ODU Graduate Seminar
10/31/17
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
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

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<th>Core Value</th>
<th>Description</th>
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<td><strong>Achieve Results</strong></td>
<td>I am responsible for our Company’s Results and for aligning my activities to achieve those results.</td>
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<td><strong>Delight Customers</strong></td>
<td>I understand and anticipate our customers’ needs and drive innovation for their benefit.</td>
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<td><strong>Straight Talk</strong></td>
<td>I regularly ask for and offer direct and timely feedback.</td>
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<td><strong>It’s Mine</strong></td>
<td>I “Own It” and always ask the question, “What Else Can I Do?”</td>
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<td><strong>Value Everyone</strong></td>
<td>I appreciate every member of our team and I recognize their contributions.</td>
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<td><strong>Think Team</strong></td>
<td>I put the needs of the team first ‘because we are one EECO’.</td>
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<td><strong>Build Trust</strong></td>
<td>I encourage and support everyone’s contribution and new ideas in pursuit of their personal best</td>
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CIP SubSea is the network protocol that contains all necessary data and information from Subsea to Topside.
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
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
• 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, etc.
Questions???

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