



# SMART SPACE AS A SERVICE™ (SSaaS™)

Smart Space as a Service™ goes far beyond a traditional Lighting as a Service program. Embracing intelligent Internet of Things (IoT) controls, our Smart Space as a Service™ offering provides you with everything you need to deploy, support, and optimize SMART spaces in and around your facility – including full project funding.

Our SSaaS™ funding program maximizes your project return, and in many cases provides you with an immediate positive monthly cash flow to help increase your organization's topline revenue. Additional benefits include higher energy savings with no "out of pocket" cost and avoiding capital expense funding delays.

## Here's How Smart Space as a Service™ Enables You To Create A More Intelligent Environment!



Our SSaaS™ program gives you access to the latest LED lighting technologies for even the most stringent industries like government, education & healthcare facilities.



Our SSaaS™ program opens the door to our extensive ecosystem of IoT partners to create your SMART space.



Our SSaaS™ program sets up your SMART space for long-term optimization & cost savings through our innovative support technologies like our dedicated SUPPORT HUB tablet.

## How Does SSaaS™ Benefit You?

- 1. Off-Balance Sheet:** Funding for the project is considered off-balance sheet and treated as an operating expense vs. a capital improvement expense.
- 2. Cash Positive:** Savings from the energy efficiency project offsets your investment, making the project cash neutral and in most cases cash positive.
- 3. Consolidated Expenditure:** Our SSaaS™ program empowers end-users with a single, low monthly plan that covers everything from project engineering, deployment, and ongoing optimization and technical support.
- 4. Luminaire Maintenance:** SBT's SSaaS™ program ensures your newly installed LED lighting infrastructure maintains its high-efficiency and operational integrity by continually upgrading and supporting your lighting long-term. As fixtures come to the end of their life or "burn out," under the SSaaS™ program, your LED luminaires are serviced to ensure long term performance.
- 5. Control System Maintenance:** As with any networked technology, technical support is critical to its operational effectiveness. Through our SSaaS™ program, you can rest assured your entire networked controls infrastructure is continually maintained and fully supported by a team of dedicated technical support specialists.
- 6. Unlocking the IoT:** What really makes SSaaS™ shine is its power to unlock the Internet of Things. Through custom application development, SSaaS™ continually develops wide-ranging algorithms to analyze environmental data and provide actionable IoT-based insights.



## ADDITIONAL PROJECT FUNDING & FINANCING OPPORTUNITIES

**On-bill Financing** - Financing from utility company/billing organization that has a typical rate of 0%.

**Capital Equipment Leasing** - Great for small businesses or single-site facilities.

**PACE (Pace-Property Assessed Clean Energy)** - Ideal for owners where the financing is paid through property taxes.