

# Small Business Program

Trimble is a leading innovator of positioning technology. In addition to providing advanced Global Positioning System (GPS) components, Trimble augments GPS with other positioning technologies as well as wireless communications and software to create complete customer solutions. Trimble's worldwide presence and unique capabilities position the Company for growth in emerging applications including surveying, agriculture, machine guidance, asset and fleet management, wireless platforms, and telecommunications infrastructure. Founded in 1978 and headquartered in Sunnyvale, Calif., Trimble has more than 2,400 employees in more than 20 countries worldwide.

## Our Small Business Program Philosophy

Trimble believes that working with Small Business makes good business sense. To ensure this value is continually realized, Trimble established a program to support the development of small business. We do this by proactively seeking diverse suppliers that meet our corporate goals; we also work with them long-term, seeking to empower them to attain their goals and objectives. Trimble relies on the talents and expertise of our suppliers who can provide a value-add product or service; because of this we believe our commitment to Small Business strengthens our own market position.

## Program Benefits

Your involvement in Trimble's Small Business Program can provide significant benefits to your bottom line. In addition to increased revenue, some of the types of assistance available are:

- Business advice
- Technical assistance
- Cross-divisional service opportunities
- Tools/equipment loan program
- Progress payments where appropriate
- Trade fairs/seminars opportunities
- Enhanced credibility with Trimble affiliation
- And much more





## Doing Business With Us

Our goal is to make it easy to do business with Trimble. If you would like to be officially recognized as a Small Business and are interested in conducting business with Trimble, please:

1. Go to Trimble.com and click on "About Trimble"
2. Click on "Small Business Program" and then "Doing Business With US". Then click on "SB Supplier Profile Form", fill out and submit the form.
3. You will receive an electronic acknowledgement, providing you with the name(s) of the buyer(s) for which there is a commodity match.
4. The Trimble buyer(s) will also be notified of the commodity match with your company information.



## Small Business Mission Statement

It is the mission of Trimble's Small Business Program to identify, utilize and promote Small Business opportunities for disadvantaged, women-owned, HubZone, veteran-owned, and service-disabled veteran small businesses to the maximum extent practicable.



## Contacting Trimble's Small Business Team

Trimble's Small Business Team, managed by the Small Business Liaison Officer (SBLO), is comprised of buyers, commodity managers, IT specialists, process managers, training managers, controllers, a SB coordinator, and senior management.

You can reach the Small Business Program via phone, fax, email or mail.

*Thank you for your interest!*  
Trimble Small Business Program



Tel: 408/481-6017

Fax: 408/481-7998

Email: [sbprogram@trimble.com](mailto:sbprogram@trimble.com)

<http://www.trimble.com/smbusiness.shtml>