed at both staff members and residents through specialized community outreach programs.

Siemens' local Miramar office maintains a fully equipped Training Center for in-house training. The training center contains a host of equipment (building automation equipment, security and life safety) for hands-on training.

Although often overlooked by most companies, performance contracting projects bring a unique opportunity to expand training opportunities beyond facility personnel – for this reason Siemens uniquely takes a three-tier approach to performance contracting educational programs:

- Facility Staff Technical Training
- Apprenticeship Training & Green Jobs Program
- Education and workshops for Residents, local organizations and schools

Siemens' extensive educational outreach programs – including our Green Jobs Training Programs and Community Energy Conservation Workshops – have made us the 'partner of choice' for local governments throughout Florida and the U.S.

For example, in early 2012 Ms. Jane Oates, Assistant Labor Secretary for Employment and Training with the Obama Administration, presented the ***Broward OIC's (Opportunities Industrialization Center) 2011 Employer of the Year Award*** to Siemens for the Green Jobs Training and Employment Initiative implemented through our performance contracting project at the City of Pompano Beach, Florida.

Most Energy Services Companies (ESCOs) fail to recognize the social and economic impact performance contracting projects can have on a County's businesses, vendors and residents, and therefore fail to plan and implement a community benefit package that effectively educates, trains and employs local businesses and residents. Given today's challenging economic conditions, this lack of forethought, experience and understanding of Performance Contracting-related Community Benefit Programs is a calamitous lost opportunity for both the ESCO and the local government.

Community benefit programs (jobs, training and education) are difficult to develop and implement, and charged with a host of challenges. Because of our experience, efforts and commitment to successful community benefit programs, Siemens is uniquely qualified to overcome the many challenges, and has existing plans/programs to implement efficient and effective Community Benefit programs. Moreover, **Siemens has a history of working with partner organizations that provide Green Job Training courses, in addition to having a host of partner subcontractors ready to employ our Green Job Training graduates in our City of Fort Lauderdale ESPC project.**

7. References

References should be of projects with similar scope as listed in this RFQ. Information should include:
- ☐ *Client Name, address, contact person telephone and FAX numbers and Email addresses.*
- ☐ *Description of work.*
- ☐ *Year the project was completed.*
- ☐ *Total cost of the construction, estimated and actual.*

Title and Location	City of Belle Glade
Year Completed	2013
Project Owner	City of Belle Glade
Point of Contact Name.	Lillian Tomeu, Project POC; 561-992-1607 Cell: 561-261-1084 / ltomeu@belleglade-fl.com Marcos Montes de OCA, PW Director (561) 992-2216 / mmontes@belleglade-fl.com
Total Cost	$500k
Brief Description of Project and Relevance to This Contract.	Included HVAC, lighting, controls and water conservation measures for City buildings (7), Streetlights and some water meters.

Client Name	City of Pompano Beach, Florida 1201 NE 5th Ave, Pompano Beach, FL 33060
Year Completed	2013
Project Owner	Public Works, City of Pompano Beach, Florida
Contact Person	Rob McCaughan, Director of Public Works Robert.mcCaughan@copbfl.com Phone (954) 786-4028 Cell (954) 850-8854 Fax (954) 786-5553
Total Cost	$14.7M
Brief Description of Work	City Hall New Central Energy Plant and retrofits at 22 additional buildings, parks, sites. Square footage is approximately 457031 ECMs Installed: Central Chiller Plant, Advanced Meter Infrastructure (AMI), water treatment plant pump upgrades, HVAC & VFDs, lighting, EMS, Golf Cart Charging Optimization, water conservation, fire alarm system

Title and Location	Florida Institute of Technology Melbourne, FL 32901
Year Completed	2011
Project Owner	Duane McCay, Executive Vice President & COO
Point of Contact Name.	Gregory I. Tsark, VP for Facilities Operations

	Phone: (321) 674-7584 E-mail: gtsark@fit.edu Fax: (321) 674-7022
Total Cost	$8,432,217
Brief Description of Project and Relevance to This Contract.	ECMs: Lighting & Occupancy Sensors, Water Conservation, Central Energy Plant & Mechanical Retrofits, Controls Upgrades, Boiler Controller, VFD, Fume Hood Control, Building Metering

Title and Location	Florida Memorial University 15800 NW 42nd Ave, Miami Gardens, FL 33054
Year Completed	2012
Project Owner	David Jaccarino, Director of Facilities Management & Plant Operations
Point of Contact Name.	David Jaccarino 15800 NW 42nd Ave Miami Gardens, FL 33054 david.jaccarino@fmuniv.edu Phone: 305-626-3766 Cell: (305) 815-8039 Fax: (305) 626-3769
Total Cost	$5,998,644
Brief Description of Project and Relevance to This Contract.	New, full-loop Chiller Plant, Building Controls, HVAC renovations, Trash Compacting

Title and Location	Miami Dade Public Schools (Phase 2) 1450 N.E. Second Avenue, Suite 912 Miami, Florida 33132
Year Completed	2011 (contract)
Project Owner	Miami Dade Public Schools
Point of Contact Name.	David Malet, PE - Director of Energy Management Email: david.malet@dadeschools.net Phone: 305-995-1550 Fax: (305) 995-1488
Total Cost	$5,063,118
Brief Description of Project and Relevance to This Contract.	Six Schools, multiple buildings per school, over 500,000 SF ECMs: New interior lighting, chillers, cooling tower, energy management system, water conservation

8. Minority/Women (M/WBE) Participation

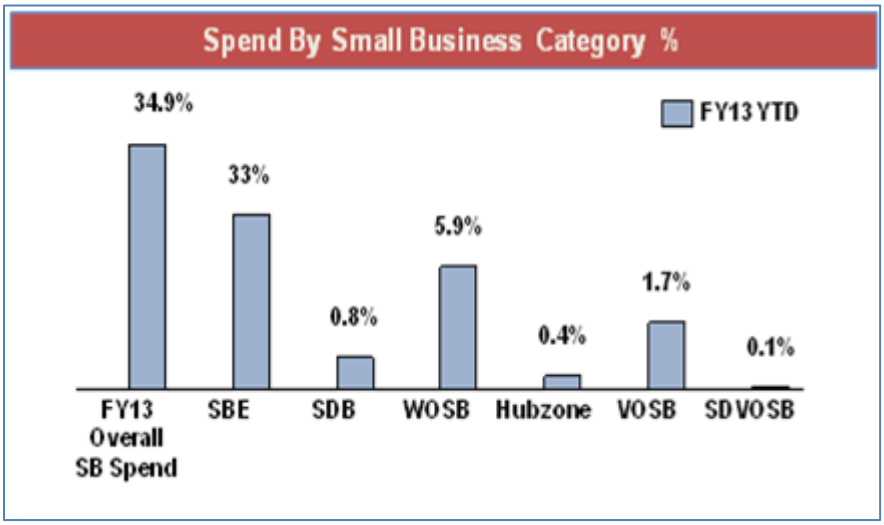
If your firm is a certified minority business enterprise as defined by the Florida Small and Minority Business Assistance Act of 1985, include your certification.

If your firm is not a certified M/WBE, describe your company's previous efforts, as well as planned efforts for this project in meeting M/WBE procurement goals under Florida Statutes 287.09451

Siemens is not an M/WBE or SBE firm; however, the Siemens" team is committed to securing qualified disadvantaged partners using procedures employed nationally, statewide and locally in the daily operation of our business. Siemens has, and will continue to comply with all M/WBE or SBE requirements, and will work with City procurement to ensure qualified, local businesses, suppliers and laborers are effectively maximized in this project.

Siemens developed a benchmark Small Business program that creates real opportunities for our small and diverse suppliers as we integrate their products and services to the innovative solutions we provide to our customers through a clear focus on awareness, compliance, outreach and systems, create a best in class Small Business program that enables SII to partner with small and diverse suppliers to provide us with a unique advantage.

