



# Cooling as a Service (CaaS)

The latest pay-per-use cooling solution by Johnson Controls

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# Introduction

Keeping indoor environments comfortable and cool in hot climates can be a real challenge: it can also mean dealing with increasing operation costs year after year, decreased equipment efficiency, and unforeseen equipment failures.

Johnson Controls is excited to present "Cooling as a Service (CaaS)", an innovative approach to meet your cooling needs efficiently and effectively. Our latest comprehensive solution offers sustainable and hassle-free cooling experience, allowing you to focus on what truly matters – your core business.

Cooling as a Service (CaaS) focuses on delivering outcomes, rather than just equipment.



**Cooling is the fastest growing energy use in buildings, and without action, the energy demand for space cooling is projected to triple by 2050\*.**



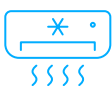


# Addressing Your Key Cooling Challenges

The demand for uninterrupted cooling is rapidly increasing in hotter countries. The UAE is a prime example of this. Buildings equipped with older cooling systems, under designed and unmaintained to the manufacturers standards pose a threat where cooling is a necessity to ensure business continuity.

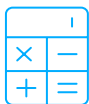
Traditional cooling systems present several challenges for business within the property management, residential, commercial offices, retail and even hospitality where customer comfort is key. These include high upfront costs, complex maintenance requirements, the constant need to keep up with advancing technologies and the pressure to reduce environmental impact.

CaaS addresses these challenges head-on, offering a range of benefits tailored to meet your specific needs.



### Interruption of comfort cooling

Ensuring building occupiers' uninterrupted comfort, has become the biggest challenge for today's businesses with the difficulties of maintaining complex back-end cooling systems.



### Unbudgeted breakdowns

Sudden failures can have detrimental effects on businesses with existing cooling systems, with repairs and maintenance significantly impacting a company's cashflow.



### High upfront costs

Upgrading to the latest efficient cooling system is often not considered at the top of the business's priorities. Mainly due to its high capital outlay.



### Low system efficiency with high maintenance costs

It's not only maintenance that drives cooling efficiency, not having an operation driven by experience and state-of-the-art technologies will waste your money.



### Meeting sustainability targets

Alignment with the local sustainability goals comes with hefty capital requirements and challenges to decide on the investment that achieves the best outcome.



### Managing entire cooling process from production to collection

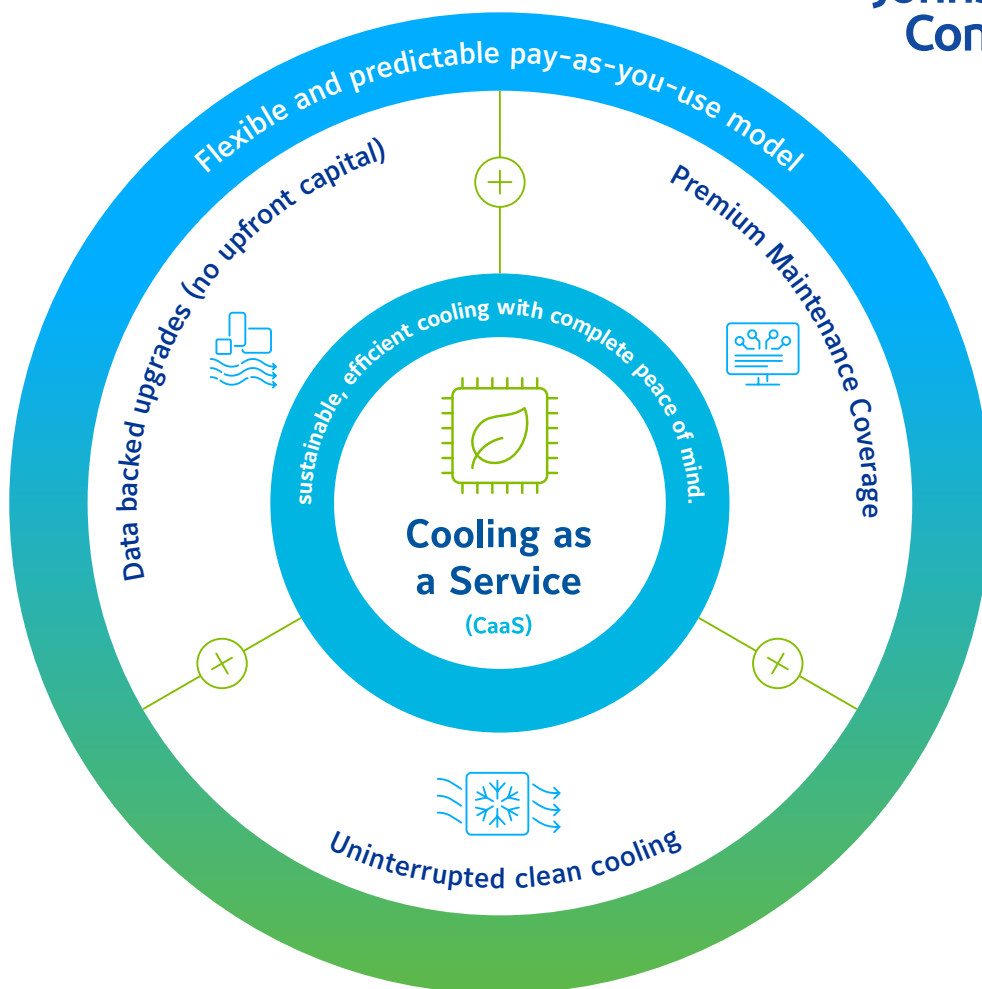
The challenge of managing multiple service providers to maintain the system production in parallel with individual metering is also complemented with default in payments and tenant complaints.



