



**Siemens USA 3<sup>rd</sup> Annual  
Small and Diverse Business Supplier  
Awards Luncheon**

**Maximizing Sustainable Opportunities  
November 5, 2019**



# Digital Industries – Small Business Award

## M3 Distribution



### About M3 Distribution:

- Founded in 2004, located in Tomball TX (18,000 sq ft facility)
- Current annual revenue est. \$5M USD with 24 employees. ISO 9001: 2015 certified.
- Regional distributor of high quality interconnect, passive and electromechanical components. Also provides high quality custom cable assembly, sheet metal fabrication, and precision machining.

### What they do well for Siemens:

- Provide high quality custom assembly cable products and solutions in support to our market leading Maxum Process GC.
- Offers competitive pricing expected from larger vendors, while delivering a high value-add customer experience with the flexibility and agility of a smaller vendor.
- Closely engages and collaborates with all cross-functions, and actively supports the DtC process and productivity initiatives.





## Power and Gas Division Small Business Award : DMI Contractors Inc.



### About DMI Contractors Inc. : Baton Rouge, Louisiana

- DMI manufactures piping and pipe support systems servicing the power, chemical, petroleum, paper, and refining industries
- Founded in 1958, DMI Contractors is a family owned industrial construction company
- DMI has been a supplier to Siemens Power Generation for almost 20 years
- Sophisticated pipe fabrication technology allows quality production and on budget



### What they have done well for Siemens?

- Delivered 100 percent on-time with high quality and reliable product
- DMI provides significant value added support with engineering R&D efforts
- Continues to improve supply chain and quality processes which allow for lead-time efficiency and product cost reductions
- Recently, DMI supported Siemens Dresser Rand in Olean, NY as a first time supplier to overcome specific lead-time and cost challenges which contributed greatly to the overall success of the project



# Gas and Power - Service Power Generation 2019 Small Business Award – Industrial Forge, Inc.

**SIEMENS**  
*Ingenuity for life*



**INDUSTRIAL FORGE**

PHONE 912-632-9014 • FAX 800-962-6609

[sales@industrialforgeinc.com](mailto:sales@industrialforgeinc.com)

## About the Company:

Founded in 1976, located in Alma, GA, Industrial Forge, Inc is an ISO 9001:2015 Certified Company that manufactures specialty fasteners from a wide variety of different grades of raw material.

## Why are they a Key Supplier?

- Ability to meet rush customer demands
- 99.9% On-time Delivery
- 100% Quality Record
- Successful business relationship with Siemens for over 15 years!





# IS INTERNATIONAL

*Siemens Women Owned Small Business Supplier of the Year*

**SIEMENS**



*"IS International has been a committed business partner for the last 20 years. Their commitment to Quality and Cost and being able to deliver on short notice has separated them from other suppliers. This commitment has been a key component in helping us deliver value to our end customers, especially during outage season when skilled resources are in high demand. Their care and concern with respect to our satisfaction has proven to be a top priority in their overall business model."*

**Jeff Miller**

**CEO, Service Controls & Digitalization, RNA**

**IS International has remained a key Technical Services Supplier for over 20 years!**

## **Faster Time to Market**

Ensures the RIGHT experts & skills are immediately available to support capacity gaps

## **Commitment to Quality**

IS Intl's performance enabled us to improved a host of measures with our customers

## **Increased Cost Advantage**

Listened to the 'bigger story' and improved their overall pricing model

Today they provide services to other Divisions & Business Units within RNA



# Siemens Corporate

Minority Owned Small Business Supplier of the Year  
Keiki Enterprises LLC dba DSignage



**GSS Reception Area**



**Welcome Video Wall in SIE CT Princeton, NJ**



**Cyber Security Wall in Alpharetta, GA**



A boutique digital signage agency with a passion for helping corporations implement digital technologies to enhance internal communications with employees and visitors in their facilities.



