Johnson Controls
A global diversified company in the building and automotive industries
131 Years of Innovation
Building Efficiency overview

Expertise across the building lifecycle

Building Lifecycle

Plan & Assess
- Strategic Consulting
- Portfolio Management

Customers want sustainable facilities

Acquire & Design
- Acquisition Services
- Workplace Design
- Optimize / Reconfigure Space

Green buildings affect lease rates, occupancy and sales per sq. ft.

Construct
- HVAC Equipment
  - Must use less energy
  - Link multiple systems to reduce consumption

Operate/Maintain
- HVAC Services
  - Maintain, Repair, Replace
  - Required maintenance on equipment lowers cost and emissions
- Controls & Integration
- Security & Fire
  - Protect assets
- Facility Management
  - Portfolio spend identifies improvement opportunities
Building Efficiency delivers products, services and solutions that increase energy efficiency and lower operating costs for over 1 million customers

- Operates from 500 branch offices in more than 150 countries
- Products and solutions include:
  - Integrated heating, ventilating and air-conditioning (HVAC) systems
  - Building management systems
  - Security and fire-safety solutions
  - Technical services including a frontline of 15,000 service providers
  - Commercial and industrial refrigeration
  - Integrated facilities management and real estate solutions
  - Energy efficiency and sustainable consulting
  - 1000 LEED®-credentialed professionals
- Involved in more than 500 renewable energy projects including solar, wind and geothermal technologies
  - Our solutions have reduced carbon dioxide emissions by 13.6 million metric tons and generated savings of $7.5 billion since 2000
- Managing 1.5 billion square feet of facilities across 75 countries on behalf of our customers
Small Business Commitment
“Coming together is a beginning; keeping together is progress; working together is success.” Henry Ford
We are dedicated to working collaboratively with small business to strengthen our supply chain and expand our business base

- One of 18 corporations worldwide named to the Billion Dollar Roundtable
  - Companies that spend more than $1 billion annually with women and minority-owned suppliers
- The first business to business supplier to be recognized as Corporation of the Year twice by the U.S. National Minority Supplier Development Council, in 2003 and 2008
- Johnson Controls is a leader in supplier diversity. In 2015, we spent more than $1.5 billion with more than 500 certified women- and minority- owned suppliers. Plus, we incorporated small or disadvantaged businesses in more than 50 product and service categories into our customer solutions.
Johnson Controls Federal Systems Small Business Goals

Subcontract Total Value Spend with Small Business: 70% of Subcontract (~ $200M) with Small Businesses

Mentor Small Business Partners: Secure ~$45M in Prime Awards to Small Business Partners in FY17
Johnson Controls Federal Government Contracts
Opportunities for Small Business Engagement

- Nine (9) Prime Master Contracts with USACE, AFCEC, and USAF Reserve Command
- Two (2) GSA Schedules

<table>
<thead>
<tr>
<th>CONTRACT NAME</th>
<th>CONTRACT NUMBER</th>
<th>DATES</th>
<th>CONTRACT VALUE</th>
<th>PRIME NAME</th>
<th>PROCURING CUSTOMER</th>
<th>JCFS POC*</th>
<th>GOVERNMENT APPLICABILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utility Monitoring and Control Systems IV (UMCS)</td>
<td>W912DY-14-D-0050</td>
<td>08/25/2014 - 08/24/2019</td>
<td>$1.5 billion</td>
<td>JCI</td>
<td>U.S. Army Engineering &amp; Support Center Huntsville</td>
<td>Jeff Ogden, 256-217-2759 (o), 256-924-2403 (m), <a href="mailto:jeffrey.ogden@jci.com">jeffrey.ogden@jci.com</a></td>
<td>All Federal agencies</td>
</tr>
<tr>
<td>Utility Monitoring and Control Systems (UMCS) Services - SATOC</td>
<td>W912DY-14-D-0063</td>
<td>07/15/2014 – 07/14/2019</td>
<td>$450 million</td>
<td>JCI</td>
<td>U.S. Army Engineering &amp; Support Center Huntsville</td>
<td>Jeff Ogden, 256-217-2759 (o), 256-924-2403 (m), <a href="mailto:jeffrey.ogden@jci.com">jeffrey.ogden@jci.com</a></td>
<td>All Federal agencies</td>
</tr>
<tr>
<td>Electronic Security Systems (ESS V)</td>
<td>W912DY-11-D-0003</td>
<td>01/24/2011 – 01/24/16</td>
<td>$650 million</td>
<td>JCI</td>
<td>U.S. Army Engineering &amp; Support Center Huntsville</td>
<td>Chris Bailey, 256-217-2744 (o), 256-503-5279 (m), <a href="mailto:chris.bailey@jci.com">chris.bailey@jci.com</a></td>
<td>All Federal agencies</td>
</tr>
<tr>
<td>Design-Build of Access Control Points (ACP)</td>
<td>W912DY-13-D-0063</td>
<td>07/09/2013 – 07/09/2018</td>
<td>$230 million</td>
<td>JCI</td>
<td>U.S. Army Engineering &amp; Support Center Huntsville</td>
<td>Phil Harris, 256-217-2727 (o), 256-653-3512 (m), <a href="mailto:Phillip.L.Harris@jci.com">Phillip.L.Harris@jci.com</a></td>
<td>All Federal agencies</td>
</tr>
<tr>
<td>Maintenance and Service (M&amp;S) of UMCS, ESS, &amp; ACP</td>
<td>W912DY-13-D-0006</td>
<td>12/07/2012 – 12/07/2017</td>
<td>$475 million</td>
<td>JCI</td>
<td>U.S. Army Engineering &amp; Support Center Huntsville</td>
<td>Michael Janssen, 256-217-2711 (o), 256-603-0634 (m), <a href="mailto:Michael.J.Janssen@jci.com">Michael.J.Janssen@jci.com</a></td>
<td>All Federal agencies</td>
</tr>
<tr>
<td>Sustainment, Restoration, and Modernization Acquisition Task Order Contract (Air Force SATOC)</td>
<td>FA3002-08-D-0024</td>
<td>05/08/2008 – 05/07/2018</td>
<td>$3.6 billion</td>
<td>JCI/VERSAR JV</td>
<td>Air Force Civil Engineering Command (AFCEC)</td>
<td>Mark Duszynski, 414-524-4234 (o), 414-791-4234 (m), <a href="mailto:Mark.M.Duszynski@jci.com">Mark.M.Duszynski@jci.com</a></td>
<td>U.S. Air Force Installations and Major Commands (MAICMS)</td>
</tr>
<tr>
<td>GSA Schedule 03 FAC</td>
<td>GS-06F-0060P</td>
<td>Unlimited</td>
<td>Unlimited</td>
<td>JCI</td>
<td>General Services Administration (GSA)</td>
<td>Derek Supple, 414-524-6257 (o), 414-465-9911 (m), <a href="mailto:Derek.R.Supple@jci.com">Derek.R.Supple@jci.com</a></td>
<td>Federal, State, and local government including DoD.</td>
</tr>
<tr>
<td>GSA Schedule 84</td>
<td>GS-07F-7823C</td>
<td>Unlimited</td>
<td>Unlimited</td>
<td>JCI</td>
<td>General Services Administration (GSA)</td>
<td>Derek Supple, 414-524-6257 (o), 414-465-9911 (m), <a href="mailto:Derek.R.Supple@jci.com">Derek.R.Supple@jci.com</a></td>
<td>Federal, State, and local government including DoD.</td>
</tr>
</tbody>
</table>
“Being part of Johnson Controls Metro Markets Program is a real game changer. It has opened up opportunities we didn’t expect to reach for years.”
Small Business Experience 1: Business Expansion

