

Choose the right partner to **reduce risk**

*Improve the care environment with no
upfront investment*



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Your facility should help you take care of people—but how much time and effort should you spend taking care of your facility? The right partner can optimize your building and all its systems while you focus on excellent patient care. For 5,000 healthcare providers across North America, that partner is Johnson Controls.

Chances are you know Johnson Controls as a market-leading HVAC provider — but that's just part of the picture. We offer complete design, build, finance, operate and maintain services with guaranteed outcomes. Partner with us for solutions and benefits like these.

As-a-service business models: Cut energy costs with no upfront investment

Infrastructure as a service (IaaS) is the epitome of our partnerships with private, not-for-profit hospitals. Using a forward-thinking concession model, we lease your energy systems and handle capital planning, upgrades and operations. In turn, you pay us for energy at a competitive rate — with outcomes guaranteed.

The benefits are clear: You protect your balance sheet while improving resilience and uptime. Our design-build-operate-maintain approach ensures you have experts running your energy system, even in a time of skilled labor shortages. And you transfer all the risk — financial, operational, labor, and equipment performance — to us for the life of the contract.

This model works for both new construction and retrofits, especially where deferred maintenance is a challenge. Currently Johnson Controls is managing nine guaranteed performance contracts with hospitals and medical centers that will provide more than \$64.5 million in savings over their contract terms.

Hospital partners with Johnson Controls to update – and save over \$44M

A multi-phase project rolling out over 31 years is enabling Baptist Memorial Health Care Corporation to advance high-quality patient care while reducing costs and increasing energy efficiency and sustainability.

Baptist serves Tennessee, Arkansas and Mississippi with a network of 26 hospitals. The organization partnered with Johnson Controls to address deferred maintenance and improve facility performance across 3.2 million square feet. Improvements include lighting retrofits, water conservation measures, HVAC equipment and controls upgrades, and central energy plant optimization.

The projects are being funded through a combination of capital allocation and the Johnson Controls contingent payment program. To date the project has delivered \$15.3 million in guaranteed savings.

Flexible financing: Get the right structure for your operating style

Just as a doctor wouldn't prescribe the same treatment for every ailment, we recognize that one financing approach does not fit all. Along with as-a-service models we offer performance contracts, P3s, renewable energy services, traditional debt financing, and installment purchase and leasing—through Johnson Controls Capital and other providers.

Here's where partnership brings you additional benefits. Thanks to our strong relationships with national and regional lenders, tax-exempt lease purchase providers, and energy-focused financial institutions, we can secure highly competitive interest rates. We specialize in bundling multiple funding sources to meet your budget constraints while delivering maximum energy and operational savings.

Engineering expertise: Know the technology will work for you

The success of your infrastructure upgrade relies on our understanding of building systems, including HVAC, lighting, security, fire detection and suppression, and water. We know how to make those systems work together to help you meet KPIs and enhance patient satisfaction. And we understand the specific needs of healthcare facilities from patient rooms to operating rooms, clinics to the ER.

You also benefit from our innovative, industry-leading technology in building automation and connected equipment, and brand-agnostic expertise to maximize current systems and equipment. Our AI-powered solutions help you analyze data for productive, practical insights to improve operations and maintenance, simplify reporting and streamline compliance.

This expertise comes over time, not overnight. You can be confident that your facility is properly engineered and maintained to flex as space needs change and to produce the desired outcomes for decades.

Choose your partner wisely. Choose Johnson Controls.

Whether you're contemplating a standard retrofit or a full-fledged, as-a-service solution, you're going to be tied to your provider for years to come. Look for a partner who has:

- Proven success serving healthcare organizations
- The resources to fulfill their commitment to you
- The financial stability to ensure they'll be around for the next 20, 30, even 40 years



Find all that and more with Johnson Controls,

celebrating 140 years of helping building owners and operators achieve their goals. Whether you're looking to repair, retrofit, upgrade or build new, **call us for a better way: 888-586-6116.**