# Siemens Government Technologies – Small Business Award

## Chinook Systems Inc.



Government  
Facilities

Data Centers

Healthcare

Commercial  
Facilities

Higher Education

Transportation  
Systems

Defense Industrial  
Base

**About the Company:** Chinook Systems, Inc. is an inter-disciplinary facilities engineering firm committed to delivering lifecycle energy, commissioning, cybersecurity, and technology solutions for mission critical infrastructure on a global basis. It was founded in 2002 and has been committed to providing quality work and true customer service to Siemens Government Technologies. Over 5 years, Chinook has elevated itself to the level of "partner" from vendor or subcontractor during the performance of existing UMCS Task Orders and with bids/proposals. Specifically, Chinook reached-out about working together more closely this year and we partnered and successfully won new work at Camp Humphreys, ROK this fiscal year.



Wanda Lenkewich  
President



Matthew Steeves  
Program Manager



David Groves  
Senior Mech Engineer



David Wampler  
PM/Elec Engineer



Bill McMullen  
Director, Tech Services



# Siemens Healthineers Division – Small Business Award: Modelcraft Co.



Founded in 1965, Modelcraft has two locations: Plymouth, CT (Headquarters) and Waterbury, CT. Currently Modelcraft serves the medical, aerospace and commercial industries markets. They have focused on capital investments recently with the addition of several new machining centers as well as the expansion to a second nearby facility.

- Early adopters of the CVE Methodology
- Certifications: ISO 9001 & AS9100D
- Maintain 99% or higher quality and on-time delivery
- Supply globally to SHS LD organization (US & EU)
- Carry safety-stock to allow for expedited deliveries
- Modelcraft's expertise is in machining of all types of metals as well as all plastics.
- Capabilities of 4<sup>th</sup> and 5<sup>th</sup> axis machining, multi-spindle turning as well as wire and conventional EDM capabilities with a fully functional tool room.







### **COLLABORATION**

- SISW has partnered with Enterprise Consulting Group (ECG) for over 10+ years, specifically in IT Storage and Firewall solutions.
- Communication with managers and understanding our requirements is a step above the rest.
- Continuously willing to support Procurement efforts in streamlining Administrative functions.
- Effectively works with SISW for the duration of the project.
- Communicates avoidance of extra costs in cost reduction activities.
- Quality of cooperation, availability and professionalism is superior.

**ENTERPRISE CONSULTING GROUP  
IS MORE THAN JUST A VENDOR,  
THEY ARE A TRUE PARTNER!**

### **ECG SUPPORTING SIEMENS**

- ECG's seasoned engineering team has supported SISW on a number of important projects, most recent being S4/HANA Hitachi Storage Expansion and Indeni Firewall Monitoring solution for the Callisto project.
- ECG is set apart from the standard box-drop reseller or body shop service provider - they focus on leveraging elite IT industry partnerships for optimal level of in-house product knowledge to deliver superior engineering support and service delivery.
- SISW cost savings \$2.1 million over last 4-years

### **SIEMENS SUPPORTING ECG**

- SISW has championed ECG by referring ECG to other Managers and Divisions within the Siemens organization
- Expanded understanding of IT industry products and processes to aid Procurement efforts
- Expanded understanding of IT storage solutions among business units
- Expanded their storage solutions and core competencies by utilizing ECG across divisions



# Smart Infrastructure Distribution Systems

## 2019 Small Business Award

### Precision Machine Fabrication



#### Challenge

- Siemens decided to start a Quick-Ship MCC line in Wendell, NC to win back short lead time MCC market
- Product involved manufacturing large variety of complex fab parts involving punching, bending, welding & painting

#### PMF Response

- Highly responsive and flexible during RFQ & Quoting process
- Dedicated capacity for Siemens, bought machinery & hired crew
- Collaborated on fast track for parts qualification, identified Engg gaps
- Created fixtures to help accelerate the welding process
- Painted in night to ensure our parts were ready to ship the next day on their own delivery truck
- Always on-time, good quality, short lead time and flexible

