

Overview

IonicBlue delivers solutions that address energy efficiency, infrastructure retrofits & upgrades, distributed generation, and deferred maintenance.

IonicBlue enables companies to address energy portfolio needs, upgrade systems, reduce operating expenses over asset lifecycle, guarantees performance without capital investment and reduces GHG emissions.

Outcomes We Drive

- Operational and budgetary certainty
- Capital preservation
- Exit value accretion
- Reduce GHG emissions
- Optimized building occupant/ user experience
- Integrated, and therefore efficient, financial and technical solution

Benefits of the Solution

- Accelerated project delivery
- Guaranteed asset performance
- Lower Total Cost of Ownership
- Resolve deferred maintenance with high residual value
- Optimized labor and operational continuity
- Efficient capital via performance guarantee and monetization of tax benefits
- Tailored financial structure & balance sheet treatment

IonicBlue provides facility owners and operators a pay for performance finance solution that enables energy, efficiency and infrastructure implementation with no upfront capital expenditure.

IonicBlue's Advantage

Turnkey Solutions	<ul style="list-style-type: none"> One-stop for energy & infrastructure projects Single point of accountability with execution and decision-making Financial and technical operational experts
Adaptable & Flexible Structures	<ul style="list-style-type: none"> Structures that wrap around financial goals Options that meet EBITDA/cash flow goals via tenor, incentives & optimal capital stack Shifts upfront CAPEX to pay for realized savings or fixed based performance
Alternative Funding Mechanism	<ul style="list-style-type: none"> Alternative funding mechanism without adding debt or utilizing financing capacity Equity value enhancement
Strategic Implementation Planning	<ul style="list-style-type: none"> Minimize operational disruption Coordinated construction & implementation to minimize operational inefficiencies

Solutions

	Central Utility Plant		Water		Lighting
	HVAC Equipment		Roofing		Data Management
	Connected Technologies		Building Envelope		Fire Suppression
	Onsite Renewables		Purchased Renewables		Security

Decision Criteria

	Project Goals	Organization DIY	IonicBlue
Design, Build & Construct	Affordability of Project	Upfront, Self-funded CAPEX	Affordable Annual Payments
	Speed of Execution	Dependent on Resource Availability	Accelerated & Focused
	Project Management Resources	Allocate Core Company Labor	Dedicated Team
	Ability to Scale Project	No	Yes
Finance	Opex & Maintenance Budgeting Certainty	Variable & Unknown	Fixed Payment
	Structure – aaS/OpLease/FinLease & Payment	Limited Optionality	Optimize Equity Value
	ITC & Depreciation Benefits	Requires Tax Appetite to Utilize Benefits	Monetizes & Passes Through Benefit
Operations	Uptime, Reliability & Performance	Borne by Customer	Risk Transfer (Maintenance, Operations, Savings)
	Deferred Maintenance	Need to Budget for Equipment Replacement	Incremental and or accelerates system upgrades
	Financial Outcomes	No Guarantee	Guaranteed