

PLANNED SERVICE
RENEWAL

Planned Service

*all Buildings
2/1/12 - 1/31/17*

CUSTOMER COUNTY OF MONTGOMERY
LOCAL JOHNSON CONTROLS OFFICE 116 RAILROAD AVE ALBANY, NY, 122055789
DATE 1/31/2012



Partnering with you to deliver value-driven solutions

A Planned Service Agreement with Johnson Controls provides you with a customized service strategy designed around the needs of your facility. Our approach features a combination of scheduled, predictive and preventative maintenance services that focus on your goals

As your building technology services partner, Johnson Controls can help ensure your building is performing at optimum levels. By integrating our service expertise with innovative processes and technologies, our value-driven planned service solutions deliver sustainable results, minimize equipment downtime and maximize occupant comfort.



**JOHNSON CONTROLS PLANNED SERVICE RENEWAL
PREPARED FOR COUNTY OF MONTGOMERY**

Executive Summary

PLANNED SERVICE PROPOSAL FOR COUNTY OF MONTGOMERY

Dear Diane,

We value and appreciate your interest in Johnson Controls as a service provider for your building systems and are pleased to provide a value-driven maintenance solution for your facility. The enclosed proposal outlines the Planned Service Agreement we have developed on your facility.

Details are included in the Planned Service Agreement summary (Schedule A), but highlights are as follows:

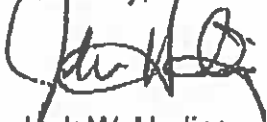
- In this proposal we are offering a service agreement for 5 Years -
Starting ~~January 31, 2012~~ and ending ~~December 31, 2017~~.
2/1/2012 per [unclear] 11/31/2017 per [unclear]
- The agreement price for first year \$50,650; see Schedule A, Supplemental Price and Payment Terms, for pricing in subsequent years.
- The equipment options and number of visits being provided for each piece of equipment are described in Schedule A, Equipment list.

As a manufacturer of both mechanical and controls systems, Johnson Controls has the expertise and resources to provide proper maintenance and repair services for your facility.

Again, thank you for your interest in Johnson Controls and we look forward to becoming your building technology services partner.

Please contact me if you have any questions.

Sincerely,

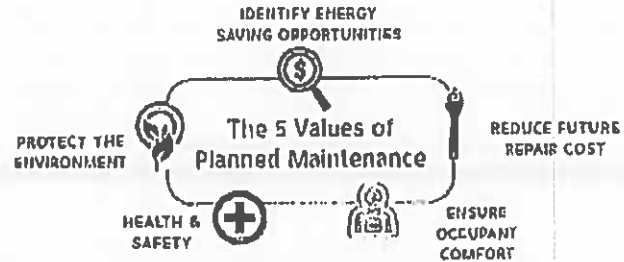


Jack W. Harting
Service Operations Manager

JOHNSON CONTROLS PLANNED SERVICE RENEWAL PREPARED FOR COUNTY OF MONTGOMERY

Benefits of Planned Service

A Planned Service Agreement with Johnson Controls will allow you to optimize your building's facility performance, providing dependability, sustainability and energy efficiency. You'll get a value-driven solution that fits your specific goals, delivered with the attention of a local service company backed by the resources of a global organization.



With this Planned Service Agreement, Johnson Controls can help you achieve the following five objectives:

- 1. Identify Energy Savings Opportunities**
 Since HVAC equipment accounts for a major portion of a building's energy usage, keeping your system performing at optimum levels may lead to a significant reduction in energy costs.
- 2. Reduce Future Repair Costs**
 Routine maintenance may maximize the life of your equipment and may reduce equipment breakdowns.
- 3. Ensure Occupant Comfort**
 A comfortable working environment enables employees to work more productively and may lead to increased job satisfaction.
- 4. Health and Safety**
 When proper indoor conditions and plant requirements are maintained, business results may be improved by minimizing sick leave and reducing accidents.
- 5. Protect the Environment**
 Greenhouse gas emissions can be minimized by maintaining equipment at peak efficiency, inspecting for refrigerant leaks and managing refrigerant charges.

All of the services we perform on your equipment are aligned with "The 5 Values of Planned Maintenance," and our technicians understand how the work they perform can help you accomplish your business objectives.



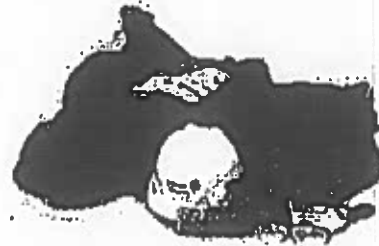
JOHNSON CONTROLS PLANNED SERVICE RENEWAL PREPARED FOR COUNTY OF MONTGOMERY

Personalized Account Management

A Planned Service Agreement also provides you with the support of an entire team that knows your site and can closely work with you on budget planning and asset management. Your local Johnson Controls account management team can help guide planned replacement, energy retrofits and other building improvement projects. You'll have peace of mind that an entire team of skilled professionals will be looking out for what is best for your facility and budget.

