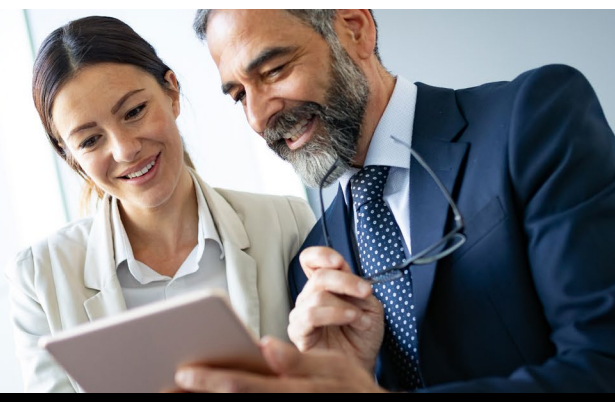




Q&A with Trane



What type of innovative services and solutions do you provide to the K-12 education market?

Trane takes a holistic approach to building efficiency, operational improvement and facility wellness. We use a multidisciplinary approach to create a facility that is dynamic, resilient and cost effective for the situation. Our program's goal is to turn your buildings from a liability to an asset, designed to flex as your needs and programs change. To meet this goal, we employ a number of experts using world-class technologies and services to improve the viability of your building by helping optimize the well-being of the people inside it, while optimizing operational costs. Our program is broken into six different areas of focus: acoustics, lighting, air quality, thermal comfort, operational use and energy utilization.

Trane's programs rely on building performance analytics while providing expertise in innovative and emerging areas, such as renewable energy, digital connected technologies and strategic energy supply-and-demand management. Our approach to your schools begins with a few mission-level questions: What are your challenges? What do you want to achieve? Then, we'll bring your buildings into the strategy.

How is Trane creating a better learning environment for schools?

As addressed by the Environmental Protection Agency, at schools that are comfortable, quiet, properly ventilated and

Trane's multidisciplinary approach orchestrates all aspects of facility operations to create an environment that is optimal for each building and its purpose.

well lit, student attendance is better, test scores are higher and teacher retention increases*.

It has been proven that an ideal learning environment doesn't just happen. Trane's multidisciplinary approach orchestrates all aspects of facility operations to create an environment that is optimal for each building and its purpose.

The value we provide directly ties to the key performance metrics educators are interested in tracking. The key to an effective program is the ability to track and trend performance over time. If you are not measuring outcomes, you cannot manage performance.

How does Trane help maximize school funding to improve the infrastructure of a school?

We provide ways to help maximize a school district's dollar. First, Trane's programs provide financial modeling that allows you understand the impact of the dollars you use in your budget, as well as the ability to evaluate the program by considering the impact of energy and operational uses due to the program. Second, unique funding and financing options are available to improve project outcomes.

Finally, Trane has significant purchasing power that gets passed on to our clients. The result of this purchasing power has given us the ability to win OMNIA Partners® Cooperative Purchasing contracts, which have been competitively bid. The value to the client is that our Cooperative Contract has been certified and meets Uniform Grant Guidance requirements for the utilization of Elementary and Secondary School Emergency Relief funds and will allow schools to fast-track projects to meet the American Rescue Plan's tight time frame.

How does Trane support student learning and workforce development skills?

Trane's BTU Crew can help schools create a better STEM learning environment by making the school a living, hands-on learning lab and providing relevant program curriculum to round out your students' education with practical skills for when they graduate. **B**

* <https://www.epa.gov/iaq-schools/reference-guide-indoor-air-quality-schools>