



## Eaton project management services

Today's new construction and modernization projects can be complicated—with many vendors to manage, deadlines to meet and details to oversee. Often, projects extend past planned timeframes and budgets because of the difficulties in maintaining control of the operations.

Employing a team of project professionals can be vital to project success. Building a team using people who have earned the Project Management Institute's Project Management Professional (PMP) Certification is one way to ensure that team members have the skills and tools necessary to handle project complexities.

Eaton® takes project management seriously, which is why Eaton has invested in both the people and systems to provide a level of service that is unmatched in the industry. Our project management team has extensive experience in utility, petrochemical, government, data center and water and wastewater markets with over one billion dollars of project currently under management.

### Eaton's project management approach

Eaton's Project Management System is a patent-pending process based on a 100-point scorecard system, which includes 35 weighted items divided into four project phases. This system ensures a consistent approach to each project, effective communication and planning and provides visibility within the company for any issues or risks associated with the project as those risks appear.

Eaton is serious about taking this care in project management, because projects rarely go smoothly from start to finish. Communications systems that drive early planning and can identify unintended consequences from project changes early in the process are essential. Course corrections and risk-mitigating action plans are the result.

### Eaton project management offerings

Eaton's project management organization provides the services to support the needs of your specific projects. Following are the services our team provides.

### Technical and logistical project management

This service provides single order from Eaton or separate orders for each type of equipment, depending on the project requirements. Further, this offering includes coordination of documentation, delivery and the testing plan, as well as schedule coordination and status updates on delivery of Eaton equipment.

### On-site integrated project management

This project management solution enables a single order for equipment across Eaton's broad array of power distribution and power quality solutions, selective coordination and integration with third parties and contractors, as well as system design troubleshooting and resolution of unanticipated issues.

### On-site turnkey project services

This service involves the complete management of electrically intensive projects, including the selection and management of preselected third parties, integration support and resolution of compatibility issues and on-site coordination of deliveries and installations.



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## Project process: start to finish

At Eaton, we know a successful project requires proactive planning, communication of project objectives and formal feedback on performance at multiple points of the project. Following is Eaton's project process:

- 1. Pre-order entry:**  
The project management team establishes a comprehensive plan, outlining all deliverables and milestones
- 2. Order entry:**  
The team communicates order information, including project scope, key milestones and contacts
- 3. Customer approval:**  
The customer will review all drawings to ensure conformance with plans and specifications
- 4. Manufacturing and shipment:**  
The team provides jobsite contact to communicate with manufacturing facility and coordinates shipment
- 5. Installation and startup/commissioning:**  
At this point, the team coordinates startup and commissioning services and ensures all deliverables are met by the milestone dates
- 6. Final documentation and project closeout:**  
To finalize the project, the team provides documentation for maintenance manuals, conducts project review (including project and financial scope) and provides contacts for lifecycle services

## Project management team

Eaton's project management organization utilizes a focused team approach to manage all project orders from before the project starts to beyond closing for single-point project responsibility. An Eaton project management team consists of:

- **Lead project manager (PM):**  
This is the primary Eaton contact for the customer who will manage resources to exceed project objectives while meeting customer milestone dates
- **Project engineer (PE):**  
This technical team member is responsible for specification/drawing review, all documentation, value engineering, change order management, technical support and product and application issue resolution
- **Technical services team (TS):** This centralized team supports the PM and PE for base documentation development, operation and maintenance manual development, product technical support and issue resolution
- **Project coordinator (PC):**  
This team member is responsible for order entry, logistics, status, financials, expediting and change order administration

## How Eaton's project management services benefits you

Eaton project managers are located in the field on your jobsite. They bring knowledge and a proven process to every project they run, ensuring a smooth and profitable job. With Eaton's project management services, you have dedicated, field-based technical support along with the experience and local relationships to ensure project success.

Our project management experts provide accurate, timely information how you want it—so you never have any questions about deliverables or milestones. Further, Eaton's patent-pending method delivers an organized and consistent approach to managing a project.

With the expense and coordination that goes along with large-scale projects, it makes sense to have a dedicated, experienced project management team to ensure the project is managed properly to meet deadlines and budget requirements. In addition, Eaton's project management team not only provides you with the support you need for a successful project, but the team also provides you with the ongoing support and information after project completion to be sure of a healthy project lifecycle for all equipment.

**For more information about Eaton's project management services, please visit [www.eaton.com](http://www.eaton.com).**

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