

Johnson Controls, Inc.
Supplier Diversity & Business Development
5757 Green Bay Avenue
Milwaukee, WI 53209



October 5, 2015

Re: Supplier Efficiency Program

Dear Supplier

Johnson Controls is strongly committed to supporting the growth and development of diverse firms in our supply base because it expands our markets and strengthens our network of suppliers. For more than 20 years our goal has been to source and develop diverse suppliers that lower our costs and add value to our products and services.

Building on these values that drive supply chain sustainability and supplier engagement, we are excited to introduce to you our Supplier Efficiency Program. This new initiative is designed to build your capacity, help you reduce energy use, and improve operational excellence at your facilities. We are writing you because based on what we know about your business's operations and size, we think this program may be particularly valuable to you and your facilities. Here are a few key details on the program:

What is the Supplier Efficiency Program?

The Supplier Efficiency Program builds on our experience in energy efficiency, including implementing a similar initiative, the Energy Hunt Program, in our own facilities. We've tailored our Energy Hunt Program to be designed to meet the needs of facilities like yours as an efficient and effective way to find low-cost or no-cost energy savings measures.

How does the Supplier Efficiency Program work?

Once you express interest in the program, we will gather some basic information on your facility and energy use. We will then schedule a one-day workshop with your team on-site at one of your facilities. During the workshop, one of our Energy Champions will meet with your team to discuss energy-saving approaches in key areas such as lighting, heating, ventilating and air conditioning (HVAC), compressed air, employee engagement and energy cost management. The Energy Champion will then conduct a walk-through of your facility with your team to look for opportunities. Finally we will work with your team to summarize the findings of the Energy Hunt and identify the top energy-saving opportunities.

What are the benefits of the program?

Historically participants in Energy Hunt programs like this find energy savings measures that deliver a 5-10% savings on their energy bill within 1-2 years. In addition to delivering energy and financial savings, this program is a great opportunity for one of our resident Energy Champions to get to know your team and share knowledge and best practices.

What is expected of my company and facility if I choose to participate in the Program?

We ask that you share some basic information about your facility and energy use. We also ask that you identify at least 3 people to participate in a one-day workshop at your facility. Finally, we ask that participating companies commit to implementing at least two low-cost or no-cost projects identified during the workshop and follow up with us to let us know once they are implemented.

If you are interested to learn more about this program, we have posted additional information on our Supplier Portal. You may also contact Catherine Potter at catherine.potter@jci.com to learn more about it and to sign up.

We value our important working relationship with you and we are excited to add this new opportunity for engagement to our set of capacity building programs. Fiscal year 2016 is our pilot year and we have a limited number of spots available for suppliers like you to participate, so we are writing to encourage you to sign up now.

Thank you for your interest and we look forward to hearing from you.

Yours sincerely,

A handwritten signature in black ink that reads "Reginald K. Layton". The signature is written in a cursive style with a large, prominent 'R' and 'L'.

Reginald K. Layton
Vice President, Supplier Diversity & Supply Chain Sustainability

Johnson Controls

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