



People Moving Solutions for Public Agencies



Public Promise Procurement



The purchasing cooperative owned,
operated and powered by NACo.

Providing a vetted, transparent option
for purchasing goods and services
efficiently and cost effectively.

Single award contracts with top tier
suppliers.

Lead Public Agency solicited, evaluated,
awarded and managed

Ready access to Kone's full suite of
solutions

Open to all Public Agencies

Counties

Cities

K-12

State Agencies

Special Districts

Community Colleges, Higher
Education Institutions

Public Hospitals

Nonprofits



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Program Manager

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Chief Purchasing
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Fulton County, GA

**FELICIA
STRONG-WHITAKER**



Chief Procurement
Officer
Fairfax County, VA

LEE ANN PENDER



**Over a century
in business**

KONE today

- KONE is a global leader in the elevator and escalator industry. We are here to make cities better places to live
- We offer innovative and sustainable new building solutions, ensure the safety and availability of equipment in operation and offer modernization solutions for aging equipment
- Founded in Finland in 1910
- Over 60,000 employees
- Approximately 550,000 customers
- Net sales EUR 11.0 billion in 2023
- Listed on the NASDAQ Helsinki since 1967





KONE in numbers

Over

3RD

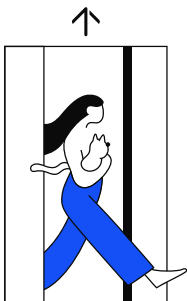
Largest elevator company
worldwide

1.6M

lifts in service

~89%

of customer feedback
on cooperation with
KONE is positive*



60,000+

employees

>550,000

Customers worldwide

*KONE Customer loyalty survey 2023

Our three distinct business lines



NEW BUILDING SOLUTIONS

Our versatile product portfolio features a wide range of innovative products: Future-proof solutions for all types of buildings, which combine connectivity and sustainability.



SERVICE

We lead the industry in advanced maintenance services for equipment. Our expert technicians use the latest smart digital tools to help our customers' equipment performs reliably and safely.



MODERNIZATION

Our modernization services help customers determine when and how to upgrade equipment to ensure a lifetime of optimal operation and to maximize customers' return on investment.

KONE has broad global coverage: we have our own operations in more than 60 countries



KONE collaborates with authorized distributors and agents in close to 100 countries

KONE Americas coverage

- North America headquarters in Lisle, IL
- Two regions spanning a broad district and branch network across the U.S., Canada and Mexico
- Three production sites and one research center
- Collaboration with authorized distributors in Latin America and the Caribbean
- Over 7,000 employees

U.S. West
and Canada

A map of North America, including the United States, Canada, and Mexico, is shown. The map is color-coded into two main regions: the western part (including the U.S. West and Canada) is shaded in light blue, and the eastern part (including the U.S. East and Mexico) is shaded in light green. A white curved line separates the two regions. Three production sites are marked with red location pins: Coal Valley factory in the U.S. West, Allen factory in the U.S. West, and Torreon factory in Mexico. Two callout boxes are present: a blue one labeled 'U.S. West and Canada' pointing to the western region, and a green one labeled 'U.S. East and Mexico' pointing to the eastern region. The map is surrounded by decorative green and blue diagonal stripes.

U.S. East
and Mexico

U.S. West map

NEW U.S. DISTRICTS



Pacific:

- Bay Area
- Downtown San Francisco
- Sacramento
- Los Angeles
- Orange County
- Honolulu
- San Diego
- Las Vegas
- Portland
- Seattle
- Montana

Central West:

- Dallas
- San Antonio
- Austin
- Houston
- Albuquerque
- Phoenix
- Denver
- Salt Lake City

Great Plains:

- Kansas City
- Minneapolis
- Omaha
- Des Moines
- Sioux Falls
- Springfield, MO
- Wichita
- Oklahoma City
- Tulsa
- Little Rock
- Central, IL (Peoria and Springfield, IL)
- Moline
- St. Louis

U.S. East map

U.S EAST

Central:

- Chicago
- Milwaukee
- Grand Rapids
- Detroit
- Columbus
- Cleveland
- Pittsburgh
- Indianapolis
- Cincinnati
- Nashville
- Louisville
- Memphis
- Knoxville

Northeast:

