

## What Makes TOP Engineers Plus Different From Other Consultant?

| TOP ENGINEERS PLUS  | TYPICAL CONSULTANT  |
|---|---|
| <b>EASY TO DO BUSINESS WITH</b><br>Collaborative, respectful of client's internal expertise                         | <b>HEAVY-HANDED APPROACH</b><br>My way or highway, "I am the expert."                                 |
| <b>LONG-TERM RELATIONSHIP</b><br>Lower near-term revenue  | <b>SHORT-TERM GAIN</b><br>Higher near-term revenue  |
| <b>COMPETITIVE RATES</b><br>Process lowers cost, narrows scope  | <b>VERY HIGH RATES</b><br>Process extends time/cost, broadens scope                                   |
| <b>EMPOWERS CLIENTS TO BE INDEPENDENT</b><br>Trains client, reduces external dependence, augment internal resources | <b>MAKES CLIENT DEPENDENT ON THEIR SERVICES</b><br>Replaces internal resources, long term dependence  |
| <b>VALUES CLIENT INPUT</b><br>Alignment of client vision, stakeholder reviews, offers options                       | <b>ASSUMES WHAT YOU NEED</b><br>Steers outcome too much, offers options, consultant imposed direction |
| <b>EXPERIENCE WITH 24 BY 7 OPERATION</b><br>Understands utility criticality   | <b>RELIANT ON DESK KNOWLEDGE</b><br>Field conditions rarely validated                                 |
| <b>COLLABORATES WITH OTHERS</b><br>Trusted relationships with experts, best of breed approach                       | <b>LARGE COMPANY</b><br>Internal resources only, lacks expertise, enterprise approach                 |

### TECHNOLOGY + OPERATIONS + PEOPLE

Committed to making a difference in critical infrastructure through the technology we provide, the operational challenges we solve, and the people we serve.



# ENGINEERS PLUS

## Communications Engineering Services for Critical Infrastructure & Operations

TOP Engineers Plus offers Communications Engineering services for Critical Infrastructure such as Electric, Water, and Gas Utilities. TOP Engineers Plus provides Strategic Planning for Real-Time Utility Network resilience and Municipal/Cooperative strategies to implement FTTH to bridge the Digital Divide with Broadband.

LET'S TALK

**Schedule Your Strategic Plan  
Review With Us Today!**

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