

Eaton Corporation

Power Quality and Management  
Energy Efficiency and Performance  
Renewable and Alternative Energy Solutions  
Safety and Reliability



# Government and military power management solutions

**EATON**

*Powering Business Worldwide*



Throughout our history, Eaton has helped the U.S. government build a stronger nation and a safer world.

Today, that mission has never been more important—or more challenging.

Eaton people can help you meet your toughest goals from reducing energy and fuel consumption to improving the safety of U.S. employees and troops.

We increase your power—using less energy.

What can we power for you?

# Eaton delivers power management solutions for crucial government and military demands



# Power efficiency, reliability and safety are your imperatives— and our mission.

## Discover the power management advantage.

At Eaton, our sole focus is helping customers manage electrical, fluid and mechanical power. That means we have the specialized expertise and resources to respond to your needs, quickly, efficiently and cost-effectively.

Our diversified businesses work with customers to solve many of today's most urgent government and military challenges, including:

- Designing and building safer, more comfortable housing for those who serve our country.
- Increasing the energy efficiency of office buildings, hospitals and major infrastructure projects—including water and wastewater treatment plants.
- Improving the reliability, and reducing the energy consumption, of data centers and other mission-critical equipment and technologies.
- Accelerating the deployment of renewable energy technologies.
- Powering land, sea and air vehicles more efficiently and safely, reducing their fuel consumption and operating costs.

As the industry leader in power management, Eaton is continually investing in new solutions and technologies to keep you on the leading edge of change.

## Our entire company is united behind you.

Eaton is an integrated operating company. While our businesses serve five substantially different markets—Electrical, Hydraulics, Aerospace, Truck and Automotive—each shares a common operating framework known as the Eaton Business System (or EBS, for short). EBS enables us to apply the same uncompromising standards to all of our operations, and to share the same best practices among all of our people, throughout the world. The result: A culture of efficiency and continuous improvement dedicated to achieving the same goal—your success.



# We know you're looking for more than imagination. Eaton delivers impact.

## **We've been helping public and private sector customers succeed for nearly 100 years.**

We work closely with our customers to understand and solve their challenges in the real world, not a laboratory.

It's a philosophy we call "pragmatic innovation." And it all starts by asking the simple question: "What's most important to you?" Across our business lines, these conversations have led to numerous technological breakthroughs, including:

- Pioneering the design and advancing commercialization of hybrid power technology for trucks, buses and other commercial vehicles.
- Developing advanced uninterruptible power systems that reduce the power drain of massive computer data systems and other vital equipment.

- Combining our electrical and hydraulics expertise to provide more integrated and cost-effective power management for wind, solar and hydropower projects.
- Innovating new electro-hydraulic technologies that deliver more power to the world's most sophisticated vehicles and machines, while consuming less energy.

Our approach to research and development is rigorous and disciplined. Through our Eaton Value Cycle process, we constantly evaluate potential new products and technologies, choosing only those that deliver the greatest value to our customers.

Eaton is a leader in designing new products that are "sustainable by design"—both in how they are manufactured and the benefits they provide to customers. Products that bear our Green Leaf label deliver superior environmental performance, far exceeding market norms or government regulations.

## **Global resources, local responsiveness.**

Eaton is a true global company, serving customers in more than 150 countries. So we're already exactly where you need us, with the ability to customize solutions, virtually anywhere in the world. Our global manufacturing capabilities enable us to move quickly to your urgent needs. Local Eaton service and support teams provide the swift response you need to maximize your productivity and uptime.

## **Integrated, comprehensive solutions.**

As Eaton's product lines have grown, so have our capabilities. This includes offering integrated power management solutions, not just individual components. Talk to your Eaton representative about how a total lifecycle management program—including concept development, production, systems integration and aftermarket service and support—can help accelerate completion of your program or project, and decrease its long-term cost of operation.





# We live and work sustainably, and help our customers achieve the same goals.

## **Eaton is a values-based company, committed to “Doing Business Right.”**

That’s more than a philosophy. It’s a standard with specific performance metrics that we use to evaluate all of our operations across the globe.

We place the highest value on integrity, fostering a culture of fairness, openness and honesty. Our people commit to a comprehensive code of ethics and behaviors and our company has been recognized by the Ethisphere Institute as one of the most ethical companies in the world.

Across our business lines, Eaton has embraced sustainability—in the way we live and work, how we design products and how we manage our people and operations. We carefully measure our own environmental, health and safety performance across a range of criteria, and share that information openly in an annual sustainability report.

The efforts are working: Over the past several years, we’ve significantly reduced our greenhouse gas (GHG) emissions, and we are on track to achieve our goal of reducing our GHG emissions by 18 percent, indexed for sales, by 2012 as a member of the Business Roundtable’s Climate RESOLVE initiative.

We seek to multiply this success by sharing our best practices with our customers and other organizations. Eaton products also advance our customers’ sustainability objectives in countless ways—from reducing energy consumption in buildings to helping alternative energy producers operate more reliably and cost-effectively.

These accomplishments, combined with a passionate commitment to enhancing our communities and workplaces, have helped Eaton earn top honors for corporate social responsibility from organizations around the world.

### **Our values add value to your business.**

Sustainability is more than a program at Eaton—it’s a mindset that matches the evolving needs of your customers and the marketplace’s demand for smarter, more socially responsible solutions. Eaton’s high-performance products and high-integrity culture give government and military customers a sustainable advantage.

### **Good business attracts great people.**

Eaton’s reputation is growing all over the world, helping us to attract the best talent to expand our business, and to serve your changing needs. Discover how Eaton people make the difference by talking to us today.

# The opportunity is now. Eaton is ready to help you—now.

**There's never been a more urgent need to meet our nation's power demands and energy efficiency goals. Eaton has what you need to move forward, faster.**

## **Ready solutions.**

Eaton products and solutions are proven, not promises. Our leading-edge power management technologies answer both today's demands and tomorrow's need.

## **Ready support.**

Eaton people are ready now to design, engineer and maintain the best solution for your needs.

## **Ready right now.**

Let's talk, and get started on moving your project forward today. Contact your local Eaton representative, or visit us online at [www.eaton.com/government](http://www.eaton.com/government), to learn more about our government and military power management solutions.

## Powering a stronger, safer nation and world

Eaton is a diversified power management company. Our proven technologies enable customers to generate more power using fewer resources, answering the demands of today's fast-changing world. Eaton products and services provide the power inside thousands of products and projects—from more energy-efficient buildings, cities and infrastructure to next-generation aircraft, cars, trucks and machines. With nearly a century of experience, Eaton is a Fortune 500 company recognized among the most admired firms in our industry. Our global operations serve diverse industries and customers in more than 150 countries around the world.

Learn more at:  
[www.eaton.com](http://www.eaton.com)  
[www.eaton.com/government](http://www.eaton.com/government)



***Supporting Our Troops Worldwide***