Siemens tracks our SBE metrics quarterly to ensure we are achieving our stated goals. Our Fiscal Year End 2013 Infrastructure & Cities (IC) sector metrics are shown below. As you can see we have a very impressive 34.9% of our overall spend went to Small Businesses.



To help achieve our mission, we partner with a broad variety of suppliers, including small and diverse businesses to provide us with that unique advantage. Our goal is to give businesses owned by minorities, women, the disadvantaged, the disabled, and veterans an opportunity to present their products, services and expertise to Siemens. We currently have business relationships with hundreds of small, minority-owned businesses. By working with these suppliers, we align with our customer's primary requirements, and we also develop relationships that enhance our creativity and innovation.

The Siemens' SBE program includes:

- Siemens employs minority/small firms as a regular part of day-to-day business. Our company list of preferred subcontractors includes minority and small business enterprises from across the state.

- Siemens maintains a database of qualified, certified M/WBE, SBE and veteran-owned firms listed in the directories printed by our clients, as well as local and state governmental agencies.
- Siemens advertises in publications that are known to principally serve the minority and small business communities.
- Siemens sends personal invitations to selected firms to solicit their proposals.
- Siemens sends follow-up faxes and emails to those firms when possible.
- Siemens calls each firm to solicit their participation and offer assistance in preparing the bids.
- Siemens provides mentoring and management training to minority subcontractors on private as well as public projects.
- Siemens provides for flexible payment procedures, when needed.

To successfully handle the Performance Contract for the City of Ft. Lauderdale, the Siemens team anticipates M/WBE opportunities in the following areas: Mechanical, Electrical and Plumbing Engineering and Mechanical, Electrical, Plumbing, Utilities and General Construction, demolition, hauling, reprographics and temporary staffing. A final list of opportunities will be widely published following completion and acceptance by the owner of the energy audit.

STEP-UP APPRENTICESHIP PROGRAM; HACFL

When it comes to maximizing Community Benefit and Job Creation, Siemens consistently walks the walk.

In early 2012, Ms. Jane Oates, Assistant Labor Secretary for Employment and Training with the Obama Administration, presented the ***Broward OIC's (Opportunities Industrialization Center) 2011 Employer of the Year Award*** to Siemens for the Green Jobs Training and Employment Initiative implemented through our performance contracting project at the City of Pompano Beach, Florida.

Continuing with our commitment to local employment and job training, I would like to add that Siemens has been in discussions with representatives from the **Step-Up Apprenticeship Program** to expand the organizations' current education, job skills and employment program to include training and job opportunities in project-related technologies and services. Although the scope of the project will dictate training direction and job opportunities, we anticipate a program that incorporates areas such as energy efficiency, water conservation, and various project technologies (compressed natural gas, energy audits, advanced meter infrastructure AMI, water conservation, etc.).

STEPUP APPRENTICESHIP
HOUSING AUTHORITY of the City of Fort Lauderdale

Please see Exhibit A, letter of endorsement and commitment to the Step-Up Apprenticeship Program.

Most Energy Services Companies (ESCOs) fail to recognize the social and economic impact performance contracting projects can have on a City's businesses, vendors and residents, and therefore fail to plan and implement a community benefit package that effectively educates, trains and employs local businesses and residents. Given today's challenging economic

conditions, this lack of forethought, experience and understanding of Performance Contracting-related Community Benefit Programs is a calamitous lost opportunity for both the ESCO and the City.

Siemens has a proven track record, the experience and commitment to developing Community Benefit programs that effectively maximize the social and economic impact a performance contracting project brings to the local community – Siemens will leverage our expertise to implement a successful program in the City of Fort Lauderdale.

9. Sample Insurance Certificate

Demonstrate your firm's ability to comply with insurance requirements. Provide a previous certificate or other evidence listing the Insurance Companies names for both Professional Liability and General Liability and the dollar amounts of the coverage.

Siemens will meet the City required insurance coverage levels for this project. Following is a sample certificate of insurance and Siemens letter of capacity.

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 09/26/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER MARSH USA, INC. 445 SOUTH STREET MORRISTOWN, NJ 07960-6454 100129-67BA-SBT1-12/13	CONTACT NAME: PHONE (A/C, No, Ext): FAX (A/C, No): E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A :	HDI-Gerling America Insurance Company	41343
INSURER B :	Liberty Mutual Fire Ins Co	23035
INSURER C :	LM Insurance Corporation	33600
INSURER D :		
INSURER E :		
INSURER F :		

INSURED
SIEMENS INDUSTRY, INC. INCLUDING
BUILDING TECHNOLOGIES DIVISION
1000 DEERFIELD PARKWAY
BUFFALO GROVE, IL 60089-4513

COVERAGES **CERTIFICATE NUMBER:** NYC-006480983-01 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY PROJECT LOC			GLD1110104	10/01/2012	10/01/2013	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 1,000,000 $ 100,000 $ 1,000,000 $ 10,000,000 $ INCL
B	AUTOMOBILE LIABILITY X ANY AUTO X ALL OWNED AUTOS X HIRED AUTOS SCHEDULED AUTOS X NON-OWNED AUTOS			AS2631004334212	10/01/2012	10/01/2013	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 2,000,000 $ N/A $ N/A $ N/A
A	X UMBRELLA LIAB X OCCUR EXCESS LIAB CLAIMS-MADE DED RETENTION $			CUD1110204	10/01/2012	10/01/2013	EACH OCCURRENCE AGGREGATE	$ 10,000,000 $ 10,000,000
C C C	WORKER'S COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) Y/N N If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		WA563D004334012 (AOS) WC5611004334022 (OR, WI) EW563N004334422 (OH) **$500K LIMIT / $500K SIR**	10/01/2012 10/01/2012 10/01/2012	10/01/2013 10/01/2013 10/01/2013	X WC STATU-TORY LIMITS OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	$ 1,000,000 $ 1,000,000 $ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
EVIDENCE OF COVERAGE

CERTIFICATE HOLDER

SIEMENS INDUSTRY, INC. INCLUDING
BUILDING TECHNOLOGIES DIVISION
1000 DEERFIELD PARKWAY
BUFFALO GROVE, IL 60089-4513

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE
of Marsh USA Inc.
Manashi Mukherjee

ACORD 25 (2010/05) The ACORD name and logo are registered marks of ACORD

CHUBB GROUP OF INSURANCE COMPANIES
15 Mountain View Road
P.O. Box 1615
Warren, NJ 07061-1615

January 9, 2013

Re: Siemens Industry, Inc.
Contractor Prequalification Letter- Various Projects

To Whom It May Concern:

We understand that preliminary discussions are taking place regarding the captioned project. Federal Insurance Company is pleased to share our experience with Siemens Industry, Inc.

Federal Insurance Company has been engaged in the surety program of Siemens Industry, Inc., for the past 20 years. During that time we have underwritten bonds for single projects up to $250,000,000 within an overall program of $1,500,000,000.

Should the captioned project be awarded to and accepted by Siemens Industry, Inc., we are prepared to consider providing the required bonds on their behalf. Our support is conditioned upon completion of the underwriting process, including satisfactory review of contract documents, confirmation of financing and our ongoing review of the operational and financial capacity of Siemens Industry, Inc.

We are pleased to share with you our favorable experience and high regard for Siemens Industry, Inc. This letter is not an assumption of liability and is issued only as a prequalification reference request from our client. It should be understood that any arrangement for bonds is strictly a matter between Siemens Industry, Inc. and Federal Insurance Company.

