

Project Implementation Proposal (Illustrative)

HVAC Replacement and Ongoing Services Proposal*

Menu of Services: This Southern 360 proposal* provides information on the different payment and financing options to support your RTU replacement project implementation, as well as the ongoing maintenance services that are available from Southern Company.

Option 1: Pay Upfront		Option 2: Pay Over Time (Traditional Financing)	
\$150,000 upfront	Pay for your HVAC project in one lump sum	\$1,684 / month for 120 months	Can be structured as a lease or loan
Benefit: With this approach, you can use your existing earmarked capital budget to pay for your project, and amortize it** over time.		Benefit: By financing your project, you can pay for your HVAC system over time on your electric bill as an operating expenditure** rather than allocate it as a capital spend.	

OR

In addition to the payment method, one of the following maintenance options may be selected for Southern Company to provide ongoing servicing for the implemented HVAC solution.

Maintnenace Service Options	Description	Cost
Preventative Maintenance	Includes quarterly inspection visits, as well an average of 5% annual energy bill savings due to increased performance.	+\$650 / month
Full Service Repair	Includes preventative maintenance plus any major or minor system repair needs and allows you to transfer repair risk to a third party.	+\$825 / month
Functional Guarantee	Includes preventative maintenance, full service repair and all failures are covered, from necessary maintenance to full replacements. This offer includes a payment credit for unresolved under performance.	+\$914 / month

Bundled Solution: Southern 360 also offers a bundled solution that creates a single monthly payment to cover both the installation and the ongoing servicing, creating a functional guarantee for the full term of the contract.

Bundled Solution	Description	Cost
Technology Subscription	Select "Pay Over Time" and "Functional Guarantee" to enter into as a service contract with monthly OpEX** payments on your electric bill. Third party owned technology includes any and all maintenance and repairs. All failures are covered for the length of the contract, from necessary maintenance to full replacements. Functional Guarantee for full term.	\$2,600 / month for 120 months

* This example of a Menu of Services pricing build-up is for illustrative purposes only and does not represent an actual proposal for a project.

** Accounting assessment is at Customer and advisor's determination. All pricing is preliminary and subject to change and contracted terms and conditions. Final customer credit review required.