



# Sustainable Solutions Turnkey (SST)



**SST is designed to be both comprehensive and flexible. No two customers have the same set of goals, the same facility mix or operating environments. SST offers a simple and manageable process to meet the needs of this wide range of project opportunities.**

**CONTACT US**  
Business Development  
Department  
(415)-973-5825

## Optimizing Energy Efficiency, Water Conservation and Renewable Generation Projects

### WHAT IS SST?

A one-stop turnkey program that offers customers the ability to engage PG&E for the development, design, financing and implementation of comprehensive energy efficiency, water conservation and renewable generation projects. Rather than looking at modest improvements only “as funds are available”, SST offers an “all measures, all facilities” approach designed to be funded entirely by the cost savings achieved from the project.

### SERVICES

PG&E manages all elements of development, engineering design, financial analysis, implementation and commissioning of the measures selected by customer. Additionally PG&E develops and manages the appropriate measurement and verification (M&V) protocols to ensure post- project performance of all installed measures. Typical projects include upgrades to:

- ✓ Lighting Systems
- ✓ Energy Management Systems
- ✓ Chillers and Boilers
- ✓ HVAC Systems
- ✓ Water Systems
- ✓ Transformers and Utility Infrastructure
- ✓ Thermal Energy Storage (TES) and Demand Management Systems
- ✓ Renewable Generation & Cogeneration Systems

### BEST PRACTICES

- ✓ Strategic and Integrated Energy Planning
- ✓ Systematic and Deliberate Development Process
- ✓ Flexibility to Meet Specific Customer Needs
- ✓ Vendor and Technology Agnostic
- ✓ Simple and Transparent “Open Book” Pricing Model
- ✓ Commitment, Collaboration and Trust

### BENEFITS

- ✓ Accelerate implementation of energy management projects
- ✓ Leverage and extend limited capital budgets
- ✓ Replace aging equipment
- ✓ Engage and challenge a motivated staff and community
- ✓ Fund projects from savings

Strategic



Comprehensive



Transparent



Flexible



Accelerated





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## PROGRAM HIGHLIGHTS

**43,000,000**



kWh in annual  
energy  
savings

**6,242**



passenger  
vehicle  
equivalents  
removed  
from roads

**\$6,700,000**



recurring  
annual  
energy cost  
savings

**125+**

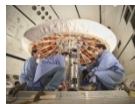


successful  
government  
& commercial  
projects

## WHY PG&E?

- ✓ PG&E is your trusted energy advisor
- ✓ As your utility provider we have a long-term commitment to you: we're here for you before, during, and after the project
- ✓ We will take the time to strategically assess/prioritize all of your energy related opportunities
- ✓ Our process allows you to move at your own speed
- ✓ Defined "exit ramps" provided to support your review, approval and procurement processes
- ✓ We are transparent: our books are open re all costs, competitive bidding and mark-ups
- ✓ We are unbiased as to vendors, technologies and systems for the job. Our only criteria is what is best for you
- ✓ Our Business Development managers are not paid commissions

## SUCCESS STORIES



### NASA achieves 9M kWh in annual energy savings

The project puts NASA Ames Research Center on track to exceed its EISA energy goals and mandates while allowing the facility to reallocate its capital towards its important research projects.



### City of San Luis Obispo (SLO) Water Resource Recovery Facility significantly improves in overall system efficiency

Project generates energy and operational cost savings enabling SLO to fund a \$9.75M facility upgrade.



### PG&E's SST Program saves Sutter Health over \$1.2M in annual energy costs

The project includes a comprehensive portfolio of cost effective utility-saving solutions that meet Sutter's stringent simple payback criteria of 3.5 years.



### City of Gilroy collects over \$239K in customer rebates and replaces 3,500 legacy HID street lights with LED's

The new lighting installed through our program is "state of the art" – offering the latest in LED fixtures from the industries' leading manufacturers.

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