

Department of Defense and Siemens



January, 2012

Agenda

- Siemens USA
- Building Technologies - What We Do in Buildings
- Contracting Solutions
- Case Studies

Touching the lives of Americans everywhere

Every business day, Siemens in the USA:



Electricity

Produces:

- More than one-third of the nation's electricity
- 3.3 million energy-saving lamps
- 200,000 automotive electronic components
- 180,000 residential circuit breakers



Automotive
Electronic Parts

Dedicates:

- 6,429 employees and \$2.8 million to R&D
- 12,700 employees to the healthcare industry



Automation Systems

Processes:

- 144 million healthcare information transactions

Touching the lives of Americans everywhere

Every business day, Siemens in the USA:

Provides:

- Radiation therapy systems to treat 30,000 cancer patients
- Baggage handling systems to more than 100 major US airports
- Lighting and control systems for half the nation's 100 busiest airports
- Automation systems that help the US Postal Service process some 90% of the Nation's mail
- Products for 40% of the Nation's new automobiles



Radiation Therapy Systems



Airfield Lighting



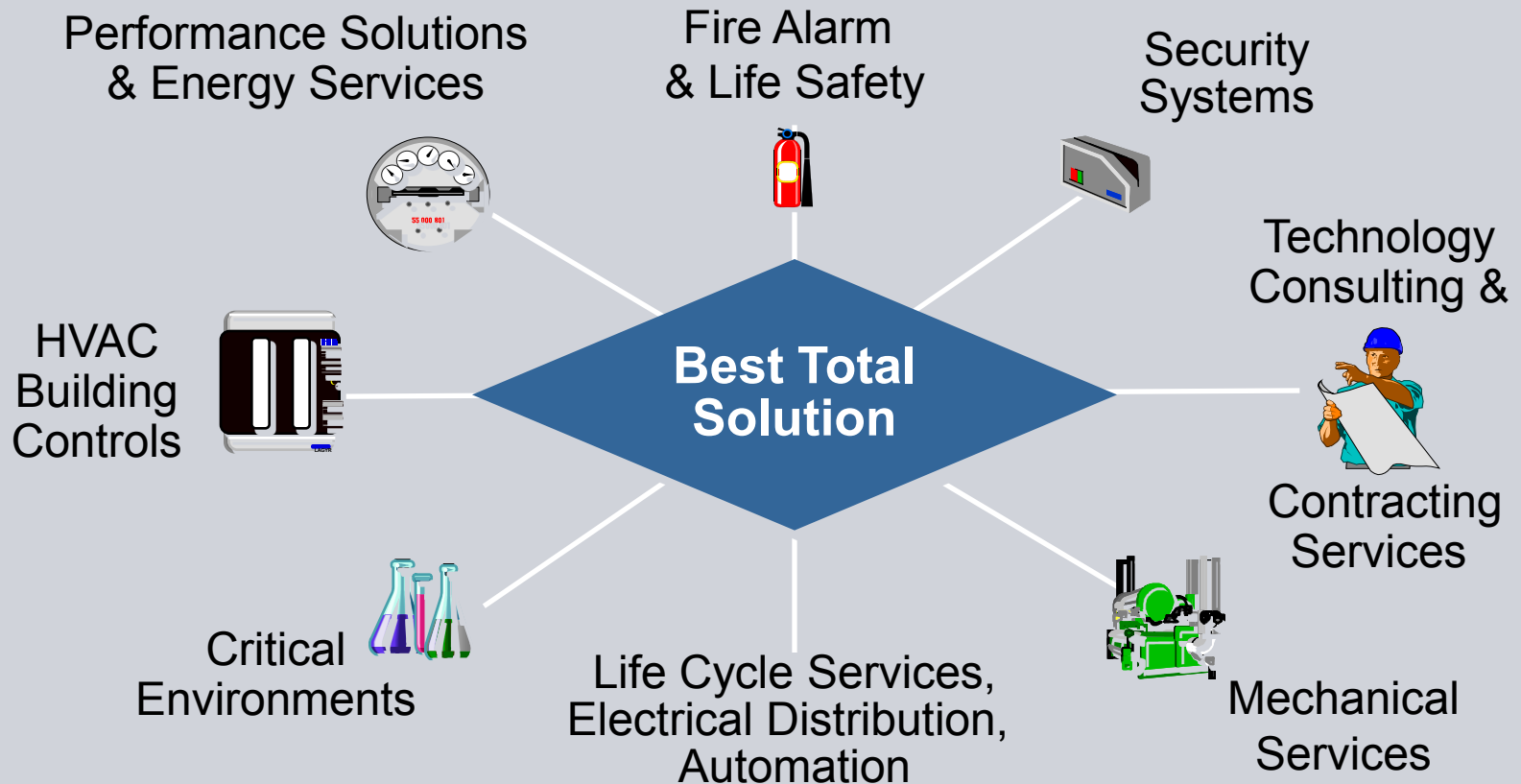
Mass Transit

Siemens Industry, Building Technologies

- 7,000 full-time employees
- Headquarters in Buffalo Grove, Illinois
- Passion for quality and customer satisfaction
- Providing customer solutions for over 100 years
- Over 120 field office locations