$6M Annual Revenue from MATOC Contract

- Partner Highlights:
  - Women-Owned, MEP Contractor
  - 5 Years in Business
  - Annual Average Revenue: $2M
  - Customer: Distributed between federal government prime, commercial prime, and third party.

- Business Imperative: Grow Federal Business

- Opportunity: CONUS & OCONUS IDIQ MATOC

- Johnson Controls supported partner:
  - Pre Award
    - Customer Knowledge & Experience
    - Proposal Development
    - Project Experience
    - Sample Problem Pricing
  - Post Award
    - Expanded Geographical Footprint
    - Task Order Pricing
    - Risk Analysis
    - Project Execution
Small Business Experience 2: Revenue Replacement
$10M Annual Revenue from MATOC Contract

- Partner Highlights:
  - Electric/Low Voltage Wiring Contractor
  - 10 Years in Business
  - Annual Average Revenue: $10M

- Business Imperative: Diversify Federal Customer Base

- Opportunity: CONUS & OCONUS IDIQ MATOC

- Johnson Controls supported partner:
  - Pre Award
    - Customer Knowledge & Experience
    - Proposal Development
    - Project Experience
    - Sample Problem Pricing
  - Post Award
    - Expanded Geographical Footprint
    - Task Order Pricing
    - Risk Analysis
    - Project Execution
Small Business Experience 3: Business Growth
$10M Annual Revenue Growth

- Partner Highlights:
  - Design Build General Contractor
  - 5 Years in Business
  - Annual Average Revenue: $10M
  - Customer: Federal Government Prime and third party [25% A/E Services, 75% General Construction]

- Business Imperative: Increase Capacity to Bid Task Orders

- Opportunity: Holder of construction IDIQ MATOC; Bond capacity limited capacity to bid task orders

- Johnson Controls supported partner:
  - Post Award
    - Expanded Geographical Footprint
    - Risk Analysis
    - Project Execution
    - Bond Capacity
Johnson Controls’ Small Business Network Support Program

Goal: Drive profitable growth of Small Business concerns in restricted Federal Government markets with products or service offerings aligned with those of Johnson Controls.

Program Features:
- Business plan development and financial reviews
- Performance and Payment Bond Support
- Project risk reviews
- Estimating support and subcontract scope reviews
- Contract evaluation
- Project management assistance

Small Businesses Engagement Procedure:
Johnson Controls conducts extensive due diligence on potential Program participants. This due diligence is as follows:

**Phase I: Initial Evaluation.** The candidate Company shall provide the following:
- A copy of the Company’s current audited financials and most recent un-audited financials
- Company organization chart.
- Two (2) letters of recommendation from Company clients.
- A letter of reference from the Company’s bank and the Company’s line of credit.
- A letter from the Company’s surety bond company indicating the single project and aggregate bonding capacity.
- A copy of the firms certification(s) as a MBE, WBE, Native American, Service Disable Veteran, Alaskan American or other SBA certification if applicable.
- A Company profile.

**Phase II: Final Review and Acceptance.** Following review of the Company’s background materials listed above, the Program administrator will:
1. Hold a face-to-face meeting at the firm’s main offices
2. Hold face-to-face visits with at least two (2) customers preferably one customer on an existing active project and one customer from a recent completed (or substantially complete) project.