



# BeyondTheGrid® Energy Services Proposal

## Veritiv Corporation

3160 N Chrisman Rd, Tracy, CA

### CONTACT



Jacob Friedman



[jacob.friedman@greenstruxure.com](mailto:jacob.friedman@greenstruxure.com)

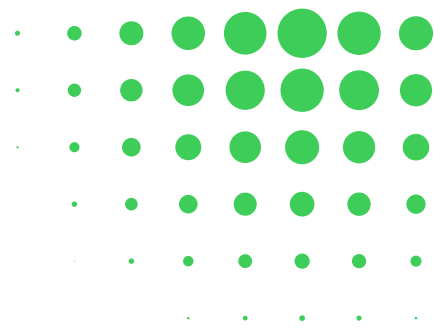


+1 8603368795

GreenStruxure®

Life Is On

Schneider  
Electric



**1**

**Executive Summary**

**2**

**Energy Services**

**3**

**Customer Economics and Outcomes**

**4**

**BeyondTheGrid® Digital Experience**

**5**

**Key ESA Contractual Terms**

**6**

**Proposed Concept Design**

**7**

**Project Phases**



## EXECUTIVE SUMMARY

**GreenStruxure®** will supply onsite generated zero carbon energy and services :\*

- **Reduce your utility bill:** \$109k in Year 1 and \$5.9M over 25 years.
- **Lock-in a competitive rate:** \$0.12/kWh from solar PV system.
- **Clean Energy Supply:** 1.1 GWh in Year 1, replaces **96%** of the utility energy.  
**Reduce your Scope 2 emissions:** Receive Renewable Energy Certificates and access to GHG protocol compliant reports.
- **BeyondTheGrid® digital experience:** Energy services performance insights.

## YOUR KEY GOALS MET

**GreenStruxure®** will meet your goals



### Cost Avoidance

Avoid baseline utility energy charges to deliver strong project cash flows



### Reduce your carbon footprint

Offset CO<sub>2</sub> emissions, Renewable Energy Certificates, GHG protocol compliant reports.



### Insights with AI Platform, customer success manager

Energy services performance is at your fingertips, and a dedicated customer success manager supporting you

## SITE ADDRESS



**650 kW**  
Solar PV

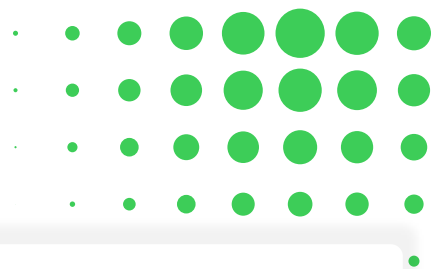


**200 kW**  
Battery Power

\*This proposal covers the Energy Services Agreement for 25 years with 2%/year price escalator. Other term options and Direct Customer Investment financing options are available.

Note: pricing, data and assumptions are based on minimal analysis of the site to date

## ENERGY SERVICES WE OFFER



\*Services highlighted in green below are proposed for this site:



### Onsite Zero Carbon Energy

You will get a **zero-carbon energy supply** that partially replaces your utility supply. This is competitively priced with a low annual escalation and is predictable throughout the life of the contract



### Energy Cost Optimization (ECO)

Our AI copilot continuously analyzes your energy demand and supply, optimizing your energy cost and sustainability.. Check out our blog to learn more.



### Sustainability

You can receive Renewable Energy Certificates (REC) for the zero-carbon energy supplied and additional RECs to reach your net-zero goals. You can download GHG Protocol-compliant Scope 2 reports for corporate ESG reporting.



### Resiliency

Powers the entire site during power outages and helps avoid unplanned production downtime and site outage costs.



### Electrification / EV Charging

Premium and easy-to-use EV charging infrastructure services and a trusted EV driver app to help with stations and access control. No Fleet electrification.



### Power Quality

Enables a smooth running of your critical business operations and maximizes uptime and seamless resilience with Uninterruptible Power Supply (UPS).



### Transparency and Insights

with BeyondTheGrid® monitor energy services performance, view sustainability reports, contracts, assets, manage invoices, and more.

