

# Implementation Services



## Southern 360 Services

Benchmarking

Prioritization

Implementation

## Southern 360 helps a community center resolve its ongoing facilities challenges and offers continued coverage under the technology subscription program

An Alabama community center serves its 12,000 residents with its sports facilities, pool, and community spaces. The center had constant challenges with the pools dehumidification system, which continually broke down even after having invested in system repairs several times. This repeated malfunctioning began damaging other systems within the center and eventually progressed to the point where it prevented the city from hosting events there altogether.

## Leveraging Southern 360's process expertise to successfully implement a facility solution

This customer partnered with Southern 360 to install a new dehumidification unit as well as a controls system to optimize performance, all of which were implemented with cost and energy efficiency in mind.

**Financing Mechanism.** This project was funded through Southern's flexible financing option, allowing the community center to pay a fixed monthly fee over seven years instead of upfront. This helped to preserve hundreds of thousands of dollars of capital funds for other projects by shifting capital expenditures to operating expenses.

**Ongoing Performance Guarantee.** The customer opted to take advantage of Southern's technology subscription program. For a fixed rate, Southern provides maintenance, repair, and even replacement services in the event of equipment failure; all with no additional cost to the customer. By not having to bear the risk of the project's performance over time, the technology subscription plan offered peace of mind for facility staff.

**Business Benefits.** With a new dehumidification system and a more comfortable facility, the community center reopened a refreshed pool area, driving memberships and revenue-generating events. The city overseeing the center was also able to shift expenditures to a monthly operating expense, preserving funds for other projects, all the while ensuring long-term project performance through the technology subscription program.



## Multistack Pool Unit Cut Sheet

