



SUSTAINABILITY
PARTNERS

Infrastructure as a Service[®]

NWNMCOG Meeting

08/07/24

The Problem

Aging Infrastructure + Increased Burdens & Costs

1



Infrastructure performance declines over time leading to a decrease in revenue and increased capital costs to maintain, repair and replace.

2



Declining performance drives rate increases and deferred capital investment to offset revenue losses.

3



The public ultimately pays more for the same or declining services rather than seeing their taxes and rates invested in system improvements.

4



Emergency repairs are far more costly than planned improvements and intentional capital investments based on sound data sets.

5




Leaving in place or replacing current system with similar technology will lead to the same ongoing operational and revenue challenges.

Your Solution

Sustainability Partners (“SP”) is the nation’s only *public benefit company* with the legal requirement to form reliable and enduring partnerships with public entities for the advancement of their essential infrastructure.

SP provides a unique alternative to the traditional purchase of capital assets. We offer a month-to-month usage-based utility service:

Infrastructure as a Service.®

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- Utilities – like gas, electric, and water – are essential, easy to engage and to terminate.
 - SP’s utilities deliver continuously and reliably 365 days/year, 24x7, year after year, safely and efficiently.
 - We assume ownership responsibilities of assets without interfering with your use.
 - We reduce your risks and protect you from unexpected repairs and inadequate maintenance.

Infrastructure as a Service[®] (IaaS)

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

- Zero upfront costs
 - SP can pay for 100% of design, materials, and installation of robustly engineered assets
 - Asset use is entirely in your control
 - Simple, 10-page, month-to-month contract
 - No termination penalties
 - Anytime option to take ownership of assets prorated to remaining useful life
 - Monthly usage fees aligned with your revenue sources
- No markup on goods or services
 - Focus on maintenance and upgrades
 - Open book accounting, contracts, warranties, designs and documentation
 - 24/7 monitoring on IoT equipment and real-time alerts to deliver reliability and performance
 - Similar to paying an electricity or gas bill and not recognized as a debt on your balance sheet
 - Expedited funding and project rollout



SP Adds Value & Mitigates Your Risks

Capital

SP combines grants, incentives, budget and infra funds to ensure project completion regardless of size – all without debt

System Design

SP collaborates with you to identify the best solution for you and your community

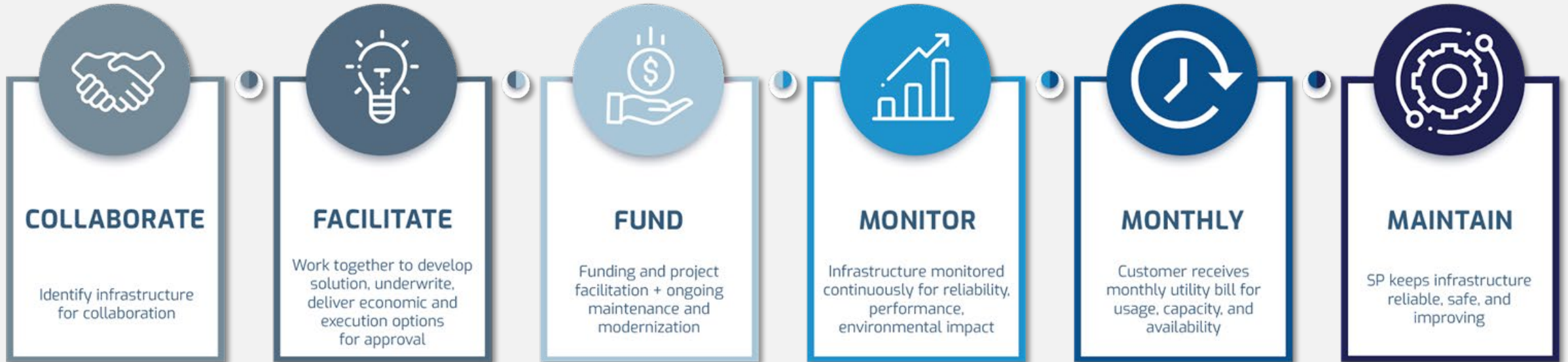
Construction

No payment required until infrastructure is available for use, plus 30 days

Performance

SP will repair or replace non-functioning assets from a dedicated support reserve

Our Process

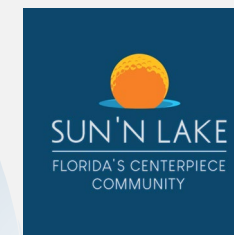
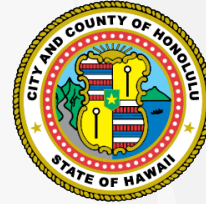
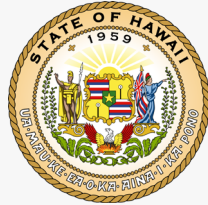


- Sign Master Utility Service Agreement (M-USA) to establish our relationship and platform with scalability for future projects
- A short Service Addendum is then executed for each project, identifying the exact asset(s) and usage charges
- Upon your Notice to Proceed, SP buys from and works with market leading manufacturers to design, engineer, and install state-of-the-art, smart facility infrastructure
- Assets are continually monitored for usage and performance and maintained in a state of good repair

As a result of SP's national buying status, manufacturers typically provide long-term warranties, extended maintenance contracts, and asset costs well below traditional procurement prices. SP never adds any markup!

Impacting Communities Across the Nation

A few of our partners...



THANK YOU!



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