Sincerely,

Federal Insurance Company

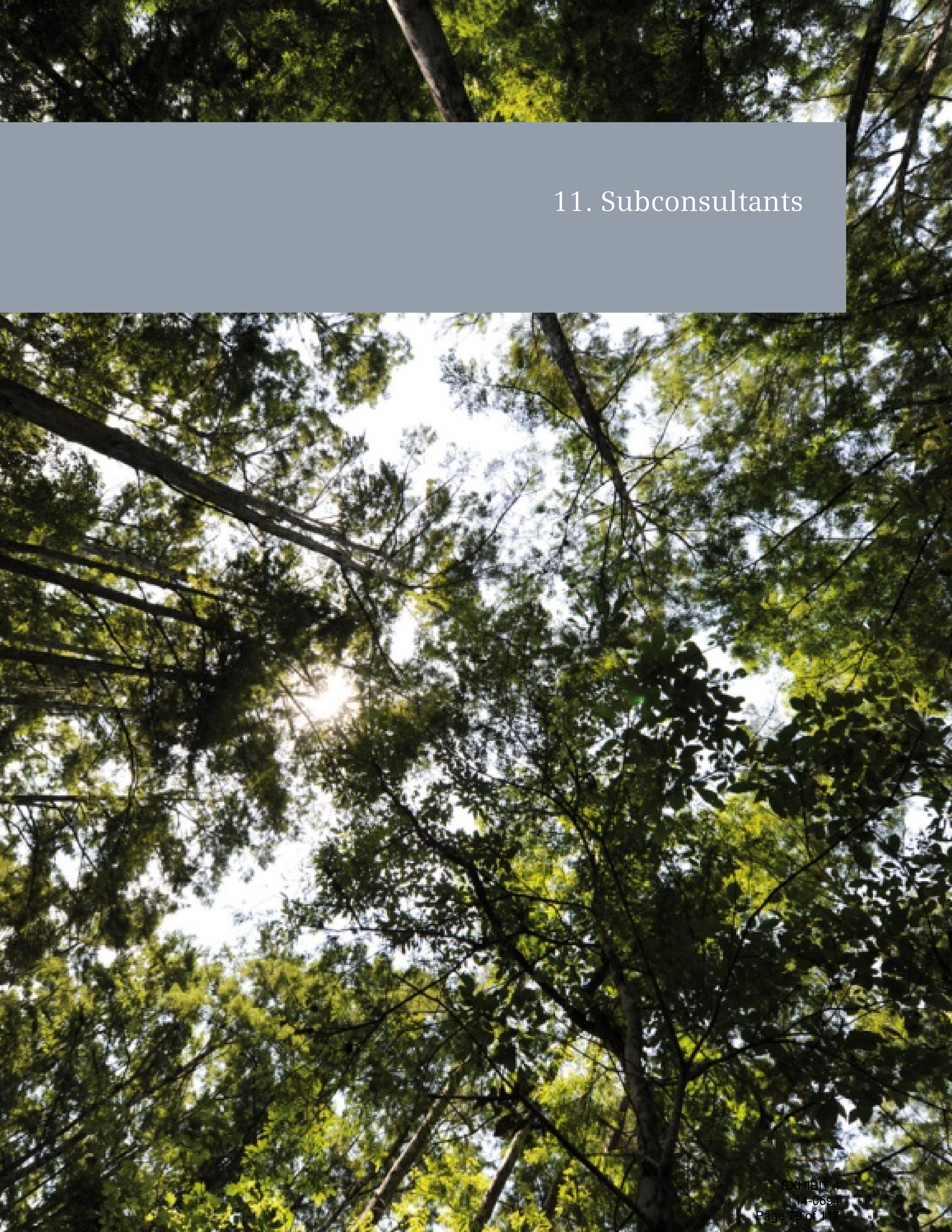
Stacy Rivera, Attorney-in-Fact
Willis of New York, Inc.
1 WFC, 200 Liberty St., 6th Floor
New York, NY 10281
(212)915-5595

10. Joint Ventures

Any firm(s) involved in a joint venture in its Proposal will be evaluated individually, as each firm of the joint venture would have to stand on its own merits.

Siemens is not entering into any joint ventures as part of this proposal. We anticipate utilizing only subcontractor partnerships at this time.

11. Subconsultants



Consultant must clearly reflect in its Proposal any Subconsultants proposed to be utilized along with a summary of their background and qualifications. SEE SECTION II ITEM 1.9. The City retains the right to accept or reject any Subconsultants proposed.

Subcontractor Profile: Wade Trim

Wade Trim is a municipal consulting firm that helps local governments create livable, sustainable communities through practical and innovative solutions. Our 88-year history in the engineering community provides us with a wealth of knowledge dealing with numerous utility-related projects in the areas of water and wastewater treatment, reclaimed water distribution, utility design and relocation, pipelines and pumping, and general civil and public facility engineering. As a privately held, employee-owned national organization, our staff shares experience throughout Florida and the United States. This sharing of experience allows our staff to apply lessons learned from multiple project points to our clients' challenges, giving them the best cost-effective solutions available.

With today's focus on sustainability, we have come to understand the importance of providing highly efficient solutions to our clients' water and wastewater infrastructure challenges. Although we strive to design new facilities with a reduced reliance on energy consumption, Wade Trim is also deeply experienced in evaluating existing municipal facilities in search of implementing energy efficient alternatives. Energy efficiency in water and wastewater facilities can be found in several areas including the replacement of poorly performing equipment such as pumps, mixers, blowers, filters, etc. Simply replacing them with higher efficient units can deliver savings in energy to quickly offset the initial capital cost. In the City of Palm Bay, Florida, Wade Trim was tasked with replacing the City's four existing sand filters with current technology filters at Palm Bay's water reclamation facility. Wade Trim selected higher efficient disk filters resulting in a decreased number of filters required, from four to two. The filter rehabilitation project realized economic savings while providing the City's customers with overall improved filtration. The new filters also proved to have fewer maintenance issues than the previous technology along with less water usage and energy savings, especially during backwash operations.

With Wade Trim's operations services group, we frequently participate in water and wastewater facility condition assessments. Our condition assessment efforts often include the use of thermography. Using infrared, thermography identifies 'hot spots' in electrical panels and equipment motors where trouble areas exist. Proper replacement of circuits or repairing the areas increases the sustainability of the equipment, improves the overall performance of the process area of the plant, and eliminates the trouble areas.

Although much of our work is in energy efficiency, Wade Trim also takes pride in our efforts toward sustainability by implementing green solutions to water and wastewater projects. In areas of the Midwest where combined sewers are prevalent, Wade Trim is looking into providing green solutions to an otherwise grey answer. We are evaluating the optimization of pipe capacity to minimize and eliminate ground storage tanks used to manage excess flow. We are also looking at opportunities to eliminate redundant pumping facilities. In many areas such as Florida where utility service areas have grown quickly, unneeded redundancy often exists. We have found that some of these pump stations can be eliminated, diverting flow to other pump stations with excess capacity, saving energy and increasing sustainability.

WADE TRIM PROJECT REFERENCE – PALM BAY UTILITIES TREATMENT FACILITY ENERGY EFFICIENCY ANALYSIS

City of Palm Bay Utilities Department

250 Osmosis Drive SE. Palm Bay, FL 32909

Katie Fought, PE

T: 321.952.3410

F: 321.674.1852

foughk@palmbayflorida.org

Palm Bay Utilities Department began an aggressive approach in reducing energy at their treatment facilities and as a result reducing greenhouse gas emissions.

Process improvement initiatives (objective, targets, and programs) and resulting specific projects (acid flush of deep injection well, motor control center (MCC) modernization, idling of treatment systems, sludge dewatering improvements, decanting optimization, peak power operational considerations and adjustments, etc.) were spotlighted during the workshop with the incremental and cumulative effect on energy use, operational costs, and Greenhouse Gas (GHG) emission reductions. We worked with the Utilities Department on a continuous improvement (CI) management framework, CI tools, and a CI implementation process to achieve substantial energy use reductions in wastewater treatment facilities. These energy-use reductions have currently brought about and maintained a 51.4% reduction in energy costs from the base year of 2008, and a 38% reduction in Green House Gas emissions from the base year of 2009, of the sponsoring utilities' treatment facilities.