# Budgetary Proposal

## CUSTOMER ECONOMICS AND OUTCOMES

### Baseline

### Year 1

Energy Consumption		1,143 MWh
Energy Charges	\$ 0.317/kWh	\$ 362,000
Demand Charges	\$ 24/kW/month	\$ 62,000
Fixed & Other Charges		\$ 5,000
Total Estimated Utility Charges		\$ 429,000

### GSX Supply

### Year 1

GSX Energy Supply		1,107 MWh
Energy Charges	\$ 0.12/kWh	\$ 133,000
Energy Cost Optimization Charges	\$ 22/kW/month	\$ 26,000
Total Estimated GSX Charges		\$ 159,000

### Outcomes

Gross Avoided Utility Cost, Year 1	\$ 268,000
<b>Net Avoided Utility Cost, Year 1</b>	<b>\$ 109,000</b>
Net Utility Cost Reduction, Year 1	41%
<b>Net Present Value of Avoided Costs, 25 Years</b>	<b>\$ 3,239,000</b>

*Note: Customer Economics are estimated based on projected future utility costs and system performance.*



### Energy Production – High Volume and Reliable through 25 years

Conservative modeling, high-quality assets, best-in-class asset performance plans



### Simple Pricing structure

Clean energy supply at \$/kWh. You only pay for what we deliver.



### Sustainability services

Supply Renewable Energy Certificates, and access to download GHG protocol-compliant reports



### Avoidance of Utility Costs Significant

Significant utility costs avoided – More clean energy delivered to your site.



### Net Cost Avoidance Increased

Increased utility cost avoided both in Year 1 and over 25 years - Affordable prices lower than utility, and Significant Utility energy offset



### BeyondTheGrid® Experience

View Energy services performance, real-time and historical, across your portfolio of sites. Includes system and full facility energy data

# Budgetary Proposal

## BEYONDTHEGRID® DIGITAL EXPERIENCE



One-stop for Energy management, Contract management, and Asset management across your portfolio of sites. Easy to use, quick and clear data presentation



Insights into real-time and historical performance, at site and portfolio level.



Dashboard to track progress versus the baseline in reaching your goals



### Onsite Zero Carbon Energy Supply

Track GreenStruxure® zero-carbon energy generated and supplied to the site versus utility energy, with energy-mix dashboards.



### Energy Cost Optimization

Monitor the optimization performance and track the site peak demand reduction with GreenStruxure®



### Financial Performance

Track the financial savings at the site and portfolio level. Track the billing history of GreenStruxure® services in one place



### Portfolio Performance

Dashboard of portfolio performance of the energy services across multiple sites.



### Sustainability

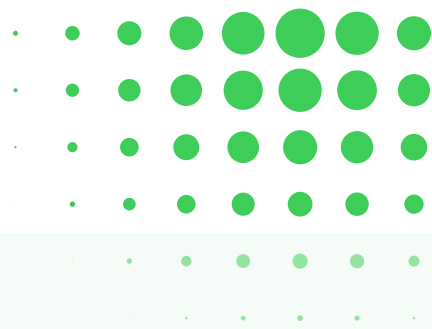
View Scope 2 emissions reduction with a downloadable report compliant with GHG protocol. Option to plug into your corporate ESG reporting



### Customer Support

View and track planned Operating and Maintenance schedule, access 24/7 to the support team to help address any issues or questions

## KEY CONTRACTUAL TERMS – ENERGY SERVICES AGREEMENT



### FINANCIAL



#### Duration

- 25 years based on the asset life cycle
- Purchase options for you in years 15 and 20
- Transferrable to new facility occupant



#### End of term

- Possible extension of the ESA
- Purchase for market value
- Decommissioning and removal



#### Payments

- Take or Pay for zero carbon energy
- Prices are subject to a fixed yearly escalator
- All payments are subject to local applicable taxes



#### Performance Guarantees

- PV production

### OPERATIONAL



#### Relation with Utility

- Customer keeps their relations with the Utility and pays for the remaining energy consumed from the Grid.