A Culture of Safety

Johnson Controls technicians take safety seriously and personally, and integrate it into everything they do. All of our technicians participate in regular and thorough safety training. Because of their personal commitment, we are a leader in the HVAC service industry for workplace safety performance. This means that you do not have to worry about us when we are on your site.



Commitment to Customer Satisfaction

Throughout the term of your Planned Service Agreement, we will periodically survey you and use your feedback to continue to make improvements to our service processes and products. Our goal is to deliver the most consistent and complete service experience possible. To meet this goal, we've developed and implemented standards and procedures to ensure you receive the ultimate service experience – every time.

Energy & Sustainability

A more sustainable world one building at a time – Johnson Controls is a company that started more than 125 years ago with a product that reduced energy use in buildings. We've been saving energy for customers ever since. Today, Johnson Controls is a global leader in creating smart environments where people live, work and play, helping to create a more comfortable, safe and sustainable world.

The Value of Integrity

Johnson Controls has a long, proud history of integrity. We do what we say we will do and stand behind our commitments. Our good reputation builds trust and loyalty. In recognition for our commitment to ethics across our global operations, we are honored to be



named one of the World's Most Ethical Companies for the fourth year in a row by Ethisphere Institute, a leading think tank dedicated to business ethics and corporate social responsibility. In addition, *Corporate Responsibility Magazine* recently recognized Johnson Controls as the #1 company in its annual "100 Best Corporate Citizens" list.



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Service Plan Methodology

As part of the delivery of this Planned Service Agreement, Johnson Controls will dedicate a local service operations agent responsible for having a clear understanding of the agreement scope, and your facility procedures and protocols.

A high-level overview around our service delivery process is outlined below including scheduling, emergency service, on-site paperwork, communication and performing repairs outside of the agreement scope.

Scheduling

Preventative maintenance service will be scheduled using our automated service management system. In advance of the scheduled service visit, our technician is sent a notice of service through a hand-held wireless device. Once the technician acknowledges the request, your service operations agent will call or e-mail your on-site contact to let you know the start date and type of service scheduled.

The technician checks in, wears personal protective equipment, performs the task(s) as assigned, checks out with you and asks for a screen capture signature on our hand-held device. A work order is then e-mailed, faxed or printed for your records.

Emergency Services

Emergency service can be provided 7 days a week, 24 hours a day, 365 days a year. During normal business hours, emergency service will be coordinated by the service operations agent. After hours, weekends and holidays, the emergency service number transfers to the Johnson Controls after-hours call center and on-call technicians are dispatched as needed.

Johnson Controls is committed to dispatching a technician within hours of receiving your call through the service line. A work order is e-mailed, faxed or printed for your records. Depending on the terms of your agreement, you may incur charges for after hour services.

Communication

A detailed communication plan will be provided to you so you know how often we will provide information to you regarding your Planned Service Agreement. The communication plan will also provide you with your main contacts at Johnson Controls.

Approval Process for Non-Covered Items

Johnson Controls will adhere to your procurement process. No work will be performed outside of the agreement scope without prior approval. Johnson Controls will work with you closely to ensure your procurement process is followed before any non-covered item work is started.

**JOHNSON CONTROLS PLANNED SERVICE RENEWAL
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Summary of Services and Options

Comprehensive and Operational Inspections

During comprehensive and operational inspections, Johnson Controls will perform routine checks of the equipment for common issues caused by normal wear and tear on the equipment. Additional tests can be run to confirm the equipment's performance. Routine maintenance such as lubrication, cleaning and tightening connections, can be performed depending on the type of equipment being serviced. Routine maintenance is one of the keys to the five values of maintenance – it can help identify energy saving opportunities, reduce future repair costs, ensure occupant comfort, protect the environment and improve the health and safety of the building.

**JOHNSON CONTROLS PLANNED SERVICE RENEWAL
PREPARED FOR COUNTY OF MONTGOMERY**

Summary

Thank you for considering Johnson Controls as your building technology services partner. The following agreement document includes all the details surrounding your planned service agreement.

With planned service from Johnson Controls, you'll get a value-driven solution that can help optimize your building controls and equipment performance, providing dependability, sustainability and energy efficiency. You'll get a solution that fits your specific goals, delivered with the attention of a local service company backed by the resources of a global organization.

We'll be your building technology services partner.

