

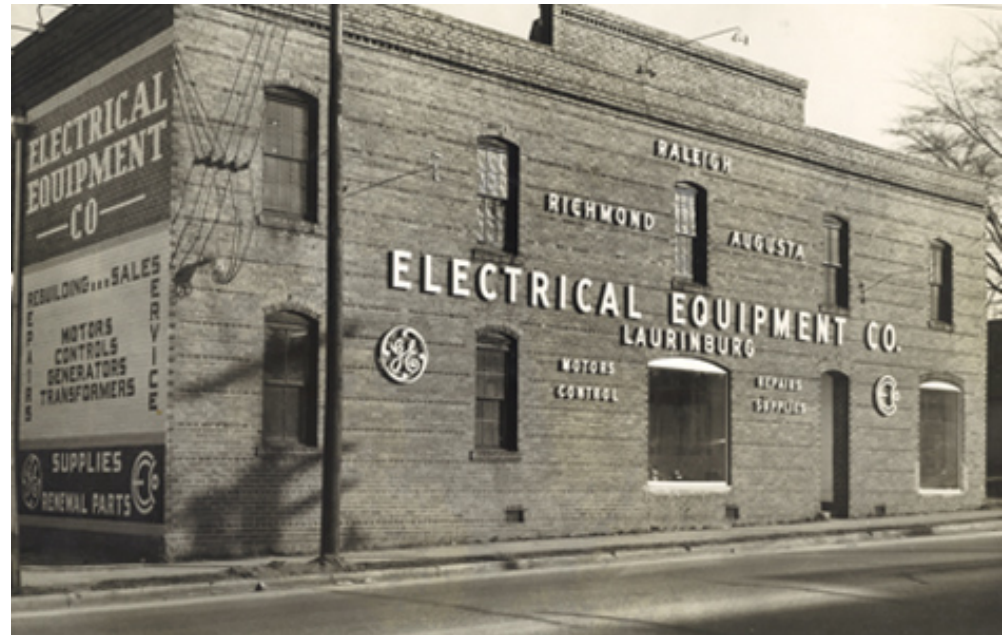


Sara Langford

Product Manager- Industrial
Automation and Software Specialist

Agenda

- * Background
- * EECO History and Company Culture
- * Experiences
- * Career Paths
- * Core Focuses
- * Questions



Background

- Graduated from Texas A&M University- Bachelor of Science, Industrial Distribution- Dwight Look College of Engineering- Minor in Manufacturing Excellence
- Rockwell Automation's- Engineering in Training Program
- Rockwell Automation- Sales Process Safety Engineer for 5 years in Houston, Texas- Oil and Gas Offshore Subsea Team
- Electrical Equipment Company- Product Manager - Industrial Automation and Software Specialist- East Virginia



Rockwell
Automation



Allen-Bradley • Rockwell Software



EECO History

Our Company

EECO is a full line electrical distributor that specializes in three core areas – **industrial automation, motor solutions, and power management**. Major manufacturers, OEMs, and contractors trust us to provide solutions that reduce costs, increase reliability, and improve performance.

- Founded in 1926-Raleigh, NC
- CEO: Mark Holmes
- About 400 employees, Privately held company
- 10 Virginia Branches and 6 North & South Carolina Branches
- 1984- EECO becomes the one and only Rockwell Automation Authorized distributor in Virginia.



EECO Company Culture



Achieve Results

I am responsible for our Company's Results and for aligning my activities to achieve those results.



Delight Customers

I understand and anticipate our customers' needs and drive innovation for their benefit.



Straight Talk

I regularly ask for and offer direct and timely feedback.



It's Mine

I "Own It" and always ask the question, "What Else Can I Do?"



Value Everyone

I appreciate every member of our team and I recognize their contributions.



Think Team

I put the needs of the team first 'because we are one EECO'.