# What Is Cooling as a Service (CaaS)?

CaaS by Johnson Controls is a capital-free groundbreaking service offering that revolutionizes the traditional cooling model. Instead of upgrading and maintaining your cooling infrastructure within your building, CaaS provides you with a cost-effective and fully managed cooling solution. We take care of the entire lifecycle from upgradation, ongoing operation & maintenance, guaranteeing optimal performance and ensuring tenant satisfaction.

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As a true pay-per-use model, it means you pay for what you use to cool your premises, measured in Refrigeration Ton per Hour (RTH).

The consumption-based solution can be tailored for both new and existing facilities.

Using Johnson Controls expertise, technologies and key partnerships, you can now transfer all your cooling responsibilities to us and enjoy our B2C options, where we meter, bill and collect from your end-users on your behalf.



# What are the benefits for your organization?



## Provides one single contract

Enjoy the ease of dealing with a single source for all your, upgradations, operation, maintenance, repair, billing and collection – providing a simplified procurement process with one single contract.



## Reduces operating costs

Our service provides you with the ability to use new, highly efficient equipment that has the power to reduce your operating costs. Upgrade to the latest technology and benefit from cutting-edge innovation.



## Preserves your assets and maximizes life-span

Leverage our Original Equipment Manufacturer (OEM) standards maintenance levels to extend your assets life span.



## Frees up your capital

Shift from CapEx to OpEx and free up your capital for core mission investments. Benefit from manageable monthly payments and no worries about equipment breakdowns or cooling disruption at your facility.



## Guarantees up-time

CaaS guarantees up-time for service continuity. A standard service level agreement (SLA) is included for rapid repair response times and spare parts availability.



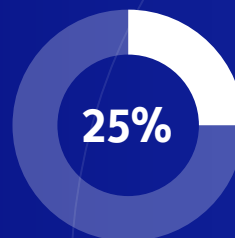
## Offers financial predictability

Know where you stand each month. Our CaaS model offers budget predictability and peace of mind – along with the ability to avoid falling into deferred maintenance cycles.



## Supports sustainability goals

Gain access to technologically advanced cooling without the burden and the large capital outlay, enabling you to meet your sustainability goals.



Benefit from the efficiencies of our latest technology and reduce carbon emissions by up to 25%.



