

Unlocking a \$42.9M project that almost didn't happen

How we enabled our partner to deliver a plant that the customer could not fund alone.



Challenge

Budget roadblocks threatened project viability

A global manufacturing customer needed a 2,550-ton modular chiller plant to power its new materials facility in Tennessee. However, the customer's capital budget was facing overruns, threatening costly delays. This capital bottleneck put the entire project at risk, jeopardizing the customer's timelines and long-term growth plans. The project needed external funding to get back on track and stay on schedule.

Solution

From funding barriers to business momentum

Redaptive delivered \$42.9 million in financing, eliminating upfront cost barriers and shielding both the customer and our developer partner from financial risk. To safeguard long-term performance, we established a 10-year O&M agreement with guarantees on chilled water delivery, pressure, and capacity. The contract also provided predictable monthly costs, built-in flexibility, and a complete transfer of operational risk to Redaptive. This empowered our partner to deliver the project with confidence while giving the customer the certainty of dependable plant performance.

Partner

Multi-technical installation and maintenance services provider

Customer

Global chemical manufacturer

\$42.9M

Customer CapEx saved

2,550 tons

Modular chiller plant size

10-year term

Full O&M services contract

Results

Delivering scale, certainty, and long-term value for all stakeholders

The central chiller plant was installed on time with no capital impact to the customer, bringing mission-critical infrastructure online when it was needed most. By executing the project, our developer partner deepened its customer relationship and proved its ability to solve complex financing and delivery challenges. With Redaptive's zero-CapEx financing, what began as a project held back by capital constraints became a long-term growth opportunity that cemented trust and created lasting value for everyone involved.