#### Result

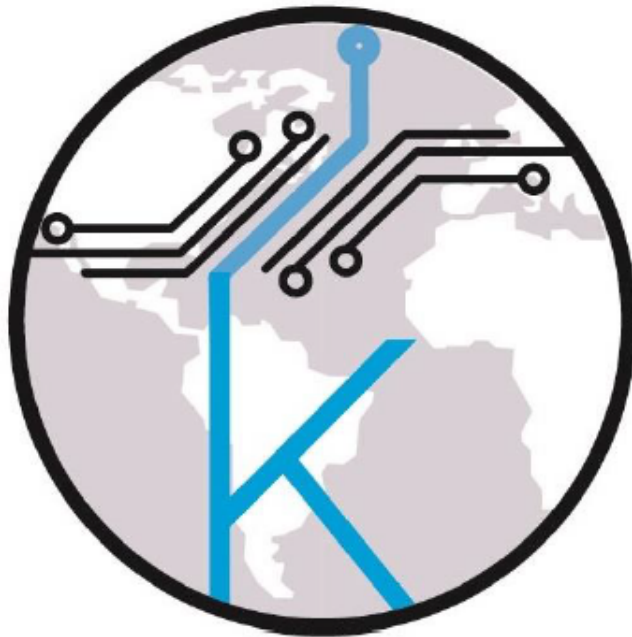
Siemens revenue \$8M, PMF revenue \$1M in the first year of MCC business



# Smart Infrastructure Low Voltage and Products

## 2019 Small Business Award

### Kentzy International Inc.



**KENTZY**  
INTERNATIONAL INC.

#### About the Company:

Kentzy International Inc. was founded in 2009 and is located in Allen, TX and provides support for multiple manufacturing process's ranging from metal stamping, machining to custom connectors/terminal blocks.

Small business with 7 (Sourcing, Supply Chain and Quality experts) that represents a network of GVS manufacturers. Service includes initial sourcing, contract management, expediting, escalation and after market support.

#### What have they done well for Siemens?

- Highly responsive and flexible during RFQ & Quoting process
- Quick design of complex manufacturing equipment to assure quality
- Proven willingness to invest time and resources to achieve results



Precision Tooling / Wire  
Cut / Laser Cut / CNC  
Machining



Sheet Metal /  
Progressive Stamping



Die Casting



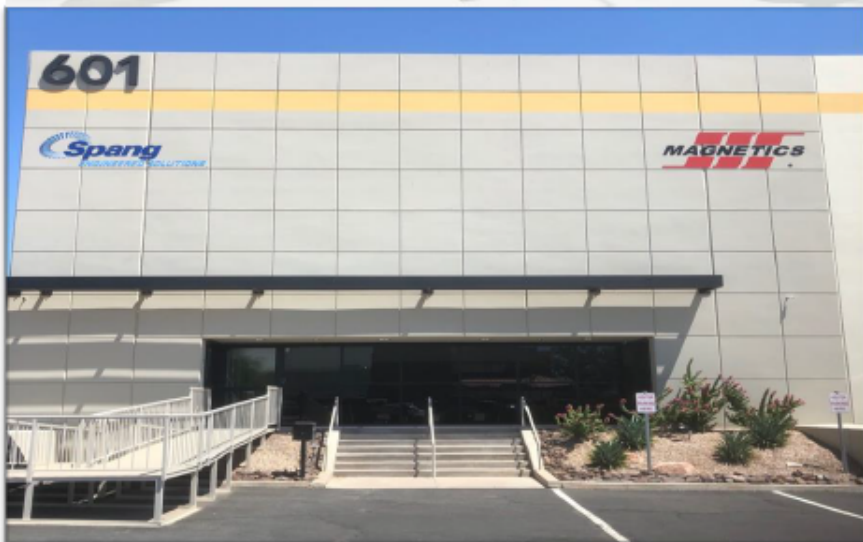
Aluminum / Stainless  
Steel Casting &  
Extrusion



# Siemens Mobility, Inc. – Small Business Award

## Spang Magneics

**SIEMENS**  
*Ingenuity for life*



**About the Company:** A Division of Spang and Company, SES is headquartered in Pittsburgh, PA with US, with manufacturing in Pittsburgh, Phoenix and Xiamen China. 60,000 sq. ft. over all three locations with 55 employees. Spang and Company has yearly revenues among 3 divisions of \$100M. Spang was founded in 1894 in Butler, PA.

Spang Engineered Solutions designs and manufactures inductors and transformers. These products range from small board level components to 1 ton three-phase transformers.

### What have they done for Siemens?

- Full business support during significant sales increases
- High quality / high speed work, taking on 150 custom parts
- Vertical integration driving flexible MOQ
- Meet & exceed quality & delivery while maintaining a fair value
- Support product optimization / Solve obsolescence management

**Spang's focus on core technologies & their commitment to customer success allows them to solve difficult problems**



# Thank You!

Please contact me for further information.



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