#### Maintenance of the microgrid

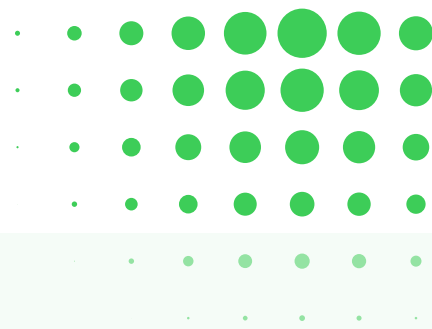
- GreenStruxure® manages exclusively on behalf of the Customer



#### Operation of the microgrid

- Customer shall not interfere with the operations of the microgrid
- Customer will have secure access to BeyondTheGrid® for viewing energy services performance, 24x7 support, and periodic review with GreenStruxure® customer success managers.
- Delivery of the ESA outcomes to the Customer always prevails on the right of the Seller to enter into network participation programs

## KEY CONTRACTUAL TERMS – FLEX SERVICES AGREEMENT (ECO)



### FINANCIAL



#### Duration

- 15 years based on the asset life cycle
- Purchase options given to Buyer in year 10



#### End of term

- Possible extension of the ESA
- Purchase for market value
- Decommissioning



#### Payments

- Fixed Energy Cost Optimization Fee
- Prices are subject to a fixed yearly escalator
- All payments are subject to local applicable taxes



#### Avoided Cost Guarantee

- Cost Avoidance –
  - Energy Charges
  - Demand Charges

### OPERATIONAL



#### Relation with Utility

- Customer keeps their relations with the Utility and pays for the remaining energy consumed from the Grid.



#### Maintenance of the microgrid

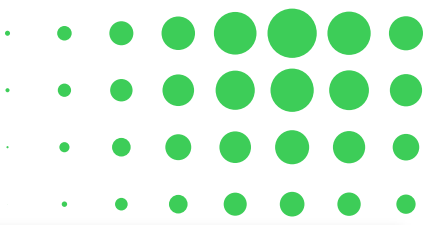
- GreenStruxure® manages exclusively on behalf of the Customer



#### Operation of the microgrid

- Customer shall not interfere with the operations of the microgrid
- Customer will have secure access to BeyondTheGrid® for viewing energy services performance, 24x7 support, and periodic review with GreenStruxure® customer success managers.
- Delivery of the FSA outcomes to the Customer always prevails on the right of the Seller to enter into network participation programs





