



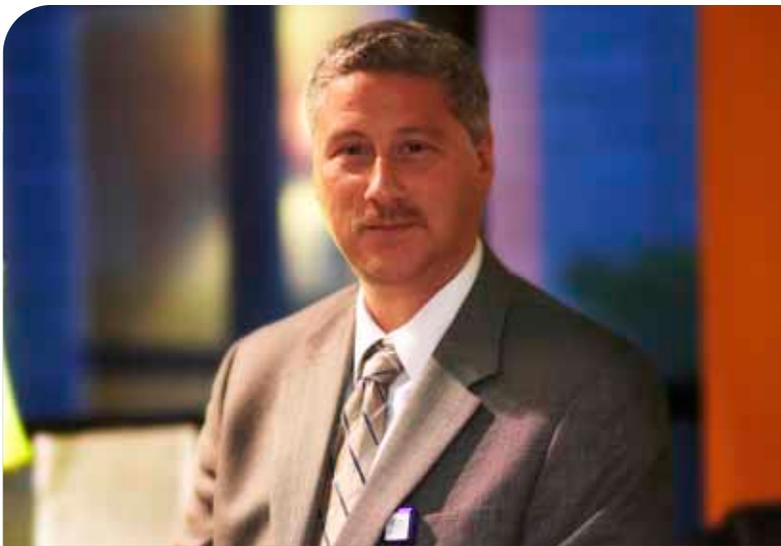
# *Performance Based Agreement*

*Trane Building Services*



# *If quality of your indoor environment is vital to your business, now you can breathe easily.*

Introducing Performance Based Agreement from Trane an air of certainty in turbulent times.



Introducing a new, higher level of Trane Service Agreement written specifically for your company. The Trane Performance Based Agreement. We accept the responsibility. We share the risk. You rest easy. Now you've controlled costs, protected assets and maximized the potential of your business.

## **Research has shown that regular maintenance can:**

- Cut unexpected breakdowns by . . . . . **70-75%\***
- Reduce energy consumption by . . . . . **25-30%\***
- Reduce downtime by . . . . . **35-40%\***
- Lower equipment repairs and maintenance costs by . . . . . **5-20%\***

\* Source: FEMP O&M Guide – July 2004

To some businesses, the indoor environment is as critical as business itself. A system malfunction would bring havoc both easy and painful to imagine.

The breakdown of the cooling system in a server room can bring operations to a hard stop. Clean rooms must be maintained or product cannot be manufactured. Excess humidity in the operating room of a hospital can cause hundreds of thousands of dollars in losses due to postponed procedures, cleaning, and replacement of sensitive equipment.

The concerns have been numerous and constant. At least, until now.

At the core of the Trane Performance Based Agreement is a rigorous program of Predictive Maintenance and testing methods aimed at sustaining your critical systems' design performance, efficiency and reliability.

Employing Predictive Maintenance methods in conjunction with system alarm and performance monitoring will significantly reduce unplanned system downtime, as most repairs will be done prior to operational failures.

**If it doesn't work for you,  
it doesn't work for us.**

A Performance Based Agreement is a collaboration. Now you're not the only ones relying on your equipment. We are, too. Our success depends not just on preventive maintenance but also on predictive maintenance, periodic monitoring, priority service scheduling and 24 hour support.



Our first step is an audit of the building spaces most critical to your business. You determine the priority. We then thoroughly inspect the system that supports those spaces, looking with a keen eye and such advanced tools as thermography, vibration analysis, and oil and refrigerant analysis.



**TRANE CENTRAL  
MONITORING**

At this point, we may recommend upgrades or repairs. Once the system meets our requirements, you can be sure it will go on meeting yours. We'll also install a Trane Central Monitoring link to your Tracer Summit controls and set up a critical alarm response list and a periodic query schedule to oversee the operation of your critical systems.



**Together, we will craft  
an agreement that suits  
your needs.**

You define Acceptable Quality Levels and tolerances. You set the hours of operation. From there, it's up to us.

This is a true sharing of risk. If a failure does occur or if standards are not met, we will remedy the problem with due speed and at no cost to you.

# *The only ones who offer it. The only ones who can.*

The Performance Based Agreement is designed for those customers with mission critical building spaces that require specific levels of air quality. Only Trane offers this kind of assurance. Only Trane has the tools, knowledge and expertise to make it work. No one has our capacity for support and legacy of service.

The Trane Performance Based Agreement is the next step beyond our popular Scheduled

and Select Agreements. Scheduled Agreements provide regular, scheduled preventive maintenance. Select Agreements provide the same assurances, plus equipment repair coverage. Performance Based Agreements make sure the equipment we maintain and repair delivers the indoor environmental conditions required to help make your business successful.



*Your Trane account manager can help you choose and customize the best option for your business.*



Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands—including Club Car®, Hussmann®, Ingersoll Rand®, Schlage®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency. We are a \$13 billion global business committed to sustainable business practices within our company and for our customers.