The simplicity of objectives, targets, and programs integrated with CI tools (six sigma) addressing the significant aspect and impacts of energy use was the focus; tools for addressing incremental improvements (six sigma project charter and control templates, objectives, targets, and programs template, GHG calculations template, and process improvement program templates, etc.). Establishment of an energy baseline was accomplished using utility billings; the GHG emission baseline was documented using the Local Government Operations Protocol (LGOP), Version 1.1. Utility billings for energy use and costs, and the LGOP for GHG emission calculations was used to calculate comparative energy use, energy costs, and GHG emissions for subsequent CYs. The effort described above was presented at the 2013 Water Environment Federation's Annual Technical Exhibition and Conference (WEFTEC) in a full day workshop.

Year the project was completed: 2011

Total cost of the construction, estimated and actual: estimated = $840,000 Actual = $ 760,000

12. Non-Collusion Statement

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and free from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3, 3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME	RELATIONSHIPS
_____	_____
_____	_____
_____	_____

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

Attachments and Exhibits

Attachment 1: Siemens SF330

ARCHITECT - ENGINEER QUALIFICATIONS

PART I - CONTRACT-SPECIFIC QUALIFICATIONS

A. CONTRACT INFORMATION

1. TITLE AND LOCATION *(City and State):* **RFQ # 946-11316.**

A CONTRACT for ENGINEERING SERVICES - ENERGY PERFORMANCE CONTRACTING for City of Fort Lauderdale, Parks and Recreation

2. PUBLIC NOTICE DATE: **February 10, 2014**

3. SOLICITATION OR PROJECT NUMBER: **RFQ # 946-11316**

B. ARCHITECT-ENGINEER POINT OF CONTACT

4. NAME AND TITLE: **Hector Samario – Senior Account Executive**

5. NAME OF FIRM: **Siemens Industry, Inc.**

6. TLEPHONE NUMBER**: (954) 364-6739**

7. FAX NUMBER: **954-364-6767**

8. E-MAIL ADDRESS: **Hector.samario@siemens.com**

C. PROPOSED TEAM

(Complete this section for the prime contractor and all key subcontractors.)

9a. PRIME (CHECK HERE): **X**

9a. JOINT-VENTURE PARTNER (CHECK HERE):

9a. SUBCONTRACTOR (CHECK HERE):

9a. FIRM NAME: **Siemens Industry, Inc.**

9a. IF BRANCH OFFICE CHECK HERE: **X**

10a. ADDRESS: **3021 North Commerce Pkwy, Miramar, Florida 33025**

11a. ROLE IN THIS CONTRACT: **Prime Contractor, ESCO**

9b. PRIME (CHECK HERE):

9b. JOINT-VENTURE PARTNER (CHECK HERE):

9b. SUBCONTRACTOR (CHECK HERE): **X**

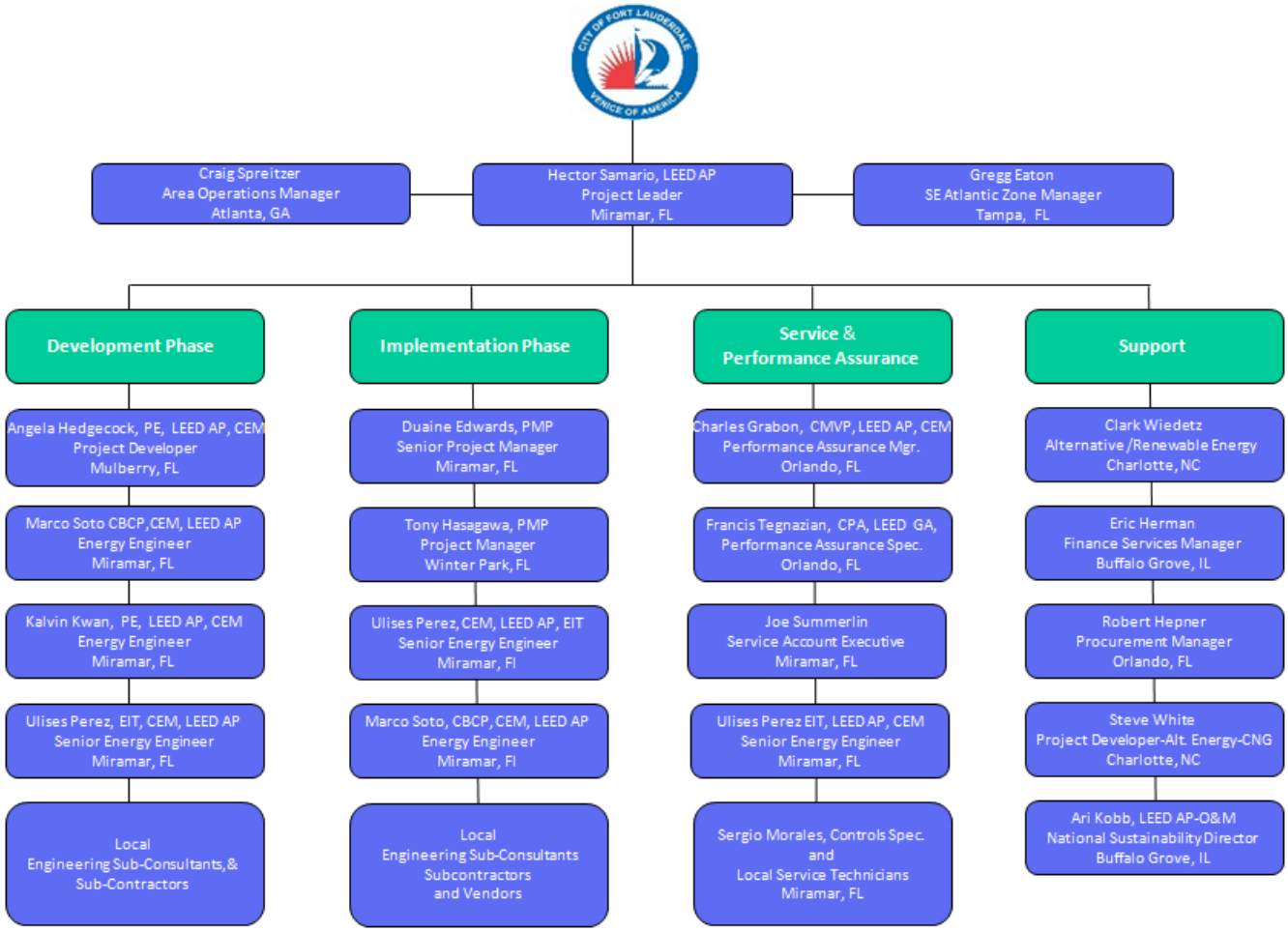
9b. FIRM NAME: **Wade Trim**

9b. IF BRANCH OFFICE CHECK HERE:

10b. ADDRESS **8010 Woodland Ctr., Blvd., Ste 1200; Tampa, FL 33614**

11b. ROLE IN THIS CONTRACT: **Subcontractor**

D. ORGANIZATIONAL CHART OF PROPOSED TEAM *(Attached; check here)*



E. RESUMES OF KEY PERSONNEL PROPOSED FOR THIS CONTRACT

(Complete one Section E for each key person.)

