



The Performance Pathway for Infrastructure Modernization

A no-cost opportunity assessment for cities and counties to evaluate upgrades, savings, and funding pathways

OPTERRA partners with cities and counties to help navigate aging infrastructure, rising operating costs, and limited capital, starting with a clear understanding of where opportunities exist.

With **The Performance Pathway**, communities gain a structured, data-driven foundation to plan next steps with clarity, aligning infrastructure needs with financial realities and long-term priorities.



Evaluate project feasibility with confidence through site analysis, system review, and expert insight



Quantify savings and financial impact with clear cost, payback, and lifecycle considerations



Build a roadmap for implementation aligned to your operational goals, timeline, and budget



Support stakeholder alignment with **transparent, decision-ready information**



Move forward with a defined strategy that connects **infrastructure improvements to achievable funding pathways**

Procurement
Partnership
Network



Accredited
& Certified



Six Steps to Infrastructure Modernization

The Performance Pathway provides a clear progression from initial insight to project implementation for a structured path to achieve your objectives.

Step 1



Discovery Call

An OPTERRA advisor connects with your team to understand facility conditions, operational priorities, and long-term goals.

Step 2



Opportunity Identification

Through site walkthroughs and available data, potential improvements are identified across key systems.

Step 3



Preliminary Analysis & Insights

High-level cost, savings, and funding scenarios help you evaluate project feasibility and potential impact.

Step 4



Leadership Summary

Findings are delivered in a clear, concise format to support decision-making and stakeholder alignment.

Step 5



Financial Modeling & Project Development

Detailed financial modeling and engineering refine scope, validate savings, and define the path forward, resulting in a clear, investment-ready proposal.

Step 6



Implementation & Ongoing Partnership

Projects are delivered with guaranteed performance, supported by ongoing measurement, reporting, operations, and maintenance.

OPTERRA is a leading provider of infrastructure modernization solutions for the public sector. As one of the longest-standing NAESCO-certified providers in the country, we help communities upgrade critical systems, conserve important resources, and ensure long-term performance, bringing together engineering, funding, and implementation under a single, accountable partner.

- **50+ years** of operations
- **9,000+** projects completed
- **500+ public sector agencies** served
- **\$700M in cost savings** delivered over the past 11 years
- **Comprehensive infrastructure expertise** across all facility systems
- **Single source accountability** from assessment to implementation to ongoing optimization