

## **TOP Engineers Plus - Marketing Information**

### Organization Memberships:

- Utilities Technology Council (utility members listed here:  
<https://members24.utc.org/Online-Buyers-Guide/>)
- Texas Electric Cooperative (cooperative members listed here:  
<https://texas-ec.org/about/member-directory/>)
- Fiber Broadband Association

Expos TOP has participated previously aside from the organizations listed above:

- DistribuTECH
- TechAdvantage

### Competitors:

- Burns & McDonnel
- Black & Veatch
- TRC
- \*Lockard & White
- \*Half
- Power System Engineering
- Schweitzer Engineering Laboratories
- \*M&S Engineering
- \*Schneider Engineering

\*Competitors in the industry, but we have a friendly relationship and have partnered together for projects.

### Differentiator that won Every deal:

- Tenacity in solving problems - we won't throw our hands up when faced with a challenge or dead end.
- Advocate on behalf of the client to determine a solution.
- Small organization that is BIG about customer service
- Competitive cost model due to lower overhead and lean, agile team