PLEASE NOTE: RESUMES BEGIN ON THE NEXTPAGE

12. NAME:

13. ROLE IN THIS CONTRACT:

14a. YEARS EXPERIENCE - TOTAL:

14b. YEARS EXPERIENCE - WITH CURRENT FIRM:

15. FIRM NAME AND LOCATION *(City and State)*:

16. EDUCATION *(DEGREE AND SPECIALIZATION)*:

17. CURRENT PROFESSIONAL REGISTRATION *(STATE AND DISCIPLINE): EIT, Certified Energy Manager (CEM)*

18. OTHER PROFESSIONAL QUALIFICATIONS *(Publications, Organizations, Training, Awards, etc.)*:

19a(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State):*

19a(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES:

19a(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable):*

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

19a(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19b(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State):*

19b(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES:

19b(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable):*

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

19b(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19c(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State):*

19c(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES:

19c(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable):*

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

19c(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19d(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State):*

19d(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES:

19d(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable):*

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

19d(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

19e(1) RELEVANT PROJECT - TITLE AND LOCATION *(City and State):*

19e(2) RELEVANT PROJECT - YEAR COMPLETED - PROFESSIONAL SERVICES:

19e(2) RELEVANT PROJECT - YEAR COMPLETED - CONSTRUCTION *(If applicable):*

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION *(Brief scope, size, cost etc.)* AND SPECIFIC ROLE:

19e(3) RELEVANT PROJECT - BRIEF DESCRIPTION - Check here if project performed with current firm:

---

12. NAME:	Kalvin Kwan, P.E., CEM
13. ROLE IN THIS CONTRACT:	Energy Engineer
14a. YEARS EXPERIENCE - TOTAL:	5 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	5 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS in Mechanical Engineering, Univ. Florida
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Professional Engineer (PE), FL Certified Energy Manager (CEM)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	American Society of Heating Refrigeration and Air-conditioning Engineers (ASHRAE) Associated of Energy Engineers (AEE)

19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
University of Florida, IFAS	Higher Ed	Energy Engineer	2013	$5.0M
Lynn University	Higher Ed	Energy Engineer	2012	$11.0M
Florida Memorial University	Higher Ed	Energy Engineer	2010	$5.1M
City of Oviedo, FL	Local Gov	Energy Engineer	2010	$3.4M
City of Sarasota, FL	Local Gov	Energy Engineer	2010	$8.8M

12. NAME:	Duaine Edwards, PMP
13. ROLE IN THIS CONTRACT:	Project Manager
14a. YEARS EXPERIENCE - TOTAL:	15 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	15 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS in Electrical Engineering, FAMU/FSU
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Project Management Professional (PMP)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	Florida Memorial University	Higher Ed	Project Lead	2012	$6.0M
b.	City of Pompano Beach, FL	Government	Project Lead	2010	$14.67M
c.	Florida Institute of Technology	Higher Ed	Management	2009	$9.2M

12. NAME:	Angela Hedgecock, P.E., CDSM, CEM, CPQ, LEED AP
13. ROLE IN THIS CONTRACT:	National Project Developer, Water & Wastewater
14a. YEARS EXPERIENCE - TOTAL:	18 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	6 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Tampa, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	University of South Florida
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Professional Engineer (PE) licensed in FL, GA and MO. Certified Energy Manager (CEM); Certified Demand-Side Management Professional (CDSM) Certified Power Quality Professional (CPQ); LEED Accredited Professional (LEED AP) OSHA Authorized Outreach Trainer
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	CDSM, CEM, CPQ, LEED AP

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	City of Jackson, MS	Local Gov	Project Engineer	2013	$90M
b.	City of Clearwater, FL	Local Gov	Project Developer	2011	$9.85M
c.	City of Pompano Beach, FL	Local Gov	Project Developer	2010	$14.67M
d.	City of Sarasota, FL	Local Gov	Project Developer	2010	$8.8M
e.	City of Oviedo, FL	Local Gov	Project Developer	2010	$3.4M

12. NAME:	Gregg Eaton
13. ROLE IN THIS CONTRACT:	South Atlantic Zone Sales Manager
14a. YEARS EXPERIENCE - TOTAL:	20 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	6 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Tampa, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BA Economics, Connecticut College
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	n/a
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	n/a

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	Charlotte County, FL	Government	Management	2013	$3.7M
b.	University of Florida, IFAS	Higher Ed	Management	2013	$6M
c.	Lynn University	Higher Ed	Management	2012	$11.0M
d.	Florida Memorial University	Higher Ed	Management	2012	$6.0M
e.	Florida A&M University	Higher Ed	Management	2012	$12.2M

12. NAME:	Hector Samario, LEED AP
13. ROLE IN THIS CONTRACT:	Senior Account Executive, Florida EES
14a. YEARS EXPERIENCE - TOTAL:	11 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	4 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	Master's in Business Administration BS Civil Engineering
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Green Belt Sig Sigma Certified LEED Accredited Professional, 2007
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	Broward County Climate Change Task Force Former Vice President, USGBC SF Chapter Former Co-Chair, Broward League of Cities Sustainability Committee

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	City of Hallandale Beach (pending contract)	City	Project Leader	2014	$5.7M
b.	City of Belle Glade	City	Project Leader	2012	$0.5M
c.	City of Pompano Beach - Pompano Beach, FL	Local Gov.	Sales Assist	2010	$14.6M
d.	City of Hialeah (Strategic Plan Only)	City	Project Leader	2010	$65K

12. NAME:	Charles Grabon, CEM, CBEP, CLEP
13. ROLE IN THIS CONTRACT:	Performance Assurance Specialist
14a. YEARS EXPERIENCE - TOTAL:	36 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	6 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Orlando, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS in Business Management
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	LEED Accredited Professional (LEED AP) Certified Energy Manager, (CEM) Certified Energy Auditor (CEA) Certified Measurement and Verification Professional (CMVP) Certified Business Energy Professional (CBEP) Certified Lighting Engineering Professional (CLEP)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	University of Florida, IFAS	Higher Ed	M&V Specialist	2013	$6M
b.	Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
c.	Florida Memorial University	Higher Ed	M&V Specialist	2012	$6.0M
d.	Florida A&M University	Higher Ed	M&V Specialist	2012	$12.2M
e.	Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
f.	City of Belle Glade, Fl	Government	M&V Specialist	2012	$0.5M

12. NAME:	Marco Soto
13. ROLE IN THIS CONTRACT:	Senior Energy Engineer
14a. YEARS EXPERIENCE - TOTAL:	11 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	3 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	Master of Business Administration, Indiana University, Bloomington, IN Bachelor in Mechanical Engineering, Florida Atlantic University, Boca Raton, FL
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Certified Energy Manager (CEM) Certified Building Commissioning Professional (CBCP)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	Charlotte County, FL	Local Gov	Energy Engineer	2013	$3.7M
b.	City of Belle Glade, FL	Local Gov	Energy Engineer	2012	$0.5M
c.	Lynn University	Higher Ed	Energy Engineer	2012	$11.0M
d.	Tuscaloosa Housing Authority, AL	Government	Energy Engineer	2010	$2.0M
e.	Limestone County, AL	Local Gov	Energy Engineer	2009	$1.9M

12. NAME:	Craig M. Spreitzer, P.E., PMP
13. ROLE IN THIS CONTRACT:	South Atlantic Zone Operations Manager
14a. YEARS EXPERIENCE - TOTAL:	29 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	19 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS Engineering Science and Mechanics, University of Tennessee, Knoxville
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Professional Engineer (PE), GA & SC Conditioned Air Non-restricted, GA Contractor Project Management Institute, Global Project Management Professional
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	United States Green Building Council

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	Pitt County	Government	Operations	2013	$3.8M
b.	Augusta Housing Authority	HUD	Operations	2013	$3.1M
c.	Charlotte County, FL	Government	Operations	2013	$3.7M
d.	University of Florida, IFAS	Higher Ed	Operations	2013	$6M
e.	Lynn University	Higher Ed	Operations	2012	$11.0M

