



The Technology Subscription, By the Numbers



What's included:

- A summary of a pricing pro forma for a senior living organization
- A two-page overview of how our subscription works

Technology Subscription Pro Forma Summary

FOR SENIOR LIVING



A Technology Subscription allows healthcare organizations to subscribe to the heating, cooling, light and resiliency their buildings require without using CapEx and for less than they are currently spending on those systems.

It's a big claim, but we have the numbers to back it up. These numbers are from an actual comparison of how the Technology Subscription measured up against CapEx at one of the nation's top senior living organizations.

	7-year Total Cost	NPV of Total Cost
Current Approach (Ownership)	\$1,930,100	\$1,355,981
Technology Subscription	\$1,708,369	\$1,178,760

The Technology Subscription can reduce your costs to own and operate your energy technology systems by:

11.5%

With subscription, you pay less.

A 7-year contract could save you **\$221,731** compared to owning 189 HVAC units across 4 locations without paying a penny upfront and without draining your CapEx budget.

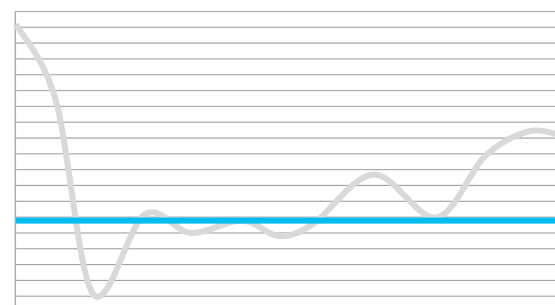
Own	Subscribe
\$1,930,100	\$1,708,369
Energy Cost	Energy Cost
\$1,532,492	\$1,532,492
Maintenance	
\$393,408	
Oppty Cost	Subscription Payment
\$153,987	\$630,000
CapEx	
\$276,210	
Tax Benefit	Tax Benefit
\$425,997	\$454,123

With subscription, your payments are fixed.

A Technology Subscription will smooth out spiky maintenance and repair costs over time so your budget is always predictable. Gain the peace of mind to focus on your residents, not repairs.

Traditional Capital Budgeting

A Technology Subscription



Interested in learning more?

Contact us at (301) 367-8009

The goods and services that Sparkfund may provide are provided by Sparkfund, which is indirectly owned in part by Southern Company. Sparkfund is not a regulated utility. Customers are not required to buy goods or services from Sparkfund to receive the same quality of utility service it currently receives from its power provider.

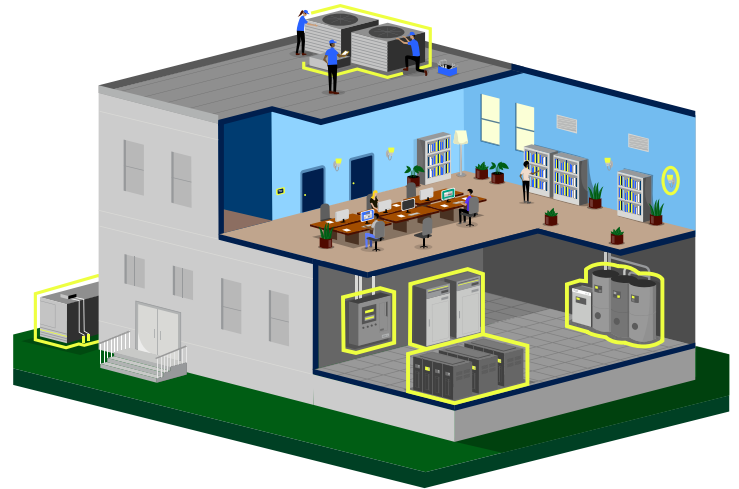
powered by **sparkfund**

Comprehensive Technology Subscription

Never Worry About Your Energy Systems Again

You know you can count on Southern Company to deliver reliable, affordable power to your business. Now Southern Company is extending that value behind the meter. With the Comprehensive Subscription, you get complete relief from the hassle of owning aging energy assets like lighting, HVAC and refrigeration.

In partnership with best-in-class service providers, Southern Company will immediately take responsibility for energy systems for a single, monthly OpEx* payment. This includes ongoing maintenance and repair, equipment replacement decisions, and installation — leaving you with more time and capital to focus on your core business.



How it Works



Maintain & Repair

Ongoing maintenance and emergency repairs for all existing technology are covered under the subscription.



Monitoring & Optimization

Monitoring and controls are installed on all of your technology to optimize performance and identify and proactively address issues, ensuring you avoid business interruptions.



Replace Assets

Underperforming assets are replaced across your portfolio as needed at no additional cost to ensure your buildings are running as efficiently as possible.

Technology Subscription Features



One Monthly Cost

A monthly OpEx* payment covers everything from maintenance and emergency repairs to new equipment and installation — all with no upfront cost.



System Visibility

Visibility into the operating status and performance of your equipment means you'll always know how your systems are doing.



Simple Contract

The short, easy-to-execute contract includes a simple list of the benefits that the new technology delivers to your space.



Technology Guarantee

All technology will perform to an agreed-to level through the entire contract term. If it doesn't, you don't pay.



“The subscription was the perfect strategy to get new, energy saving technology into our hotels. Without any capital investment, we were able to **improve guest experience, further our sustainability leadership, and lower our energy costs.**”

- Vanessa Vielma, Aloft & Element Hotels

Covered Technology

- Monitoring & Controls
- Lighting
- HVAC & Mechanical
- Energy Storage
- Smart Thermostats
- Fans
- Power Factor Correction
- Gensets
- Electric Vehicles
- EV Charging Stations
- Refrigeration

WWW.SOUTHERNCOMPANY.COM

*Accounting treatment depends on customer tax and legal guidance.

The goods and services that Sparkfund may provide are provided by Sparkfund, which is indirectly owned in part by Southern Company. Sparkfund is not a regulated utility. Customers are not required to buy goods or services from Sparkfund to receive the same quality of utility service it currently receives from its power provider.