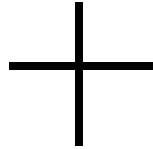


Doing (a lot) *more* with less

Performance Contracting as a financial tool  
to improve lifestyle, work productivity, safety  
and economic development.

# The Math



**Honeywell**



**Honeywell**



Where **money** comes from



**Honeywell**



# Where **money** comes from



**Honeywell**

**Time/Disruption**

**Money**

**Expertise**

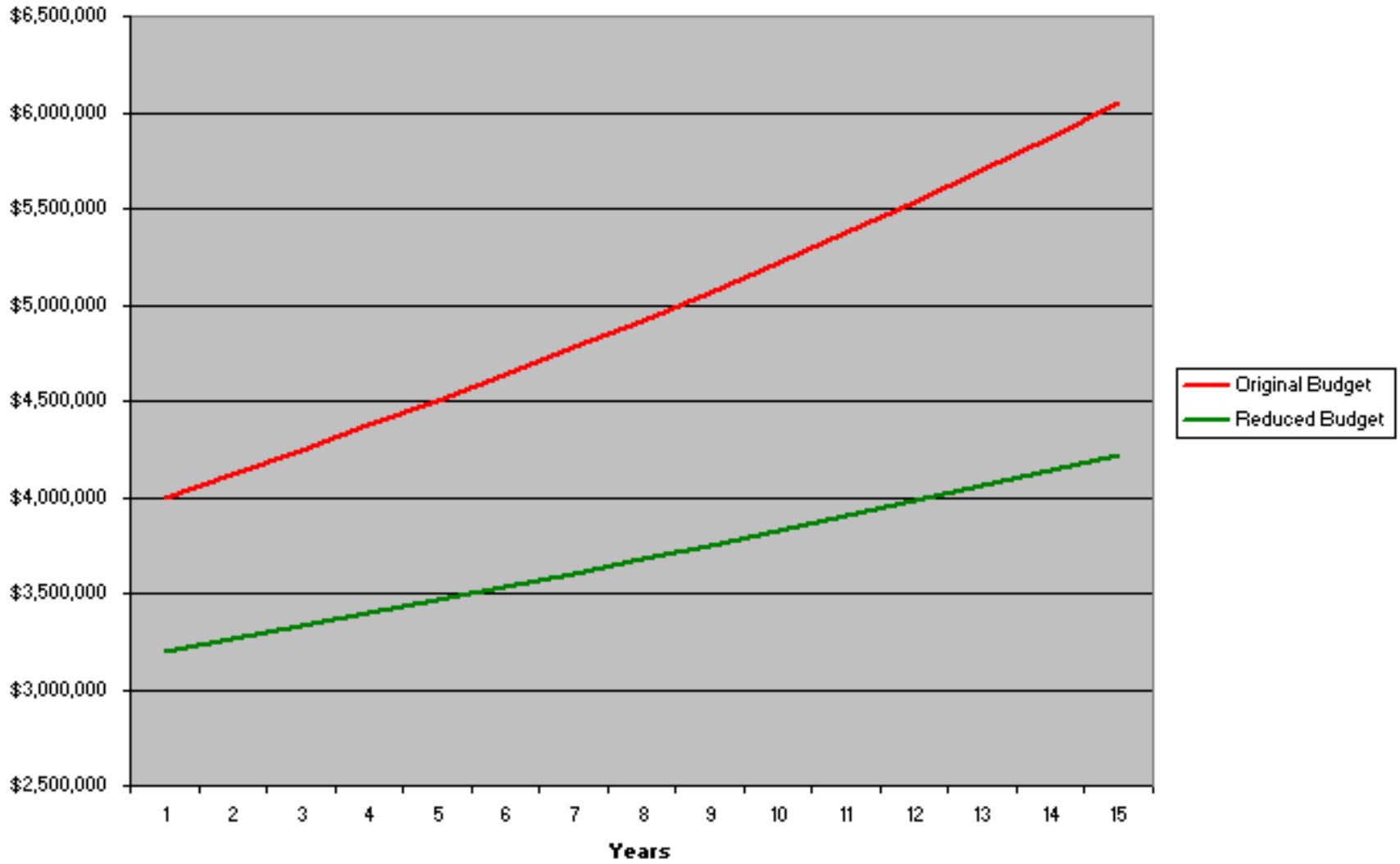


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**Honeywell**

### Operating Budget vs Savings





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**-40%**



**Honeywell**



**Honeywell**

# Top 5 Things to Consider

1. Needs Assessment
2. Stakeholder Identification
3. Your Involvement in the Design and Construction Phases
4. How will you track the project's results?
5. Your recourse if a project is not successful.

# Top 5 Questions to Ask Vendors

1. What does your portfolio of services entail?
2. Where have you performed these services Globally, Nationally, Locally?
3. How does your organization get paid?
4. What is your method for measurement and verification.
5. How do you reconcile shortfalls?



# The pay-off

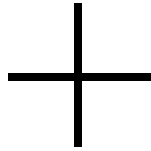


**Honeywell**



**Honeywell**

# The Math



**Honeywell**