12. NAME:	Dan Shabo PE, CEM, LEED AP
13. ROLE IN THIS CONTRACT:	Senior Project Developer
14a. YEARS EXPERIENCE - TOTAL:	24 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	10 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS Math/Biology BS Mechanical Engineering, MS Mechanical Engineering Auburn University; The Georgia Institute of Technology
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Professional Engineer, P.E. LEED-AP CEM (Certified Energy Manager)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	n/a

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	University of Florida, IFAS	Higher Ed	Project Developer	2013	$6M
b.	Florida A&M University	Higher Ed	Project Developer	2012	$12.2M
c.	City of Pompano Beach, FL	Local Gov	Project Developer	2010	$14.67M
d.	Three Rivers Landfill Gas project - Aiken, SC	Local Gov	Project Developer	2008	$9M
e.	Shaw Carpet Gasification - Dalton, GA	Commercial	Project Developer	2006	$12M

12. NAME:	Ulises Perez, EIT
13. ROLE IN THIS CONTRACT:	Energy Engineer
14a. YEARS EXPERIENCE - TOTAL:	7 years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	7 years
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	MS in Industrial Engineering, Univ. of Miami BS in Mechanical Engineering
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Engineer in Training (EIT) Certified Energy Manager (CEM), LEED Accredited Professional (LEED AP)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	American Society of Heating Refrigeration and Air-conditioning Engineers (ASHRAE) Associated of Energy Engineers (AEE)

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	City of Palatka, FL	Government	Energy Engineer	2013	$1.56M
b.	City of Clearwater, FL	Local Gov	Energy Engineer	2011	$9.85M
c.	City of Oviedo, FL	Local Gov	Energy Engineer	2010	$3.4M
d.	City of Sarasota, FL	Local Gov	Energy Engineer	2010	$8.8M
e.	City of Pompano Beach, FL	Local Gov	Energy Engineer	2010	$14.67M

12. NAME:	Frances Tegnazian, CPA
13. ROLE IN THIS CONTRACT:	Performance Assurance Specialist
14a. YEARS EXPERIENCE - TOTAL:	15
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	4
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BA Accounting and Economics, City University of New York
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Certified Public Accountant, (CPA) Certified Energy Manager, (CEM); Certified Measurement and Verification Professional, (CMVP) LEED Green Associate
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	Association of Energy Engineers, (AEE) United States Green Building Council, USGBC

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	University of Florida, IFAS	Higher Ed	M&V Specialist	2013	$6M
b.	Florida Memorial University	Higher Ed	M&V Specialist	2012	$6.0M
c.	Florida A&M University	Higher Ed	M&V Specialist	2012	$12.2M
d.	Lynn University	Higher Ed	M&V Specialist	2012	$11.0M
e.	City of Belle Glade, Fl	Government	M&V Specialist	2012	$0.5M

12. NAME:	Brian Hurley
13. ROLE IN THIS CONTRACT:	Solar Program Manager
14a. YEARS EXPERIENCE - TOTAL:	11 Years
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	1 Year
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BA Political Science and Economics, University of Vermont (Omicron Delta Epsilon)
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	n/a
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	n/a

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	The Masonic Home of New Jersey	Solar PV	Business Development	2011	$3.48M
b.	Shrewsbury Electric and Cable Operations	Solar PV	Business Development	2012	$7M
c.	MGM Resorts	Solar PV	Business Development	2012	$12.4M
d.	Holy Eucharist Church	Solar PV	Business Development	2012	$900k
e.	White Sands Missile Range	Solar PV	Business Development	2013	$12M

12. NAME:	Steven C. White, P.E.
13. ROLE IN THIS CONTRACT:	Project Developer
14a. YEARS EXPERIENCE - TOTAL:	21
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	7
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS in Civil Engineering, Virginia Tech MBA, Concentration in Finance, University of North Carolina at Charlotte
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Registered Professional Engineer, Virginia LEED Green Associate
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	n/a

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	Lambert Airport CNG, St. Louis, MO	Public/Private	Project Developer	2014	$3.4 million
b.	Bear Valley School District CNG, CA	Public	Project Developer	2013	$1.0 million
c.	Baton Rouge Landfill Gas Medium Btu, LA	Private	Project Developer	2011	$9.4 million
d.	Three Rivers Landfill Gas Medium Btu, SC	Public/Private	Project Developer	2009	$8.7 million
e.	Iredell County Landfill Gas to Electricity, NC	Private	Project Developer	2007	$4.0 million

12. NAME:	Christopher “Scott” Keeley
13. ROLE IN THIS CONTRACT:	Alternative Energy Project Developer
14a. YEARS EXPERIENCE - TOTAL:	27
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	9
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BSME North Carolina State University
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	n/a
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	n/a

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	Aiken SC	Land Fill Gas	Lead Developer	2007	$9.2M
b.	Baton Rouge	Landfill Gas	Lead Developer	2009	$9.8 M
c.	Bear Valley CNG	CNG	Development	2013	$1 M
d.	Tuscaloosa	Landfill Gas	Development Consultant	2011	$4M
e.	St Louis	CNG	Lead Developer	2012	$3.2 M

12. NAME:	Duaine Edwards
13. ROLE IN THIS CONTRACT:	Project Manager
14a. YEARS EXPERIENCE - TOTAL:	16
14b. YEARS EXPERIENCE - WITH CURRENT FIRM:	16
15. FIRM NAME AND LOCATION (City and State):	Siemens Industry, Inc. - Miramar, FL
16. EDUCATION (DEGREE AND SPECIALIZATION):	BS in Electrical Engineering, FAMU/FSU
17. CURRENT PROFESSIONAL REGISTRATION (STATE AND DISCIPLINE):	Project Management Professional (PMP)
18. OTHER PROFESSIONAL QUALIFICATIONS (Publications, Organizations, Training, Awards, etc.):	

	19(1)Project/Location	19(3)Type	19(3)Role	19(2)Year	19(3)$Value
a.	City of Palatka	Gov. - HUD	Project Manager	2013	$1.56M
b.	Charlotte County	Local Gov.	Project Manager	2013	$3.67M
c.	City of Belle Glade	Local Gov.	Project Manager	2012	$500K
d.	Florida Memorial University	Higher Ed	Project Manager	2012	$6.0M
e.	Lynn University	Higher Ed	Project Manager	2012	$11M

F. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT

(Present as many projects as requested by the agency, or 10 projects, if not specified. Complete one Section F for each project.)

D. EXAMPLE PROJECT KEY NUMBER:

E. TITLE AND LOCATION *(City and State):*

F. YEAR COMPLETED - PROFESSIONAL SERVICES:

G. YEAR COMPLETED - CONSTRUCTION *(If applicable):*

23a. PROJECT OWNER'S INFORMATION - PROJECT OWNER:

23b. PROJECT OWNER'S INFORMATION - POINT OF CONTACT NAME:

23c. PROJECT OWNER'S INFORMATION - POINT OF CONTACT TELEPHONE NUMBER:

24. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT *(Include scope, size, and cost):*

25. FIRMS FROM SECTION INVOLVED WITH THIS PROJECT

(1) FIRM NAME	(2) FIRM LOCATION *(City and State)*	(3) ROLE
Siemens	Miramar, FL	ESCO

The project references begin below.

