



Eaton – “We make what matters work”

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Business Development Navy / USMC



Powering Business Worldwide

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Eaton is a leading global power management company...



Aerospace



Buildings



Data centers



Food and beverage



Government



Healthcare



Machine building



Marine



Mining, metals and minerals



Mobile machinery and equipment



Oil and gas



Pharmaceuticals



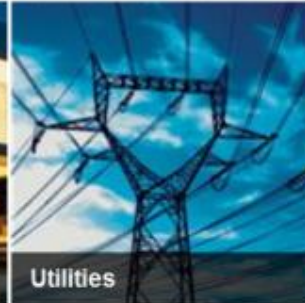
Rail



Renewables



Residential



Utilities



Vehicles



Water/wastewater

Who does Eaton want to work with?

- Small Businesses (SB)
 - Socially Disadvantaged &
 - Economically Disadvantaged
- 8(a) Small Businesses
- Veteran-owned Small Businesses (VOSB)
- Women-owned Small Businesses (WOSB)
- Historically Underutilized Business Zone (Hubzone)
- Service-disabled Veteran-owned Small businesses (SDVOSB)

Eaton – Small Business “Synergy”

- Eaton’s Small Business Collaboration Network (ESBCN) is committed to establishing mutually beneficial business relationships that provide more efficient services and solutions to our government customers.
- Through successful collaboration we can effectively expand upon our individual capabilities and remain competitive in our solution offerings to better serve our customers, all the while helping them meet their SBA contracting goals.

Eaton Desired Qualities for SB Partner

Nothing is more important to Eaton's overall success as an enterprise than our ethical values.

Our shared regard for the highest standards of honesty and integrity is our biggest strength and our partners must demonstrate ethical standards that are consistent with our values.

- Eaton Ranks Among the World's Most Ethical Companies for the Eighth Consecutive Year in 2014
- Eaton Earns 100 percent on Human Rights Campaign Foundation's Fourteenth Annual Scorecard on LGBT Workplace Equality
- Eaton wins Zinnov Awards 2015 for Gender Diversity at the Workplace
- Eaton named Best in Class for Board Diversity by The Commission on Economic Inclusion, a Program of GCP
- Eaton Named to Military Times Best for Vets: Employers 2015
- Eaton Ranked Among Top 50 Employers for Workforce Diversity
- Larson King Recognized by Eaton as Supplier Inclusion and Diversity Excellence Award Winner 10/25/2013



Desired Attributes - Continued

- Core competencies that provide complementary skills to Eaton
- Excellent past performance at the prime or subcontract level
- Security clearances including secret, top secret, and facility clearances
- An understanding of the federal acquisition process
- Sound financial structure that demonstrates stability



- The ability to evaluate an RFP and provide well-written responses that contribute to the win strategy of the team

Types of companies we are looking for?

- General Contractors
- A/E / Design Firms
- System Integrators
- Distributors
- Electrical Contractors
- Mechanical Engineers/ HVAC
- Civil Engineers



Benefit (for you) of working with Eaton

- Webinars covering subjects ranging from effective business practices to understanding the FAR
- Marketing tools and identity materials to increase professionalism and credibility
- Regional outreach events for networking and collaborating with Eaton and other ESBCN participants
- Consideration for participation in government sponsored mentor protégé programs
- Quarterly newsletter covering industry insight, government contracting trends, and business planning tips



Interested?

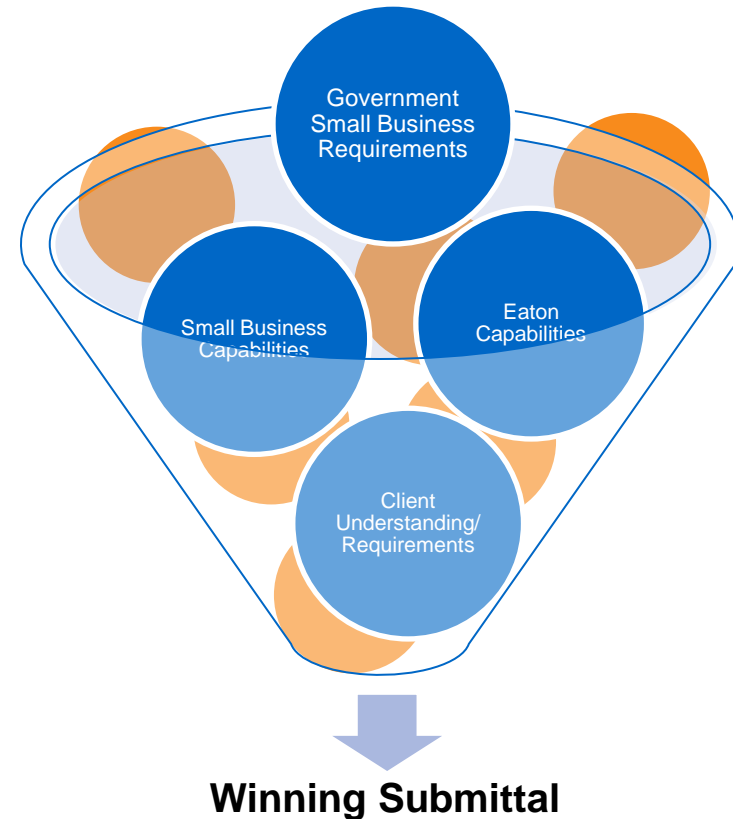
- Emphasize your firm`s unique and complementary capabilities that will add value to an Eaton team
- Be specific and clear about the services your firm provides, particularly services for which you are widely recognized as `best in class`
- Identify clients for whom you have deep knowledge and/or experience
- Describe special capabilities that distinguish your firm in the marketplace (e.g., security clearances, certifications, awards)



What we are looking for in a business

- Eaton strives to identify partner companies with “best-in-class” skills and management capabilities
- Eaton's prime/ subcontractors typically possess the following characteristics:
 - Financial stability & viability
 - A well defined business strategy and complementary corporate capabilities
 - An understanding of the government market and an expertise within a specific client organization (past performance)
 - The potential for a long-term, **reciprocal** relationship
 - Compatible business ethics and philosophy
 - Footprint/ locations/ global reach
 - Follow-through and follow-up
 - Understand our combined market focus
 - Where is their current work today?
 - What areas are we both looking to expand our reach

Bringing the pieces together to win a contract





Our Vision

- To **create an integrated team- utilizing small businesses** as providers of complimentary **innovative services & solutions** to enhance the **value Eaton can deliver** to the federal **government.**