



Our Agricultural Customer's Corporate COE team has been seeking to create a consistent Rockwell TechConnect agreement across all their locations. Werner Electric started working with Rockwell back in January of 2013 to help consolidate the individual plant TechConnect agreements and BU Enterprise TechConnect agreements into one Corporate TechConnect agreement to also include plants that may have never been on any kind of support agreement. Steps included to accomplish this were:

1. Holding meetings and conference calls with Rockwell to collect data on what existed at the plants as installed base of hardware and software.
2. Holding meetings and conference calls to understand how our customer wanted the TechConnect agreement set up, how our customer was doing this with other vendors already and creating a price negotiation strategy to convince Rockwell to agree to an acceptable end price.
3. Time/labor to put together the consolidated spreadsheets of installed base, current TechConnect agreements, current pricing structures, analyze potential agreement size to other large Enterprise TechConnect agreements and holding multiple negotiation sessions with Rockwell at Werner to secure the best possible agreement cost.

Our customer executed a direct purchase order with Rockwell for an Enterprise TechConnect agreement that would have cost an additional \$1,111,780 over the 3 years of the agreement. The total savings throughout the assistance of Werner electric over 3 years of the Tech Contract comes to \$807,370.