D. Example Project Key Number	Project # 1
E. Title and Location	City of Pompano Beach, Florida
F., G. Year Completed	2013
23a. Project Owner	Public Works, City of Pompano Beach, Florida
23b. Point of Contact Name.	Rob McCaughan, Director of Public Works Robert.mcCaughan@copbfl.com
23c. Point of Contract Telephone Number.	Phone (954) 786-4028 Cell (954) 850-8854

24. Brief Description of Project and Relevance to This Contract.	City Hall New Central Energy Plant and retrofits at 22 additional buildings, parks, sites. Square footage is approximately 457031 $14.7M , Funding provided by Chase, utilizing a tax exempt municipal lease ECMs Installed: Central Chiller Plant, Advanced Meter Infrastructure (AMI), water treatment plant pump upgrades, HVAC & VFDs, lighting, EMS, Golf Cart Charging Optimization, water conservation, fire alarm system
25. Firms from Section C Involved with This Project.	Personnel: Gregg Eaton Zone Manager Gary Kreisler, Account Executive/Project Developer Craig Spreitzer, Zone Operations Manager Cliff Oxios, Operations Manager Duaine Edwards, Senior Project Manager Charles Grabon, Performance Assurance Kalvin Kwan, Energy Engineer Ulises Perez, Energy Engineer Angela Hedgecock, Project Development
(1) FIRM NAME	Siemens
(2) FIRM LOCATION (City and State)	Miramar, FL
(3) ROLE	Prime Contractor

D. Example Project Key Number	Project # 2
E. Title and Location	Florida Institute of Technology, Melbourne, FL 32901
F., G. Year Completed	2011
23a. Project Owner	Duane McCay, Executive Vice President & COO
23b. Point of Contact Name.	Gregory I. Tsark, VP for Facilities Operations
23c. Point of Contract Telephone Number.	321-674-7584
24. Brief Description of Project and Relevance to This Contract.	$8,432,217 ECMs: Lighting & Occupancy Sensors, Water Conservation, Central Energy Plant & Mechanical Retrofits, Controls Upgrades, Boiler Controller, VFD, Fume Hood Control, Building Metering
25. Firms from Section C Involved with This Project.	Siemens Personnel: Marc Craddock, CEM - Account Executive Marco Soto, CEM – Energy Engineer Charles Grabon, LEED AP - Performance Assurance Frances Tegnazian, LEED GA - Performance Assurance
(1) FIRM NAME	Siemens
(2) FIRM LOCATION (City and State)	Miramar, FL
(3) ROLE	Prime Contractor

D. Example Project Key Number	Project # 3
E. Title and Location	Jacksonville University, Jacksonville, FL
F., G. Year Completed	2014 (contract)
23a. Project Owner	Jacksonville University
23b. Point of Contact Name.	George C. Scaduto Vice President Finance & Administration
23c. Point of Contract Telephone Number.	904-256-7024
24. Brief Description of Project and Relevance to This Contract.	$2,117,571 ECMs: Lighting, EMS, VFD, Chiller Retrofit
25. Firms from Section C Involved with This Project.	Siemens: Marc Craddock, CEM - Account Executive Charles Grabon, LEED AP - Performance Assurance Frances Tegnazian, LEED AP - Performance Assurance Angela Hedgecock, Project Development
(1) FIRM NAME	Siemens
(2) FIRM LOCATION (City and State)	Miramar, FL
(3) ROLE	Prime Contractor

D. Example Project Key Number	Project # 4
E. Title and Location	Miami Dade Public Schools (Phase 2); Miami, FL
F., G. Year Completed	2011 (contract)
23a. Project Owner	Miami Dade Public Schools
23b. Point of Contact Name.	David Malet, Director of Energy Management
23c. Point of Contract Telephone Number.	305-995-1550 / 305-995-1566
24. Brief Description of Project and Relevance to This Contract.	$5,063,118 Six Schools, multiple buildings per school, over 500,000 SF ECMs: New interior lighting, chillers, cooling tower, energy management system, water conservation
25. Firms from Section C Involved with This Project.	Siemens: Todd Galimidi –Zone Manager Cliff Oxios –Construction Manager Ulises Perez – Energy Engineer Duaine Edwards – Project Manager
(1) FIRM NAME	Siemens
(2) FIRM LOCATION (City and State)	Miramar, FL
(3) ROLE	Prime Contractor

D. Example Project Key Number	Project # 5
E. Title and Location	City of Bella Glade, FL
F., G. Year Completed	2013
23a. Project Owner	City of Belle Glade
23b. Point of Contact Name.	Lillian Tomeu, Project POC
23c. Point of Contract Telephone Number.	561-992-1607 Cell: 561-261-1084 / ltomeu@belleglade-fl.com
24. Brief Description of Project and Relevance to This Contract.	$500k. Included HVAC, lighting, controls and water conservation measures for City buildings (7), Streetlights and some water meters.
25. Firms from Section C Involved with This Project.	
(1) FIRM NAME	Siemens
(2) FIRM LOCATION (City and State)	Miramar, FL
(3) ROLE	Prime Contractor

D. Example Project Key Number	Project # 6
E. Title and Location	Florida Memorial University, Miami Gardens, FL
F., G. Year Completed	2012
23a. Project Owner	Dr. Harold Clark, Vice President, (305) 798-6788 hclarke@fmuniv.edu
23b. Point of Contact Name.	David Jaccarino, Director of Facilities
23c. Point of Contract Telephone Number.	(305) 626-3766 David.Jaccarino@fmuniv.edu
24. Brief Description of Project and Relevance to This Contract.	$6.0 M. High Efficiency Central Energy Plant, Cooling Tower Submetering, Controls Upgrades, Campus Trash Compaction
25. Firms from Section C Involved with This Project.	
(1) FIRM NAME	Siemens
(2) FIRM LOCATION (City and State)	Miramar, FL
(3) ROLE	Prime Contractor

G. KEY PERSONNEL PARTICIPATION IN EXAMPLE PROJECTS

26. NAMES OF KEY PERSONNEL (From Section E, Block 12)	27. ROLE IN THIS CONTRACT (From Section E, Block 13)	28. EXAMPLE PROJECTS LISTED IN SECTION F (Fill in "Example Projects Key" section below before completing table. Place "X" under project key number for participation in same or similar role.)									
		1	2	3	4	5	6	7	8	9	10
Kalvin Kwan, EIT, CEM	Energy Engineer	X									
Angela Hedgecock, P.E., CDSM, CEM, CPQ, LEED AP	Senior Project Developer	X		X							
Gregg Eaton	South Atlantic Zone Sales Manager	X	X	X	X	X	X				
Hector Samario, LEED AP	Senior Account Executive, Florida EES	X				X					
Charles Grabon, CEM, CBEP, CLEP	Performance Assurance Specialist			X		X	X				
Marco Soto	Senior Energy Engineer		X			X					
Ulises Perez	Senior Energy Engineer	X	X		X		X				
Dan Shabo, P.E., CEM, LEED AP	Senior Project Developer	X									
Craig M. Spreitzer, P.E., PMP	Zone Operations Director					X	X				
Frances Tegnazian, CPA, CEM, CMVP, LEED GA	Performance Assurance Specialist					X	X				
Duaine Edwards, PMP	Project Manager					X	X				
Brian Hurley	Solar Program Manager										
Steven White	Alternative Energy Project Developer										
Scott Keeley	Alternative Energy Project Developer										

29. EXAMPLE PROJECTS KEY

NO.	TITLE OF EXAMPLE PROJECT (FROM SECTION F)	NO.	TITLE OF EXAMPLE PROJECT (FROM SECTION F)
1	City of Pompano Beach, Florida	6	

2	Florida Institute of Technology	7	
3	Jacksonville University	8	
4	Miami Dade Public Schools (Phase 2)	9	
5		10	

H. ADDITIONAL INFORMATION

29. PROVIDE ANY ADDITIONAL INFORMATION REQUESTED BY THE AGENCY. ATTACH ADDITIONAL SHEETS AS NEEDED:

9. AUTHORIZED REPRESENTATIVE
The foregoing is a statement of facts.

30. SIGNATURE OF AUTHORIZED REPRESENTATIVE:

31. DATE SIGNED:

32. NAME AND TITLE OF SIGNER:

ARCHITECT-ENGINEER QUALIFICATIONS

PART II - GENERAL QUALIFICATIONS

(If a firm has branch offices, complete for each specific branch office seeking work.)

