

Sustainable Onsite Utilities as a Service

Partnerships that offer expertise and resources to invest in infrastructure, improve performance, and meet climate-action goals



Energy: A Key Ingredient of Innovation

Mostly unseen and often under-appreciated, onsite utility systems that generate and use energy, treat water, and provide refrigeration, steam, and heat are vital to your operations. At the same time, they are vilified as a prime source of carbon emissions, which you have probably committed to eliminate.

Upgrading to more efficient and reliable utility technologies can not only help you comply with regulations and meet corporate sustainability goals. If done right, such upgrades can also deliver financial benefits that you can use to innovate and solidify your industry leadership.

Sustainable utilities as a service, from ENGIE North America, can help turn onsite utilities to your advantage. Your facilities may be a good candidate for utilities as a service if you face any of the following challenges:

- The need to simultaneously cut energy costs and reduce your facilities' carbon footprint.
- Fix or replace aging utility systems that have a maintenance backlog or significant reliability concerns.
- Electrify or otherwise modernize utilities for efficiency and resiliency, without disrupting production.
- Scale and optimize utility operations when qualified staff are hard to attract and retain.
- Find resources to audit utility assets and develop sustainability roadmaps.

Streamlined Capital Improvements and Ongoing Operations

Structured as a contract-based partnership, ENGIE's service model helps manufacturers integrate the latest proven technologies and achieve sustainability goals, while avoiding large upfront investments and risk.



INFRASTRUCTURE UPGRADES

ENGIE will modernize existing utility assets or design and install new systems - clearing maintenance backlogs and prioritizing projects based on **sustainability objectives** and long-term **reliability improvements**.



OPERATIONS & PERFORMANCE

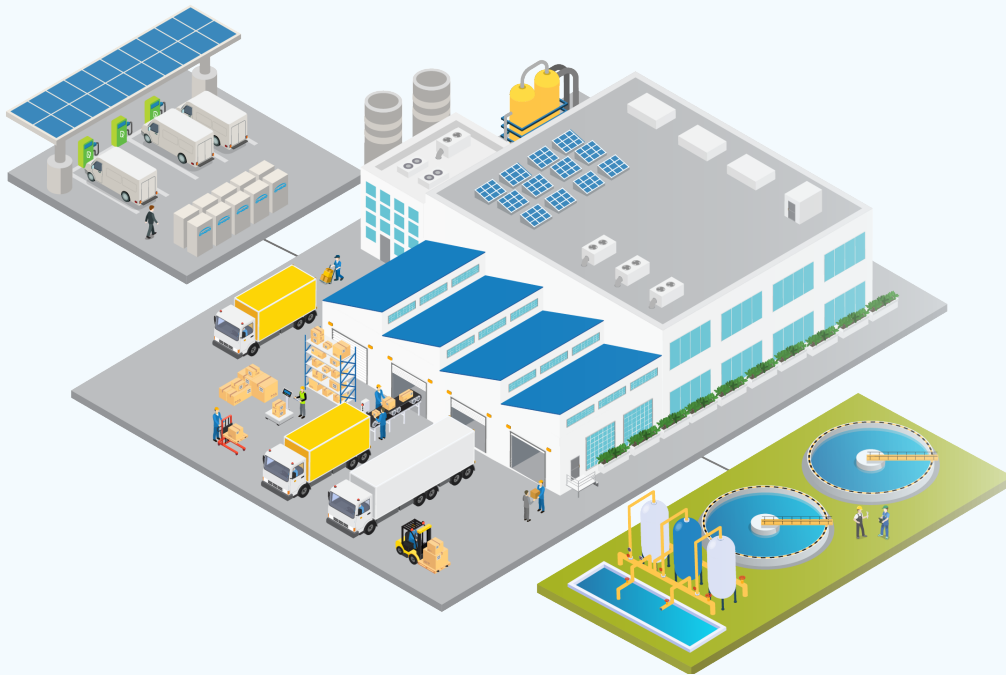
ENGIE will provide operations and maintenance (O&M) for the utility systems via 10- to 20-year contracts that include **performance guarantees**. By assuming the utilities' operational risk, ENGIE will make costs predictable and enable staff to focus on your company's core mission.



FINANCING

ENGIE will finance **100% of the capital expenditures (CapEx)** for system upgrades, leveraging external incentives when appropriate and generating **cost savings**. Partnerships where ENGIE takes on responsibility for existing assets often include an up-front cash payment to the business.

ENGIE's Utilities-as-a-Service Partnerships Can Cover:



O&M for foundational systems

- Onsite power generation, storage & distribution
- Combined heat & power (CHP) systems
- Steam/hot water plants
- Chilled water plants
- Compressed air systems
- Potable water, sewer & wastewater infrastructure

Efficiency upgrade options

- Energy and water conservation measures
- Electricity microgrids
- Monitoring & controls
- Direct load control
- Advanced metering
- Lighting upgrades
- HVAC modernization
- eMobility infrastructure (including GH2)

Additional services & solutions

- Asset optimization
- Utility advisory
- Engineering design, construction & delivery
- Economic/ancillary programs
- Virtual power purchase agreements (PPAs)
- Decarbonization consulting

A Long-term Partner

ENGIE has served thousands of manufacturers, businesses, municipalities, schools, and healthcare facilities around the world. Our market-proven expertise in sustainability and utility management enables ENGIE to optimize systems in a way that meets each customer's specific needs.

dianafood™

For Diana Food, a producer of dehydrated ingredients, ENGIE replaced energy-inefficient steam boilers with biomass boilers, which it will operate and maintain for 10 years. The new boilers meet 86% of the facility's steam needs, avoiding 6,230 tons/year of CO₂ emissions and saving Diana Food over \$2 million a year.

DANONE

Through a multi-site, multi-technique performance contract, ENGIE took responsibility for managing Danone's HVAC, plumbing, industrial refrigeration, high- and low-voltage electricity systems, and other key components of the utility infrastructure. The agreement guarantees 7% cost savings, while assuring continuity of services and providing improvement opportunities.

Yoplait®

For Yoplait, the world's second-largest dairy products brand, ENGIE designed, installed, and now operates a waste-heat recovery system that serves as the district heating network for the Vienne Condrieu urban area. The system is recovering almost 3000 MWh of industrial energy per year and has reduced annual CO₂ emissions by 50%.

Contact ENGIE to learn how an onsite utilities-as-a-service partnership could benefit your business: info@es.engie-na.com