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**JOHNSON CONTROLS PLANNED SERVICE RENEWAL
PREPARED FOR COUNTY OF MONTGOMERY**

Planned Service Agreement

Customer Name: COUNTY OF MONTGOMERY
Address: 6 PARK ST FONDA NY 12088-4830
Proposal Date: 1/31/2012
Estimate #: 1-1TY7CO9

Scope of Service

Johnson Controls, Inc. ("JCI") and the Customer (collectively the "Parties") agree Preventative Maintenance Services, as defined in Schedule A ("Services"), will be provided by JCI at the Customer's facility. This Planned Service Agreement, the Equipment List, Supplemental Price and Payment Terms, Terms and Conditions, and Schedules attached hereto and incorporated by this reference as if set forth fully herein (collectively the "Agreement"), cover the rights and obligations of both the Customer and JCI.

Extended Service Options for Premium Coverage

If Premium Coverage is selected, on-site repair services to the equipment will be provided as specified in this Agreement for the equipment listed in the attached Equipment List.

Equipment List

Only the equipment listed in the Equipment List will be covered as part of this Agreement. Any changes to the Equipment List must be agreed upon in writing by both Parties.

Term / Automatic Renewal *2/1/2012 Paid* *1/31/2017 Paid*

This Agreement takes effect on January 31, 2012 and will continue until December 31, 2017 ("Original Term"). The Agreement will automatically renew on a year-to-year basis after the Original Term ends unless the Customer or JCI gives the other written notice it does not want to renew. The notice must be delivered at least forty-five (45) days prior to the end of the Original Term or of any renewal period. The Original Term and any renewal periods are sometimes collectively referred to in this Agreement as the "Term". Renewal price adjustments are discussed in the Terms and Conditions.

Refrigerant Charges

Refrigerant is not included under this Agreement and will be billed separately to the Customer by JCI.

Customer Initials *Pall*



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Price and Payment Terms

The total Contract Price for JCI's Services during the 1st year of the Original Term \$50,650. This amount will be paid to JCI in Annually installments. Pricing for each subsequent year of a multiyear original term is set forth in the Supplemental Price and Payment Terms. All payments will be due and payable within 30 days of the invoice date and such timely payment by Customer shall be a condition precedent to JCI's obligation to perform its Services. A penalty of one and a half percent (1.5%) of the amount due per month shall accrue for payments received after the payment due date. Renewal price adjustments are set forth in the Terms and Conditions.

This proposal is valid for thirty days from the proposal date.

JOHNSON CONTROLS Inc.

By: [Signature]
Signature

By: PAUL A. ALBANY
Signature

Title Service Ops Manager Date 1/27/2012
JCI Branch Manager Date
(proposal not valid until signed by JCI Branch manager)

Title: COMMISSIOER Date 01/31/12

JCI Branch Albany NY Service - 0115 Branch Phone 8668185130 Customer PO# _____

Address 116 RAILROAD AVE

City, State, Zip ALBANY, NY, 122055789

Customer Initials Paul



**JOHNSON CONTROLS PLANNED SERVICE RENEWAL
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Schedule A

Equipment List (Selected Equipment to be serviced)

Site		Address			
COUNTY OF MONTGOMERY		6 PARK ST FONDA NY 12068-4830			
Locations: Dept. of Public Works; Museum (old Courthouse Bldg); Maintenance Shop Bldg., County Office Bldg., Courthouse Bldg., and Annex Bldg.					
Quantity	Equipment	Services Provided	Comments	Coverage Type	Extended Coverage
• (2)	Carrier A/C units and pneumatic temperature control system		Dept. of Public Works #1	Premium	
•	Power Control System and Carrier A/C unit		Museum #5	Premium	
•	Trane split A/C unit		Maintenance / Shop Bldg.	Premium	
•	Trane A/C Unit pneumatic temperature control system		County Office Bldg #7	Premium	
•	McQuay A/C Unit		County Office Bldg #7	Premium	
• (4)	Carrier RTU Units		Courthouse Bldg #6	Premium	
•	Liebert A/C Unit Pneumatic temperature control system		Annex Bldg #12	Premium	

Customer Initials Paul



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Perform preventive maintenance on listed equipment on a monthly basis during a scheduled service visit
Two (2) Operational Inspections on the listed air conditioning equipment per year during a scheduled service visit
One (1) Comprehensive Inspection each year on the listed Air conditioning equipment during a scheduled service visit
Material necessary to complete JCI's Comprehensive annual inspection services
Inspection reports and information performed to monitor and detect breakdowns. Johnson Controls Inc. determine the need for preventative repairs through JCI's analysis of the required diagnostic tests.

Supplemental Price & Payment Terms (Applies to Multi-Year Contracts Only)

Year 1: \$50,650, Payable Annually 2/1/2012 - 1/31/2013
 Year 2: \$52,170, Payable Annually 2/1/2013 - 1/31/2014
 Year 3: \$53,735, Payable Annually 2/1/2014 - 1/31/2015
 Year 4: \$55,347, Payable Annually 2/1/2015 - 1/31/2016
 Year 5: \$57,007, Payable Annually 2/1/2016 - 1/31/2017

paid