What We Do In Buildings



Siemens DoD Contracting Solutions

- **Strategic Alliances with Small Business**
- **USACE UMCS III**
- **GSA Schedule Sales**
- **Turn-key Energy Savings Projects**
- **Tier of Contractors**

Small Business Solutions

Strategic Alliances with Small Business

- Subcontractor/partner to a Small Business Contractor
- The Small Business is a key component to the value proposition
 - Self-Performance ranges from 25% to 40%
- Formalized teaming agreements
 - Includes 8(a), Woman Owned and Service Disabled
 - Includes formal SBA Mentor-Protégé agreement
- Creation of local marketing materials
- Helps DoD meet Small Business goals



Contracting Vehicle Solutions

Army Corps UMCS III

- Siemens direct to DoD via RFP
- Building systems and infrastructure
 - Building Automation (and Utility Monitoring)
 - Electronic Security Systems (CCTV, Access, Burg)
 - HVAC Equipment
 - Fire and Life Safety Systems
 - SCADA, Lighting, other automated systems
 - Maintenance (contracts) and Emergency Services



Contracting Vehicle Solutions

GSA Schedule Sales

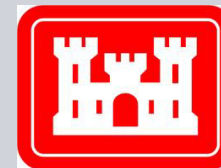
- Direct to DoD via RFP
- Schedule 84
 - Total Solutions for Facilities, Fire, Security and Energy
- Schedule 56
 - Building Materials, Industrial Services and Supplies
- Schedule 03FAC
 - Services for Facilities Maintenance, Management and Energy



Energy Solutions

Turn-Key Energy Solutions

- ESPC - Energy Saving Performance Contracts
 - DOE Super ESPC
 - Army Corps ESPC
- UESC – Utility Energy Savings Contract



Sampling of DoD Customers

- Andrews AFB, VA
- Bolling AFB, MD
- Tyndall AFB, FL
- Langley AFB, VA
- Cape Canaveral AFS, FL
- Ft. Drum, NY
- Ft. Belvoir, VA
- Beale AFB, CA
- Ft. Leavenworth, KS
- Ft. Rucker, AL
- Vandenberg, AFB, CA
- Moody AFB, GA
- Patrick AFB, FL
- MacDill AFB, FL
- NAS North Island, San Diego
- SPAWAR San Diego
- Naval Air Station Ft Worth
- Naval Air Station Pensacola
- Ft Detrick
- USMC Camp Pendleton
- USMC Quantico, VA
- Ft. Meade, MD

Langley Air Force Base DDC Upgrade

Project Location

Hampton, VA

Building/Project Size

20 Buildings around the Base; over 1.5M sq feet.

Contract value - \$2,893,000

UMCS III Contract

Project Description

Provide all material, equipment labor and supervision required to install new Direct Digital Controls (DDC) in multiple buildings. Each building was integrated into the existing proprietary Siemens Apogee® Building Automation System (BAS), located at Langley Air Force Base, Hampton, Virginia. The new controls, wiring, conduit, enclosures, programming and new graphics generation comprised a complete a fully functional and usable system. This was a design build approach. Received an additional Task Order of \$472,000 for 5 more buildings.



Fort Leavenworth Battle Planning Seminar Security

Project Location

Leavenworth, KS

Building/Project Size

1 building – approx. 60,000 square feet

Project Description

- Provided Secret Compartmentalized Information Facility (SCIF) level Security System
- Provided ICIDS III level Intrusion Detection System
- Building security systems networked with base system for reporting and observation
- \$585,000



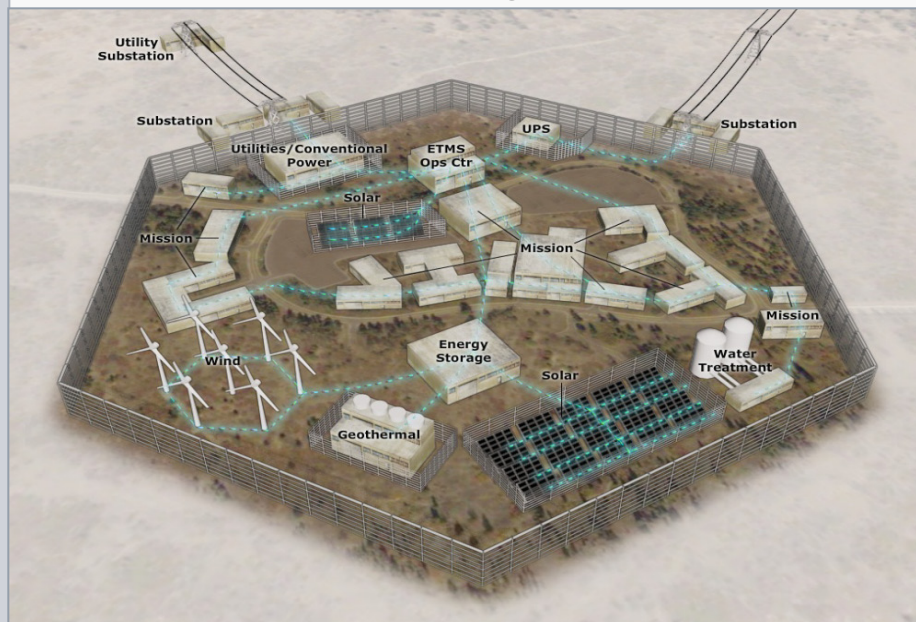
Siemens and Boeing have strategic alliance to provide energy infrastructure solutions to DoD

