



## Opportunities abound in the world of government contracts

Often affected by political climate and fluctuating budgets, government contracts are a worthy pursuit.

**\$500B**

in contracts awarded yearly

**30K**

acquisition staff members in DoD

**18 MONTHS**

planning (avg.) before first contract win

**Power and government go hand-in-hand. Both need to be stable and reliable.**



### What You Need To Know

- Eaton products meet “Made in the USA” requirements
- Procurement Technical Assistance Program (PTAP) helps small businesses do business with DoD
- IT purchase decisions can be on a local or national level (depending on the agency)



### Uncovering Opportunities

- Understand how each agency purchases goods and services as they vary widely.
- Small, women-owned, veteran-owned, minority-owned and other niche business types are preferred
- Patience is essential as process of winning bids can be lengthy



### Who Needs Backup Power?

- **Federal agencies**
  - > Secret Service
  - > Department of Veterans Affairs
  - > NASA
- **Military Bases**
  - > Key prospecting period is March – May
  - > Government Year-End is July
  - > Funding/ordering is done in September
- **State Government (IT Departments)**
  - > Smaller states have state-owned or co-located centralized data centers
  - > Most have a Multiple Award Schedule Contract that mirrors the GSA contract
  - > Trends include DoT purchases with increased technology (roads/traffic control centers)
  - > State law enforcement operates 24x7, requiring UPS backup
- **City/County/Municipalities**
  - > Emergency Operations Centers are under review constantly to make improvements.
  - > Nationwide private cell network for 911/first responder agencies in development
  - > Traffic Control Centers under construction in larger cities/counties
  - > Real Crime Centers rely on license plate readers, surveillance and other tech. Located within police depts. and spend heavily on IT infrastructure

## Power opportunities in government



- 1 **City hall/courthouse /jail** – power, furniture, lighting, life safety and mass notification
- 2 **Police/fire/911/EMTs** – power, furniture
- 3 **Streets** – power, lighting
- 4 **Parks** – power
- 5 **Schools** – power, lighting
- 6 **Datacenter** – power, airflow, racks/enclosures

## Success Story: Kentucky, USA



**Challenge:** A large state government was plagued with dirty power that caused ongoing equipment loss

### Solution:

**5P, 5PX and 9PX UPS** are high quality, reliable and easy to use  
**Advanced Battery Management (ABM)** – extends UPS battery service life by 50% and notifies before battery reaches end-of-life  
**Network cards** – UPSs communicate in real time with customer and enhance cybersecurity

**Results:** No longer worry about downtime or equipment loss; Less frequent replacement of batteries with ABM; Overall peace of mind

> [Click to read the full success story online](#)