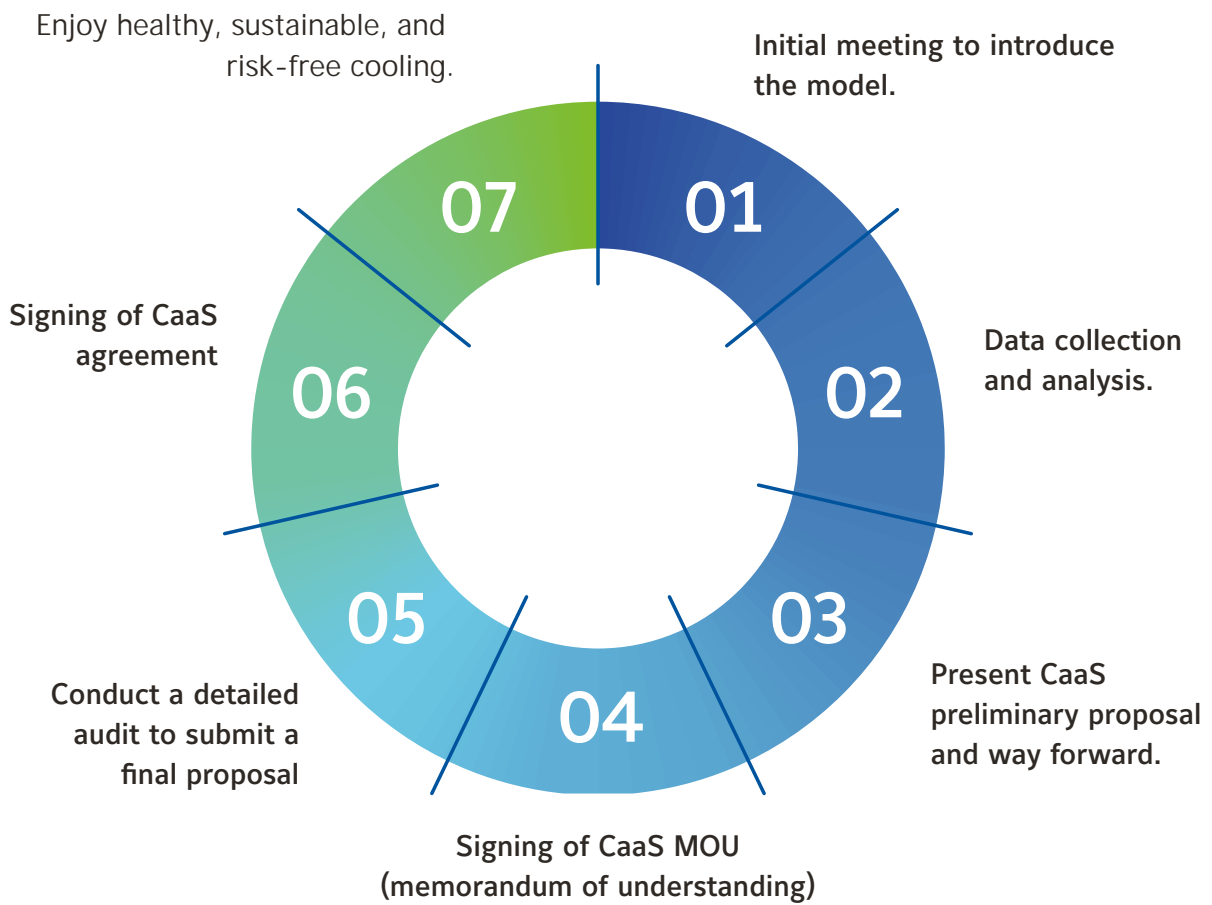


Unlock cost savings, operational efficiency, and a seamless cooling experience, all supported by our team of experts. We take on both operational and financial risk for you – in exchange for a single monthly payment that covers full operation, maintenance, utility and upfront costs.

# The CaaS journey

CaaS from Johnson Controls is a comprehensive solution that focuses on delivering sustainable outcomes. It's a pay-as-you-consume model that includes a premium coverage plan for standalone cooling systems – and it's the simple, efficient, and effective way to overcome all of your cooling challenges.

## Here's the step-by-step process:



# Why Johnson Controls?

Johnson Controls is a world leader in smart buildings, creating safe, healthy and sustainable spaces.

For nearly 140 years, we've made buildings better and now we're transforming them again with our award-winning digital technologies and services. We're using artificial intelligence and data-driven solutions to give you deeper insight into your building's health, sustainability and performance. It's changing the way we design, operate, and maintain indoor environments and driving to a new era of autonomous buildings.

Johnson Controls manufactures YORK® Chillers, offering sustainable, energy efficient capabilities, while reducing carbon emissions and energy consumption.



**Johnson Controls is a world leader in smart buildings, creating safe, healthy and sustainable spaces.**





## Speak to our subject matter experts now.

Learn more about how Cooling as a Service from Johnson Controls can benefit your facility.

Visit [johnsoncontrols.com/en\\_middleeast](https://johnsoncontrols.com/en_middleeast)

### About Johnson Controls

At Johnson Controls, we transform the environments where people live, work, learn and play. From optimizing building performance to improving safety and enhancing comfort, we drive the outcomes that matter most. We deliver our promise in industries such as healthcare, education, data centers and manufacturing. With a global team of 100,000 experts in more than 150 countries and over 135 years of innovation, we are the power behind our customers' mission. Our leading portfolio of building technology and solutions includes some of the most trusted names in the industry, such as Tyco®, YORK®, Metasys®, Ruskin®, Titus®, Frick®, Penn®, Sabroe®, Simplex®, Ansul® and Grinnell®.

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