A 21\textsuperscript{st} century approach to Energy, Education & the Environment

Q3-Q4 2014
Panasonic Enterprise Solutions Company
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Newark, NJ 07102

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Overview

• Why Panasonic?

• Why solar now?

• Why E21?
Our founding principles guide us

“...as responsible industrialists, we will devote ourselves to the progress and development of society through our business activities, thereby enhancing the quality of life throughout the world.“

- Konosuke Matsushita, 1918
Contribution to Society

A Commitment to Sustainability

2014 Best Global Green Brands
Ranked #4

Highest ranking of any electronics company

Our mission: To be the leading green innovation company in the electronics industry by 2018

• Our collective energy, education and environmental challenges have never been greater.
  • 17th / 40 countries, The Learning Curve ’13

• The U.S. education system can benefit from private sector involvement.
  • Brooking Institute, 2013

• The 21st century clean economy is the greatest wealth creation opportunity of our time.
  • $426T by 2022, Clean Edge 2013

• Panasonic intends to lead the way forward through sustainability.
  • Global Green plan 2018
Why Solar Now? Solar energy use is accelerating…

California leads the way!

Over 3,727 schools across the U.S. have gone solar

We’re just getting started…
Solar energy access offers a new education paradigm

**Challenges**
- Budget cuts
- Pressure to innovate
- Workforce trends
- Sustainability for Life
- Rising energy costs
- Access to clean energy
- How do I go solar?
- Who should I trust?
- Who pays for it?
- Who maintains it?

**Opportunities**
- Reduce energy costs
- Access to innovation
- Curriculum (STEM)
- Life ladders
- Stable energy budgets
- Market leaders
- Turn-key solution
- Proven, known partners
- 100% financing
- Backed by Panasonic
Changing the Equation

An innovative model for transforming Energy, Education and the Environment for the 21st century

E21

Energy savings, curriculum and technology are closely linked over the long term
About E21 – Relationship based, solutions oriented

Panasonic Eco Solutions has launched the first relationship based, solutions oriented program offer an innovative, model approach to transforming how we bring together Energy, Education and Environment in the 21st century.

We are seeking leading schools interested in participating in our self-sustaining private/public partnership model that links solar energy savings to curriculum development and modernization of the classroom in a sustainable way for the betterment of the education system as a whole.

Our vision is to enable thousands of schools to "Go solar" by the end of the decade, coinciding with the 100 year anniversary of our company, empowering millions of minds and life ladders in a sustainable way.

We believe our program is the next generation solar energy, education and environmental model for the 21st century.

We call it "E21".
E21 - Energy, Education and the Environment

Energize • Engage • Empower → E21

**Phase 1**
- Site, area, shade
- Conceptual design
- Solar system size
- Financing options
- Guaranteed savings

**Phase 2**
- K-12 STEM packages
- Teaching training
- Collaboration
- Critical thinking
- Career pathways

**Phase 3**
- Modernization
- Technology access
- District leadership
- Relationship driven
- Self-sustaining

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**E21 - Energy, Education and the Environment**

Panasonic Eco Learning Program

Panasonic Kids School

PANASONIC ECO SOLUTIONS
Why not?


Doug Payne
Panasonic Eco Solutions

Peter McCormack,
Head of School, Rolling Hills Prep.

Christine Marez,
Director or Energy,
Cumming Corp.

Thor Misko, VP
Development, Project Lead the Way

Jonathan Jaffrey,
CEO, Coronal Group

Shawn Robinson, K12 Education Solutions

Downey USD
**E21 School Bundles – Scalable, Targeted K-12**

**Good**
- Planning, PM, Integration, Deployment and Maintenance
- **Learning** Through Hearing - Panasonic Classroom Audio System
- **Whole Group, Small Group** Instruction (Projectors, Video)
- **Flip the Classroom** / Blend the Learning / Lecture capture (360degrees)
- Teacher Computing / Student Computing
- Professional Development

**Better**
- Planning, PM, Integration, Deployment and Maintenance
- **EXPANDED** Learning Through Hearing - Classroom Audio System
- **EXPANDED** Whole Group, Small Group Instruction (Projectors, Video)
- **EXPANDED** Classroom / Capture the Lecture (360degree video)
- **EXPANDED** Teacher Computing / Student Computing
- **EXPANDED** Professional Development

**Best**
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