

# INFRASTRUCTURE AS A SERVICE™ (IAAS)

**We solve your capital needs for infrastructure and partner with you to keep it reliable, safe, and efficient.**



We pay to convert infrastructure into a utility service that is reliable, safe, and efficient in a manner that protects institutions, the assets, capital providers, and taxpayers.

Our clients are Municipalities, Universities, Schools, Hospitals, Water/Rail/Power Districts, Ports, and HOAs. We partner with these important institutions to replace unreliable, unsafe, and costly infrastructure with modern solutions, robustly engineered with embedded long-term support. We can pay for 100% of design, materials and installation, and ensure assets are continually maintained in a state of good repair.

Sustainability Partners (SP) is a usage based utility model. We assume ownership responsibilities of essential infrastructure without interfering with your use. When essential infrastructure assets are modernized, significant cost savings are achieved as old, unreliable, and costly assets are replaced. SP's robustly engineered design requirements, direct procurement, and uncompromising maintenance yield real total cost savings. SP is a clear alternative to traditional purchase or public works procurement with financing, bonding, PPP's, leasing, EPCs, and Shared Savings arrangements.

Utilities - like gas, electric, and water - are essential and easy to engage and terminate. SP's utilities deliver continuously and reliably 24 hours x 365 days, year after year, safely and efficiently. We protect you from unexpected repairs and inadequate maintenance.

- Asset use is entirely in your control
- Month-to-month contracts with no termination penalties
- Anytime purchase option at actual cost prorated to remaining useful life
- Fully compliant procurement options
- Usage-fees aligned with your revenue sources
- Open book accounting, contracts, warranties, designs, and documentation
- 24/7 monitoring and real-time alerts to deliver reliability and performance
- Focus on maintenance and upgrades



1. Select infrastructure for collaboration



2. SP underwrites, delivers economic and execution options for approval



3. SP funds and facilitates project + ongoing maintenance and modernization



4. Infrastructure monitored continuously for reliability and performance



5. Customer receives monthly utility bills for usage



6. SP keeps infrastructure reliable, safe, and efficient

## PROGRAM COMPARISONS

| Comparison                             | Term           | Cost is Usage Based | Agreement Complexity | Is it CAPEX | Continually Maintained in state of Good Repair | Penalties to Cancel | On Balance Sheet | Required Guarantees |
|--|----------------|---------------------|----------------------|-------------|--|---------------------|------------------|---------------------|
| <b>SP Infrastructure as a Service™</b> | <b>Monthly</b> | <b>YES</b>          | <b>10 page</b>       | <b>NO</b>   | <b>YES</b>                                     | <b>NO</b>           | <b>NO</b>        | <b>NO</b>           |
| Loan                                   | 5-20 years     | NO                  | 75 page              | YES         | NO   | YES                 | YES              | YES                 |
| Lease                                  | 5-10 Years     | NO                  | 50 page              | YES         | NO   | YES                 | YES              | YES                 |
| Public Private Partnership             | 3-10 Years     | NO                  | 1,000 page           | YES         | NO   | YES                 | YES              | YES                 |
| ESCO                                   | 7-30 Years     | NO                  | 120 page             | YES         | NO   | YES                 | YES              | YES                 |
| Shared Savings Agreement               | 10+ years      | NO                  | 100 page             | YES         | NO   | YES                 | YES              | YES                 |

## CUSTOMERS

- Airports, Ports, Train Stations
- Correctional Facilities
- Distribution Centers
- Federal Agencies
- Large HOA's
- Hospitals
- Hotels & Resorts
- Large Multi-Family Complexes
- Municipalities
- Non-Profits
- Parks & Libraries
- Parking Garages
- Police & Fire Stations
- Railroads
- Schools & Universities
- State Agencies
- Utilities
- Waste Water & Water Treatment

## RUN-TO-FAIL AND DEFERRED MAINTENANCE SOLVED

- |   |   |
|---|---|
|  Facility & Exterior LED Lighting                                   |  Waste Systems   |
|  Boilers, Chillers, Cooling Towers, Air Handlers                    |  Controls, Sensors, Switches & Monitoring  |
|  HVAC; Building Envelope; Energy Efficiency                         |  Micro Grids, Transformers Frequency Regulation  |
|  Water Distribution Systems, Smart Meters                          |  Rolling Stock (EVs, AVs, subway, buses), Charging Stations, Fuel Depots, Maintenance Facilities  |
|  Electrical Distribution, Storage, Optimization & Generation      |  Inter-modals, Rail, Switching Stations, Runways, & Taxiways   |
|  Plumbing – Controls, Conditioners, Pumps, Manifolds, Fixtures    |  Central Station to Operator Networks, Security & Hardening Systems  |
|  Irrigation Systems – Controllers, Pipes, Pumps, Valves, Emitters |  Water Systems <ul style="list-style-type: none"> <li>■ Distribution</li> <li>■ Monitoring</li> <li>■ Waste Treatment</li> <li>■ Water Purification</li> <li>■ Desalination</li> </ul> |
|  Roofs, Windows, Elevators, Escalators, People Movers, Kitchens   |  Sports Field Turf & Lighting  |

## WHY SP's Infrastructure-as-a-Service™ IS YOUR BEST SOLUTION

### Speed / Quality / Cost / Safety / Efficiency / Flexibility



#### SPEED

- When time matters, SP is your fastest option
- SP was designed from ground up for speed with risks mitigated



#### QUALITY

- Highest quality assets are procured as CapEx is not limited
- Focus on premier maintenance and upgrade reserves
- Funding is connected to asset performance and reliability



#### COSTS

- 10%-40% reduced actual cost: power of cash, limited intermediaries, national contracts, vendor engineering
- Lowest monthly cost: cost of capital pass thru, simplified contracting, streamlined procurement and extended useful life of products
- Lowest total cost of usage



#### SAFETY

- 30 Day Termination: no penalties
- Acquire assets any time at documented cost, prorated to remaining useful life



#### EFFICIENCY

- 100% utility charge removes budgeting debates for essential services
- Fast simple contracting: Government friendly Master Utility Agreement
- Simple and easy auditing



#### RISKS

- Removes risk of unreliable assets
- SP mitigates the technology, installation and performance risks
- Eliminates Default Risk as Monthly fees vary with your source of revenue
- Complete transparency of all monies using cloud accounting of a utility special purpose legal entity for your assets



#### FINANCE

- Protects Bond and Credit Rating: Strengthens balance sheet by removing financing, deferred maintenance and depreciation
- Re-allocate capital to higher impact needs
- Utilization versus Credit Default Underwriting