



## Small Business Program

### 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.

Trimble is a leading provider of advanced positioning solutions that maximize productivity and enhance profitability. Though best known for GPS technology, Trimble integrates a wide range of positioning technologies including GPS, laser, optical and inertial technologies with application software, wireless communications, and services to provide complete commercial solutions. Its integrated solutions allow customers to collect, manage and analyze complex information faster and easier, making them more productive, efficient and profitable.

Founded in 1978 and headquartered in Sunnyvale, CA, Trimble has more than 4,200 employees with worldwide locations.





## 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

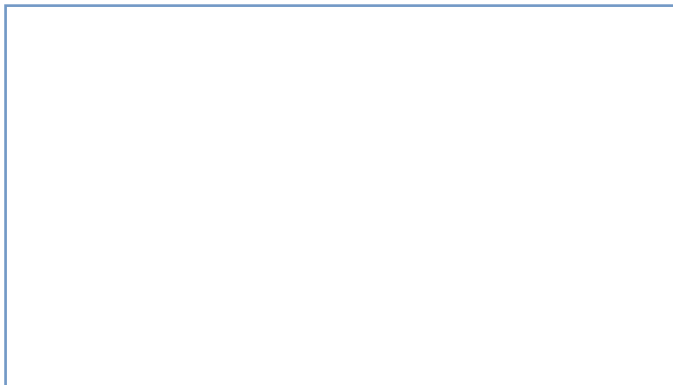
Your involvement in Trimble's Small Business Program can provide significant benefits to your bottom line. In addition to increased revenue, some of the types of assistance available are:

- 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](http://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.



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