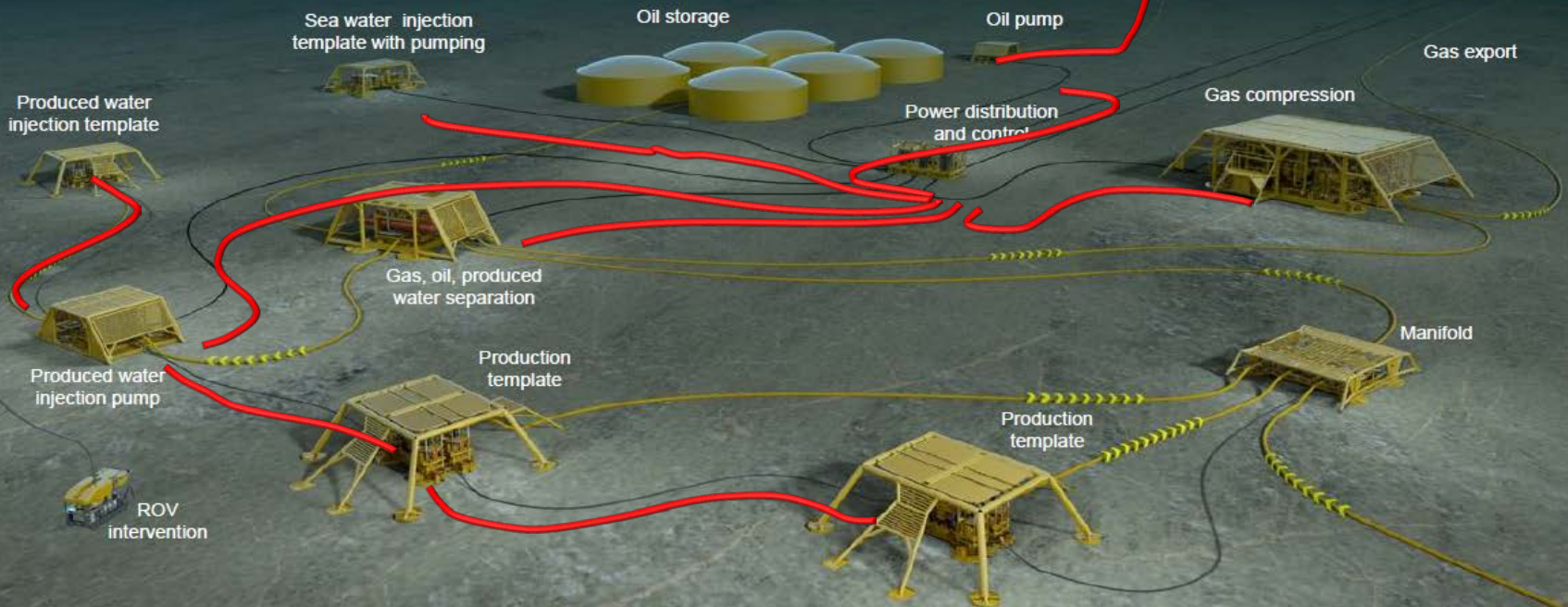
Build Trust

I encourage and support everyone's contribution and new ideas in pursuit of their personal best

Experiences- Oil and Gas

The Statoil Subsea Factory™

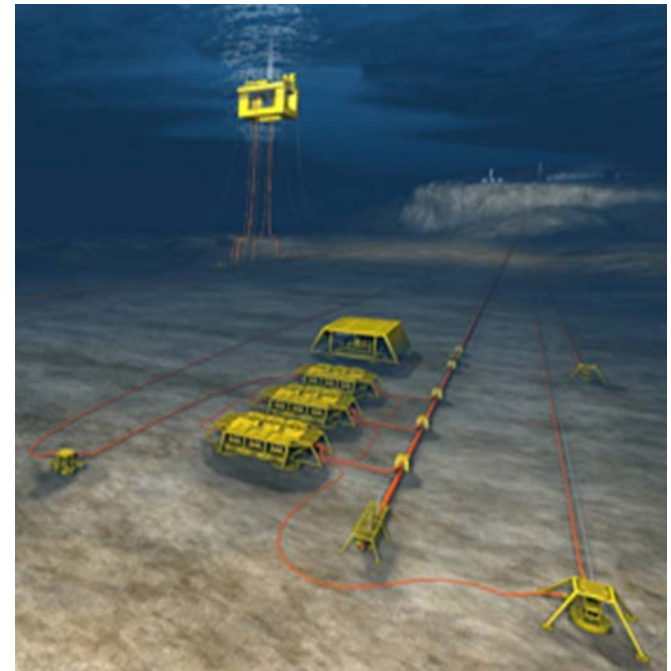
CIP SubSea is the network protocol that contains all necessary data and information from Subsea to Topside.



Experiences- Subsea

A production system operating remotely on the seabed creates new challenges: along with the strong currents, uneven sea beds and sub-zero temperatures, the sheer depth at which the system must operate makes maintenance an ever important but increased challenge.

- Subsea Compressor Control
- Master Control Station
- Subsea Electronic Modules
- Wellhead Monitoring
- Process Safety
- Manifolding
- Pump Control
- Hydraulic Power Unit control (HPU)
- High Integrity Pressure Protection Systems (HIPPS)
- Blowout Preventer control systems (BOP)
- Well Intervention Riser Systems- Tooling applications



Experiences- Teams

Global Subsea sales team

- Dedicated End User, OEM, and SI sales team that collaborates together to drive business growth
- Subset of the Oil & Gas team

Global Subsea technology team

- Process and Power resources deployed globally
 - Both BDM, GOTC and TC – Global OEM Technical Consultant Application Engineers

Global Subsea Support team

- Global SSB and CSM team- Systems and Solutions Business, Customer Service Team
- Utilize manufacturing locations globally
 - Linked together to support global standards/validation



EECO Career Paths

- Technical Sales path: Sales engineers
- Product Management team path: Automation and Software Engineer, Networking Engineer, Power Specialist, Services Specialist, Inside Technical Specialist
- Management path: Analytics and information systems, Sales and Product managers team
- Motor repair specialists and team path
- Field Service Engineers path: motor repairs team and eventually networks & security

EECO Core Focuses

- Smart Manufacturing- Install Base Evaluations
- Modernization of older products to newer products- migration strategies
- Connected Enterprise- IoT “Internet of Things”- Networks & Security
- Data Collection- Real Time data with precision and accuracy
- Technology Updates on newer products released by vendors
- Culture of Inclusion and Diversity
- Rockwell Automation’s Authorized Distributor Program
- Maintaining Encompass Partner relationships- Cisco, Panduit, Prosoft, ect.



Questions???

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Sara.Langford@eeco-net.com

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