SIEMENS



- Strong capabilities in cyber-security and IT systems
- Complex system integration
- Long history as partner to US Government to help solve any complex problem
 - Aerospace, weapons systems, command & control

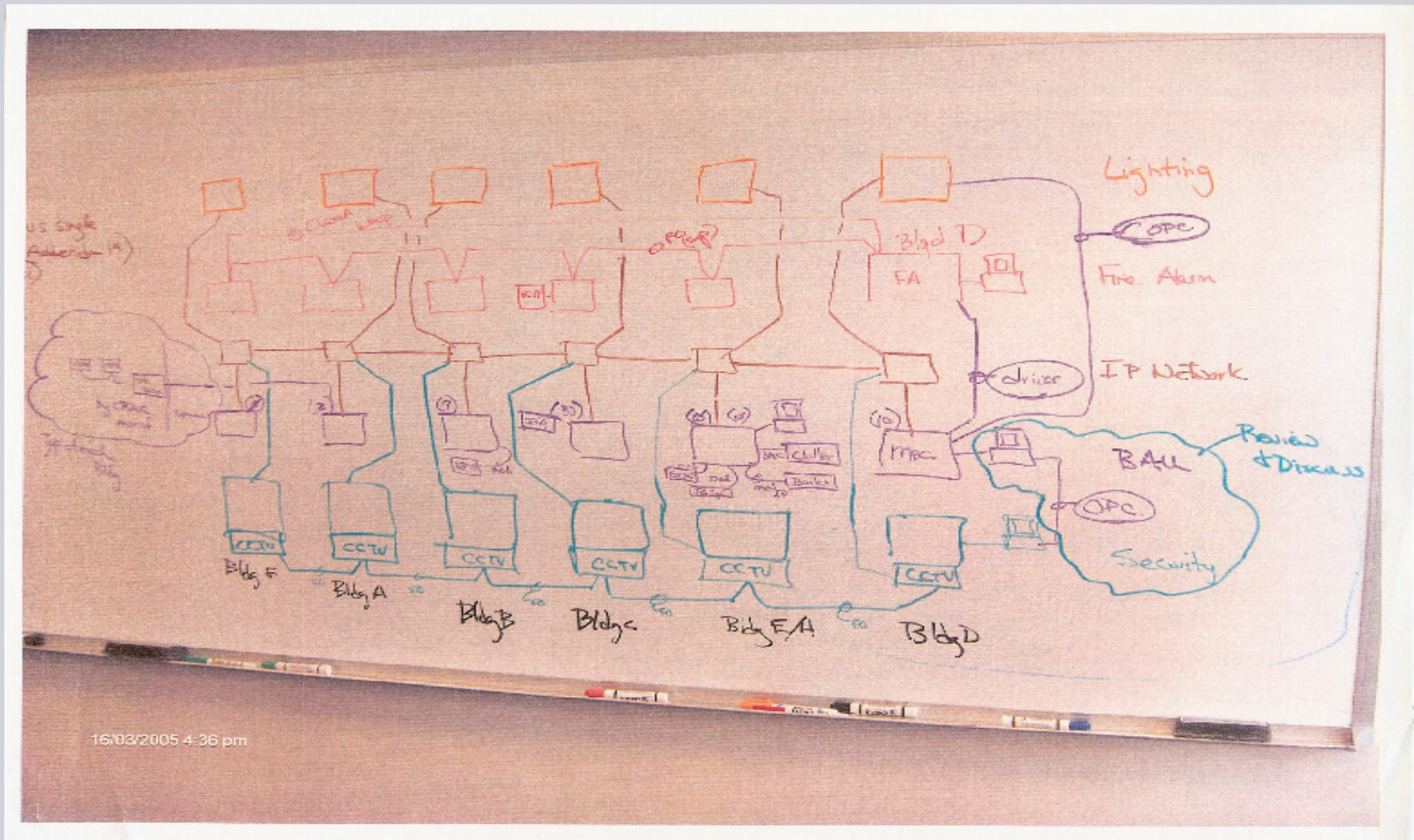
DoD's Vision of Microgrid Infrastructure



SIEMENS

- Industry leading energy infrastructure product and technology provider across energy conversion chain
 - Generation assets
 - Transmission and distribution equipment
 - Solutions for demand-side management
- National field presence

Questions / Next Steps



A woman and a man in business attire are shaking hands in a modern office setting. They are standing in front of a large window that offers a panoramic view of a city skyline under a blue sky with scattered clouds. The scene is brightly lit, suggesting a high-rise building. The overall color palette is dominated by blues and greys, creating a professional and clean atmosphere.

Thank You!

**Siemens Industry
Building Technologies Division**

**HELPING YOUR BUILDING
WORK FOR YOU**