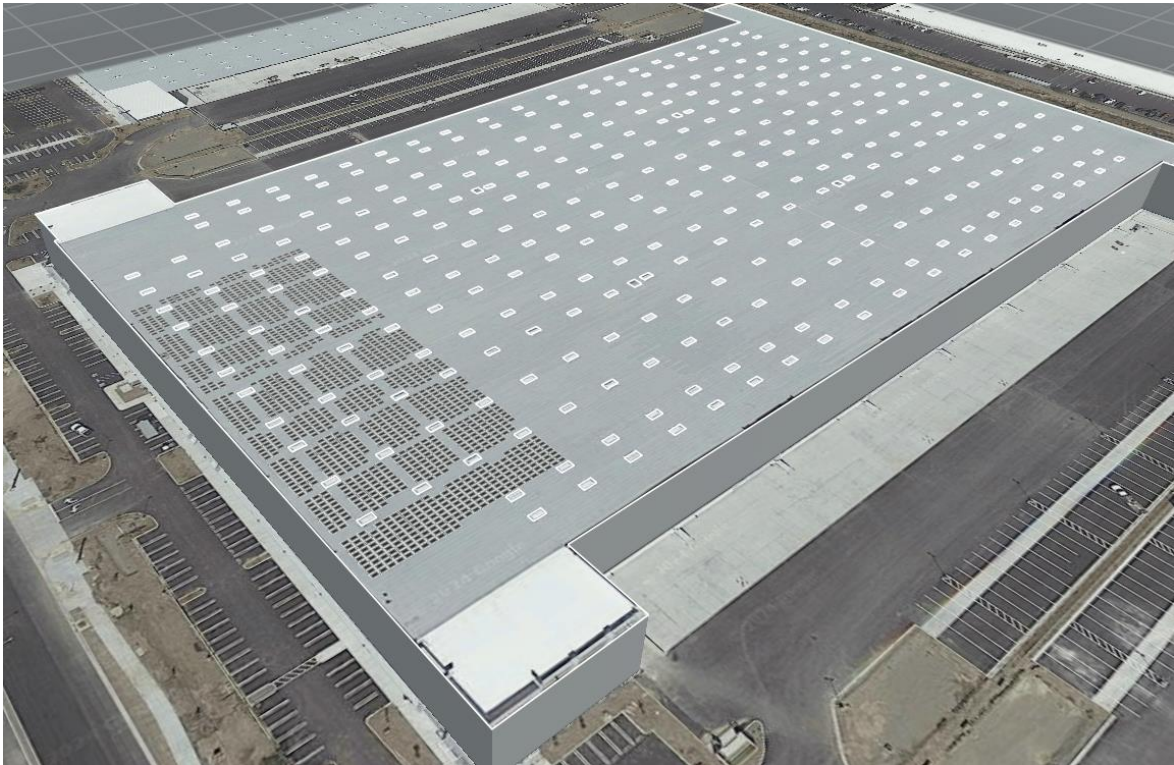
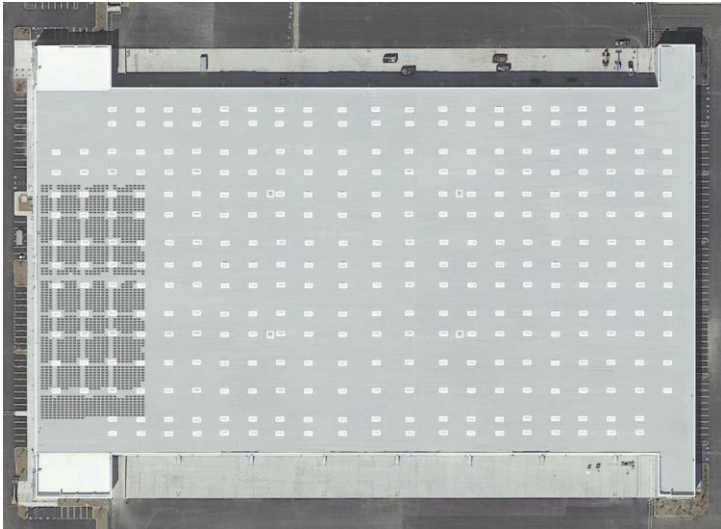
Layout and Asset Mix

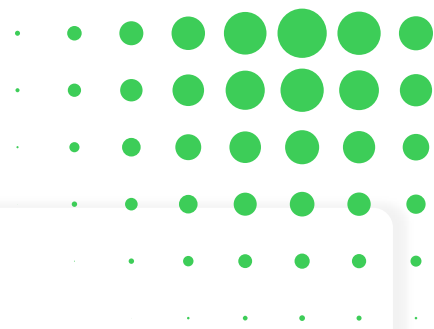


650 kW  
Solar PV



200 kW  
BESS





## STEP- 1

### PROPOSAL DEVELOPMENT

You share your energy data and your strategic needs. We will prepare a commercial proposal covering energy services with complete financials, pricing, and terms.



## STEP- 2

### CONTRACT SIGNATURE

Once the commercial proposal is mutually agreed, we will create a binding Energy Service Agreement for the contract signature



## STEP- 3

### DESIGN & CONSTRUCTION

After the contract is signed, we get the utility interconnection approved, permits approved, conditions precedent, if any, closed, and get the notice to proceed from financial and technical stakeholders. We get the site prepared, mechanical and electrical work completed, utility permission to operate, and finally, the commercial operation date.



## STEP- 4

### OPERATIONS & MAINTENANCE

- Typically , within 9-18 months of contract signing, we supply clean energy to your site, along with RECs (if applicable) and Scope2 reports as proof of your Scope2 emissions reduction.
- You will have access to BeyondtheGrid platform, our best-in-class Asset management plan, and dedicated 24x7 support