

ABB IN THE UNITED STATES

ABB solutions for the U.S. federal government



ABB is a proven, trusted partner for infrastructure, power, and automation solutions. As a manufacturing leader with pioneering technology in electrification products, process automation, motion (motors and drives), as well as robotics and discrete automation, ABB serves federal, state and local governments, educational institutions, and commercial customers across the United States and globally.

Working with ABB

ABB operates more than 40 U.S.-based engineering, manufacturing, research and service facilities with a proven track record serving a diversity of federal agencies including the Department of Defense, such as U.S. Army Corps of Engineers, and Federal Civilian agencies such as the Departments of Interior, Transportation, Energy, United States Coast Guard, as well as the U.S. Postal Service.

Our dedicated team is comprised of professionals with extensive experience supporting Business Development, contracts compliance, and managing Congressional relationships. This team supports all ABB Business Areas's government product and service offerings and are well versed with government regulatory requirements, and manage our strategic partnerships with government agencies and business partners to ensure all of ABB's capabilities are compliant.

Relationships

ABB values building relationships with trusted partners, whether you are an end customer or a business associate (i.e., large and small business integrator, Energy Service Companies (ESCO's), general and electrical contractor, channel partner, distributor, OEM, etc.). Our goal is to provide the U.S. federal government with the best overall contracting outcomes.

Representative federal government project experiences

ABB has delivered a diverse range of power and infrastructure projects for U.S. government agencies including:

- Supply of EV charging stations (Electrify America)
- Power plant excitation/specialist/repair (Army Corp of Engineers)
- Azipod® installation and support (DHS Coast Guard)
- AEDC arc heater power supply (USAF Arnold Air Force base)

- Generic flight interferometer for climate study Demonstration unit (NASA)
- Switchgear and Electrification Installation Products (Tennessee Valley Authority)
- Power generation motors (U.S. Navy)
- Switchyard upgrades and circuit breaker retrofits (Bureau of Reclamation)
- Engineering and installation of wayside energy storage system (SEPTA: Southeastern Pennsylvania Transport Authority).

Other federal government experience includes:

- Department of Agriculture
- Department of Commerce
- Defense Logistics Agency (Aviation)
- Department of State
- Department of Treasury
- Environmental Protection Agency
- Federal Aviation Administration —Airports worldwide
- National Oceanic and Atmospheric Administration

ABB's Business Areas



ELECTRIFICATION

Wide-ranging portfolio of products, digital solutions and services, from substation to socket, enabling safe, smart and sustainable electrification

- Power distribution and UPS ensure reliability at the world's largest data centers.
- Building solutions to save up to 50% on energy costs.
- Technology supplier (from 2023) and title sponsor of FIA ABB Formula E race series.
- Launched ABB Ability™ eMine suite of solutions to decarbonize mining operations.

MOTION

Keeping the world turning with motors and drives that are essential to our way of life

- Highly efficient motor/drive solutions that reduce electricity use and emissions.
- Sensor technologies increase safety and uptime of motors and drives with remote monitoring.
- Largest U.S. manufacturer of industrial electric motors.

PROCESS AUTOMATION

Monitoring and control systems and industry-specific automation

- World's first all-electric ferry (Maid of the Mist) and tug (eWolf) powered by ABB.
- Most advanced natural gas detection; UAV, vehicle, hand-held, and stationary applications.
- Selected by SGH2 Energy to provide electrical, instrumentation, automation, security, and telecommunications for California's first closed-loop green hydrogen plant.

ROBOTICS & DISCRETE AUTOMATION

Robotic solutions, machine, and factory automation

- First robot to be designed, built, programmed, and deployed in the USA.
- Two new families of collaborative robotics announced in 2021, GaFa™ and SWIFTI™.
- Lead sponsor and supporter of FIRST Robotics Competition for students.

ABB government contact information

Strategic Account Manager

Joel Kirkham | joel.kirkham@us.abb.com

U.S. Headquarters

305 Gregson Drive Cary, NC 27511

Website

www.abb.com/us