1. SOLICITATION NUMBER *(If any):*

2a. FIRM (OR BRANCH OFFICE) NAME: **Siemens Industry, Inc. – Building Technologies – Miramar, FL**

2b. FIRM (OR BRANCH OFFICE) STREET: **3021 North Commerce Pkwy**

2c. FIRM (OR BRANCH OFFICE) CITY: **Miramar**

2d. FIRM (OR BRANCH OFFICE) STATE: **Florida**

2e. FIRM (OR BRANCH OFFICE) ZIP CODE: **33025**

3. YEAR ESTABLISHED: **1891**

4. DUNS NUMBER: **105162098**

5a. OWNERSHIP - TYPE: **Corporation**

5b. OWNERSHIP - SMALL BUSINESS STATUS: **Non**

6a. POINT OF CONTACT NAME AND TITLE: **Hector Samario – Senior Account Executive**

6b. POINT OF CONTACT TELEPHONE NUMBER: **(954) 364-6739**

6c. POINT OF CONTACT E-MAIL ADDRESS: **hector.samario@siemens.com**

7. NAME OF FIRM *(If block 2a is a branch office):*

8a. FORMER FIRM NAME(S) *(If any)*	8b. YR. ESTABLISHED	8c. DUNS NUMBER
Siemens Building Technologies	**1998**	**01-094-4650**
Landis & Staefa, Inc.	**1996**	**01-094-4650**
Landis & Gyr, Inc.	**1996**	**01-094-4650**
MCC Powers, Inc.	**1987**	**01-094-4650**
Mark Controls	**1977**	**01-094-4650**
Powers Regulator	**1891**	**01-094-4650**

9. EMPLOYEES BY DISCIPLINE

a. Function Code	b. Discipline	c(1). No. of Employees - Firm	c(2). No. of Employees – Branch
23	**Energy Engineer**	**90**	**9**
	Performance Assurance, Support and Other Functions	**90**	**5**
48	**Project Manager**	**80**	**6**
	Other Employee		

***Roles listed only as applicable to the Ft. Lauderdale project.**

10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST 5 YEARS

a. Profile Code	b. Experience	c. Revenue Index Number *(see below)*
D04	**Design/Build, Energy Solutions, and Performance Contracting**	**$1.468 billion**

***Siemens Industry – Building Technologies Only**

PROFESSIONAL SERVICES REVENUE INDEX NUMBER

1. Less than $100,000
2. $100,000 to less than $250,000
3. $250,000 to less than $500,00
4. $500,000 to less than $1 million
5. $1 million to less than $2 million
6. $2 million to less than $5 million
7. $5 million to less than $10 million
8. $10 million to less than $25 million
9. $25 million to less than $50 million
10. $50 million or greater

11. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

(Insert revenue index number shown above)

11a. Federal Work: **9 - $39.4 million**

11b. Non-Federal Work: **10 - $1.429 billion**

11c. Total Work: **10 - $1.468 billion**

***Represents Siemens Industry - Building Technologies Division only**

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12. AUTHORIZED REPRESENTATIVE. The foregoing is a statement of facts.

12a. SIGNATURE:

12b. DATE SIGNED:

Exhibit A. Housing Authority of Ft. Lauderdale

HOUSING AUTHORITY
of the City of Fort Lauderdale

Established 1936 • www.hacfl.com

February 25, 2014

Hector Samario
SIEMENS
Infrastructure & Cities Sector
3021 N Commerce Pkwy
Miramar, FL 33025

RE: City of Fort Lauderdale Energy Performance Contracting

Dear Mr. Samario:

On behalf of the Housing Authority of the City of Fort Lauderdale (Housing Authority), I am pleased to support the proposal SIEMENS is submitting to the City of Fort Lauderdale for the Energy Performance Contracting Bid #946-11316. The Housing Authority recognizes SIEMENS commitment to sustainability and knows your company is very capable of performing the energy audits and related capital improvement services for the City of Fort Lauderdale.

The Housing Authority created the Step-Up Apprenticeship Initiative in 1994 to provide low-income public housing residents access to education, job skills, and employment opportunities, while working to rehabilitate the housing stock in the community. As a registered two-year program with the State of Florida Department of Education and Department of Labor, the Step-Up Apprenticeship Initiative provides a technical construction curriculum and on-the-job training experience for program participants. The apprenticeship prepares participants to compete in the public and private job sectors, as well as enables them to become self-employed.

The Housing Authority looks forward to partnering with you through our Step-Up Apprenticeship Initiative on this project. We will continue to train our apprentices in Green Building and Weatherization using the National Center for Construction Education and Research (NCCER) curriculum to prepare them for energy related projects. We also look forward to expanding our curriculum based on the demands and needs for new energy technologies and practices. Our graduating apprentices look forward to the possibility of being able to work with and learn from experienced employees of SIEMENS.

We look forward to this collaborative partnership with SIEMENS. We believe this provides a tremendous opportunity for disadvantaged young adults within our community. Thank you.

Sincerely,

Tam English
Executive Director

Central Office:
437 Southwest 4th Avenue
Fort Lauderdale, FL 33315
(954) 525-6111

Robert P. Kelley Building:
500 W. Sunrise Boulevard
Fort Lauderdale, FL 33311
(954) 556-4100

Exhibit B. Local Business Preference Statement

ITB NO.
TITLE:

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1) _____ Business Name is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt **and** a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(2) _____ Business Name is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt **or** a complete list of full-time employees and their addresses shall be provided within 10 calendar days of a formal request by the City.

(3) _____ Business Name is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

(4) _____ Business Name requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(5) _____ Business Name requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

(6) _____ Business Name is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.

BIDDER'S COMPANY: Siemens Industry, Inc. – Building Technologies Division

AUTHORIZED COMPANY PERSON: _____
NAME SIGNATURE DATE

Exhibit C. Acknowledgement of Addenda

Siemens received and understands both addenda issued by the City of Ft. Lauderdale. Signed acknowledgements are included in this exhibit.

Addendum 1

City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFQ 946-11316
General Engineering – Energy Performance Contracting - CCNA

ISSUED February 17, 2014

1. This addendum is being issued to make the following change:

ARTICLE 6
TERM OF AGREEMENT; TIME FOR PERFORMANCE

6.1 The initial term of this Agreement shall be in alignment with FS 489.145 for comprehensive performance contract not to exceed 20 years. The contract may provide for repayment to the lender of the installation construction loan through installment payments for a period not to exceed 20 years. The term of a contract expires at the end of each fiscal year and may be automatically renewed annually for up to 20 years, subject to the City of Fort Lauderdale making sufficient annual appropriations based upon continued realized energy, water, and wastewater savings.

All other terms, conditions, and specifications remain unchanged.

Kirk W. Buffington, CPPO, C.P.M. MBA
Deputy Director of Finance

Company Name: Siemens Industry, Inc. – Building Technologies Division
(please print)

Bidder's Signature: _____

Date: 2/26/14

Addendum 2

City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 2

RFQ 946-11316
General Engineering – Energy Performance Contracting - CCNA

ISSUED February 25, 2014

1. This addendum is being issued to make the following change:

ARTICLE 6
TERM OF AGREEMENT; TIME FOR PERFORMANCE

6.1 The initial term of this Agreement shall be in accordance with Section 489.145, Florida Statutes (2013), to wit: one year from the effective date, renewable until September 30, 2015. Thereafter, any renewal periods of the Agreement end on September 30 of each year and the Agreement may be renewed annually, except that the total number of years shall not exceed twenty. Any renewal of this Agreement is subject to the City making sufficient annual appropriations based upon continued realized energy, water, and wastewater savings.

All other terms, conditions, and specifications remain unchanged.

Kirk W. Buffington, CPPO, C.P.M. MBA
Deputy Director of Finance

Company Name: Siemens Industry, Inc. – Building Technologies Division
(please print)

Bidder's Signature: _____

Date: 2/26/14