



Everyone wins with energy efficiency, but the traditional PC won't cut it anymore. Our customers' needs are changing and they need more from this industry.

Jennifer L. Stentz

Vice President, General Manager

Johnson Controls Energy Solutions, North America



Our customers are ready to invest.





**Still, the PC market remains flat.
We must TAKE ACTION.**

**DEVELOP EXECUTIVE ORDERS TO
DRIVE CHANGE & CREATE JOBS**

**PROMOTE ENERGY EFFICIENCY
COMPONENT OF 1-11D**

**EDUCATE THE MARKET THAT ENERGY
EFFICIENCY CAN DELIVER SMARTER
BUILDINGS**

**SHOW THAT ENERGY EFFICIENCY
DRIVES TECHNOLOGY INNOVATION**



**Time to think beyond the PC and
CHANGE OUR APPROACH.**

**PERFORMANCE CONTRACTS ARE NOT
ONE-SIZE-FITS-ALL.**

**TIME TO COLLABORATE ON NEW
WAYS TO GO-TO-MARKET.**