

# Frequently Asked Questions for Suppliers

## Textron Tools and Test Equipment Integration

**Q: How will existing contract pricing be handled?**

A: It will be business as usual. We will provide you with notification of any changes.

**Q: Will existing contracts be assigned?**

A: It will be business as usual, but over time contracts will be migrated to Emerson.

**Q: How/When will business be opened up for suppliers?**

A: Emerson and Textron Tools and Test Equipment spend will be opened up to other suppliers during standard negotiations or e-sourcing events. Existing (and new) suppliers will be invited to participate as appropriate.

**Q: What is the timing of the transition for purchasing, accounting, etc?**

A: All teams will be focused on integrating as quickly as possible, without disrupting current business.

**Q: When will the cutoff be for invoicing from Textron to Emerson? Who will pay old invoices?**

A: The invoices should be paid based on the instructions on the purchase order received or current contract you operate under.

**Q: Will existing payment terms with each company continue if they are different?**

A: Emerson standard payment terms will be implemented after close. We will provide you with notification of any additional changes.

**Q: Will there be any change in incoterms with each company if they are different?**

A: It will be business as usual. We will provide you with notification of any changes.

**Q: Will there be any crossover sharing of parts between Textron Tools and Test Equipment and other Emerson business units allowing increase of revenue/volume for suppliers?**

A: Absolutely. We are reviewing our combined volumes and will be contacting suppliers appropriately. In the future, we will also e-source parts with combined volumes.

**Q: What will be the status of stocking agreements with Textron for products?**

A: The process will remain the same as it is today until further announcements are made.

**Q: Will new suppliers be allowed to participate to compete against current vendors to Textron Tools and Test Equipment range of products?**

A: Volumes will be combined by category and business. Suppliers will be given the opportunity to bid on the combined volumes.

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**Q: Will this acquisition open up any threat for suppliers in terms of same commodity suppliers?**

A: Preferred suppliers will be given the opportunity to bid for combined volumes. As usual, the best total cost supplier will be chosen.

**Q: Will there be any change of commodity/category managers, buyers or other contacts?**

A: It will be business as usual. We will provide you with notifications of any changes.

**Q: In terms of part qualification, will there be a separate qualification for Emerson and Textron Tools and Test Equipment?**

A: It will be business as usual. We will provide you with notification of any changes.

**Q: Will Textron Tools and Test Equipment adopt e-sourcing?**

A: Textron Tools and Test Equipment already uses e-sourcing today. They will continue to do so once the deal is final.

**Q: What about other areas processes related to the supply base? QA & supplier audits, supplier evaluations etc.?**

A: It will be business as usual. We will provide you with notification of any changes.

**Q: What changes will be in store for the existing supply chain organizations?**

A: It will be business as usual. We will provide you with notification of any changes.

**Q: As a logistics provider to Emerson and/or Textron Tools and Test Equipment, what is expected of me on Day 1?**

A: It will be business as usual. We will be working with providers to ensure there is no disruption to your invoice payment after close, and ensure any necessary agreements are in place to facilitate this. We will be prioritizing the migration to Emerson's program ASAP and will be communicating the timeline with the entire provider base.

**Q: Who should I contact if I have a problem or questions?**

A: Suppliers should continue to work through current contacts at either Emerson or Textron Tools and Test Equipment.