

# INFRASTRUCTURE AS A SERVICE<sup>®</sup> (IaaS)

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



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

Sustainability Partners ("SP") is a **public benefit company** providing a usage-based model requiring zero upfront capital. We assume ownership responsibilities of essential infrastructure without interfering with your use. We can bridge a gap, providing a required match to state or federal funds, or be a 100% source paying for the design, engineering, materials, installation, monitoring and maintenance.

Our customers are durable entities including 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.

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, PPPs, renting, EPCs, and Shared Savings arrangements.

**Utilities - like gas, electric, and water - are essential and easy to engage and terminate. SP's services 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
- No termination penalties with 30 days' notice
- Anytime option to take over ownership of assets
- Zero upfront cost + fully compliant procurement options
- Usage-based billing aligned with your revenue sources
- Open book accounting of contracts, warranties, designs, 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 bill 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 & State Agencies
- Hospitals
- Large HOAs
- Large Multi-Family Complexes
- K-12 Schools & Universities
- Municipalities, Villages, Parishes
- Non-Profits
- Parks & Libraries
- Parking Garages
- Police & Fire Stations
- Railroads
- Utilities
- Wastewater & Water Treatment

## RUN-TO-FAIL AND DEFERRED MAINTENANCE SOLVED

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

## 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 and to mitigate risks



#### 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 with 30 days' notice
- Option to take over asset ownership any time



#### EFFICIENCY

- 100% utility charge removes budgeting debates for essential services
- Fast simple contracting: Gov't friendly Master Utility Service 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
- Enables reallocation of capital to higher impact needs
- Utilization versus credit default underwriting

Sustainability Partners (“SP”) solves your capital needs for infrastructure and partners with you to keep it reliable, safe, and efficient.

We pay to convert infrastructure into a month-to-month utility service.

Our customers, who become our long-term partners, are municipalities, schools, universities, hospitals, and other durable entities in need of essential infrastructure repairs and/or upgrades.

**SP is a public benefit company with the legal obligation to form reliable and enduring partnerships with public institutions for the advancement of their essential infrastructure.**



SP specs project and works with you to find the best solutions



SP offers any combination of funding, design, engineering, procurement, installation, ongoing maintenance, upgrades, etc.



SP directly funds assets, allowing infrastructure to be amortized over its useful life

## RECENT STATE, UNIVERSITY, & CITY PROJECTS

### State of Hawaii EV Fleet, Charging & Microgrids

Accomplishing the state’s clean energy goals with zero emission, environmentally friendly government fleet vehicles and charging stations for Departments of Transportation and Energy, hospitals, K-12 school district, universities, and Int’l airport.

Additional orders for statewide microgrid and charging infrastructure, EV refuse vehicles, streetsweepers, airport shuttles, transit buses, light duty trucks, and more currently in progress.

### Jacksonville University Water Infrastructure

Modern and robustly engineered water infrastructure purchased and installed by SP including a new well, water tanks, chlorination system, water distribution pumps, generator, electrical distribution system equipment and more.

Resulted in clean campus drinking water, decreased total cost of usage, and capital returned to university for other important campus initiatives.

### Crowley, Louisiana Sports Field Turf & LED Lighting

Capital constrained city in need of new artificial turf, LED lighting and associated infrastructure for nine multi-purpose fields including historic Miller Baseball Stadium.

Resulted in immediate cash flow generation for the city by stimulating the local economy and attracting travel ball tournaments. City was also awarded the Community Achievement Award for Outstanding Community Improvement In Technology & Creativity

