

# INFRASTRUCTURE AS A SERVICE® (IaaS)

## The IaaS Value Add



Sustainability Partners ("SP") is the only company in the United States with the statutory legal obligation to form reliable and enduring partnerships with public institutions for the advancement of their critical infrastructure.

SP is a public benefit company that keeps essential infrastructure services permanently reliable, safe, and effective in a manner fully aligned with the priorities of public institutions. We align with each customers' varying economics, political priorities, and infrastructure responsibilities with complete transparency, proper maintenance, efficient monitoring, and responsible management of external risks.



### FINANCIAL COLLABORATION - Included

- Funding that is NOT debt
- Funding that is month-to-month, may be cancelled at any time with 30-day notice and without penalty
- Funding that requires no control over other financings pursued by the institution
- Ability to pre-pay vendors/contractors to lock in pricing and expedite delivery
- Ability to defer monthly service fees upon a budget shortfall
- No required payment reserves
- Ability to convert IaaS to IaaSI (Infrastructure as an Investment) so institution can be owner of infrastructure with a simple new addendum
- Financial Analysis including:
  - CapEx, OpEx, reliability, durability, sustainability, good/better/best options
  - Short and long-term project affordability
  - Short and long-term plan to fund maintenance and replacements
  - Impact on existing obligation covenant and credit
  - Risk analysis of current and long-term balance sheet capacity
- Emergency funding available as needed



### LEGAL COLLABORATION - Included

- Legal collaboration of procurement methods for funding, vendors, contractors, and service providers
- SP negotiates all vendor contracting, change orders, and facilitates issue resolution
- SP fulfills all vendor contracts through our SP Master Goods and Services Agreement ("MGSA")
- SP collaboration with tax compliance for state, federal, city reporting and payments
- SP participation in governance board reporting and guidance
- SP offers priority access to national vendors with advantages in speed, cost, warranties, and issue resolution
- SP provides internal specialist to fulfill appropriate insurance sourcing and compliance requirements

## SP's Infrastructure as a Service®



### PROJECT COLLABORATION & RISK MITIGATION - Included

- SP collaboration to identify good/better/best options
- SP technical support and evaluation of bid documents and selection
- IoT data analysis for reliability, usage, maintenance, performance
- SP engineering infrastructure specialists:
  - Review project scope and design
  - Review long-term capabilities for asset capacity to perform over time
  - Review potential obsolescence and proprietary elements creating vendor dependency risks



### ONGOING COLLABORATION AS LONG-TERM PARTNERS - Included

- SP provides ongoing usage analysis of trends, variability, monitoring, and reporting
- SP tracks, analyzes, and shares IoT data to share meaningful project impact
  - Environmental impact (e.g., water and energy savings, etc.)
  - Stimulus in local job availability and/or engagement of current staff
- SP creates unique internet-based custom dashboard, accessible 24x7 for every customer to promote our commitment to transparency, collaboration and long-term partnerships
  - Project timelines/progress/expected completion
  - State of assets, maintenance plan, service tickets
  - All contracts, invoicing, purchase orders, change orders, permits, commissioning certificates
  - Training information
- Dedicated SP Owner's Representative facilitates communication and deliverables between customer and vendors
  - Locally based, single point of contact with expertise of project and assets, available as needed for all project related matters
  - Identify requested milestones with customer personnel and vendors
  - Manages communication and exchange of documentation for ongoing project operations and timelines, maintain master schedule of deliverables
  - Disperse customer authorized payments
  - Facilitates resolution of issues that may inevitably arise from project inception to completion and thereafter
  - Coordinate training of assets and associated software at all levels
  - Provide maintenance updates of all assets
  - Foster, develop, and maintain strong and trusted relationships between all stakeholders

Adding Value to Benefit our Customer Partners **IaaS**