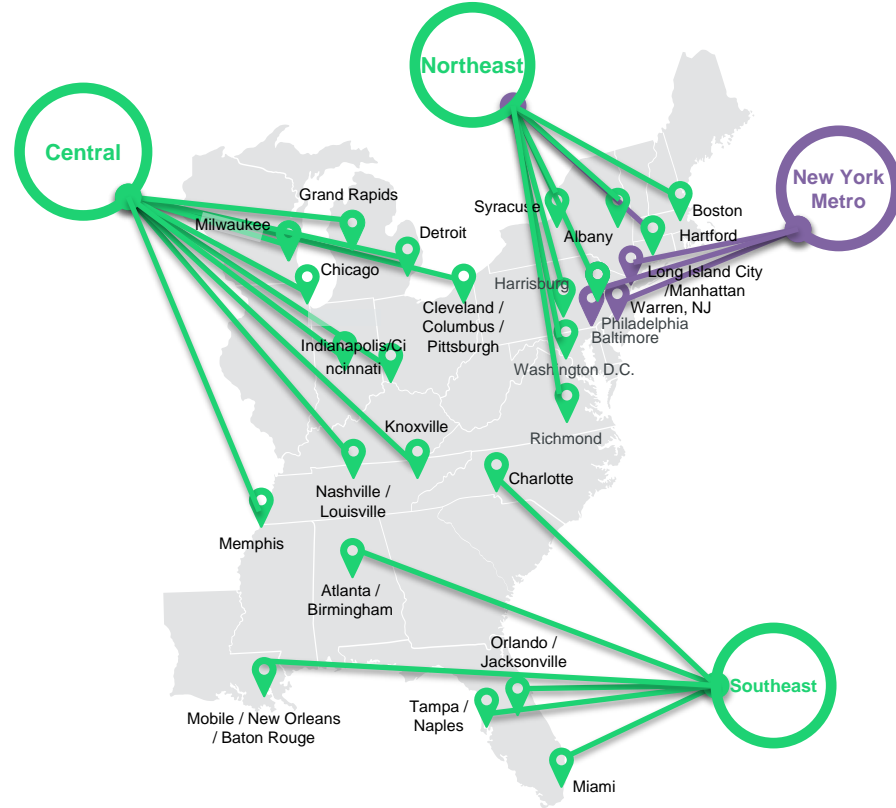
- Boston
- Albany
- Syracuse
- Rochester
- Trumbull
- Washington, D.C.
- Baltimore
- Harrisburg
- Richmond

New York Metro:

- Long Island City
- Manhattan
- Warren NJ
- Philadelphia

Southeast:

- Atlanta
- Birmingham
- Mobile
- New Orleans
- Baton Rouge
- Charlotte
- Orlando
- Jacksonville
- Naples
- Tampa
- Miami



Three strong megatrends backing our strategy and providing opportunities



Urbanization

The world's cities are continuing to grow and there is also an increasing need to modernize existing buildings.

We want to help our customers in making cities smart, sustainable, and better places to live.



Sustainability

Climate change and resource availability are challenges in today's world. There is also increasing interest in health and well-being and growing expectations around human rights and diversity and inclusion.

We want to be the leader in sustainability – not only in our own industry, but also beyond.



Technology

Advancements in technology are rapidly changing our lives.

We can harness technology to tackle many of the challenges brought by rapid urbanization and climate change. We can also bring new solutions and value to our customers and smarter ways of working to our employees.

Broad and continued recognition



Ranked in Gold top 5% of all companies rated by EcoVadis in respect to environment, labor and human rights, ethics, and sustainable procurement.

Gold in 2018, 2019, 2022, 2023
Platinum in 2020, 2021



Top leadership score of A or A- for 11 consecutive years, a mark of our long-term commitment to environmental work and sustainability.

2013 - 2023



KONE is the only elevator and escalator company that has made it to the list - four times in the past 10 years.

2015, 2019, 2020, 2023



Among the **best employers** in the world

2017 - 2023

Among the **most innovative companies** in the world

2010 - 2016, 2018



reddot winner

Solutions including DX elevators awarded for **outstanding design features, innovativeness and smart elements.**

2020, 2022



FTSE4Good

Included in the list of publicly traded companies with **strong environmental, social and governance practices.**


2016 - 2021



Great service today and tomorrow

Feedback from our customers is an invaluable asset to us at KONE.

Without their views we remain “just another elevator company”.



89% of feedback on cooperation with KONE is positive*

93% of feedback on KONE product quality is positive*

* KONE'S ANNUAL CUSTOMER LOYALTY SURVEY 2023

Innovations that have changed the industry



1996

KONE MonoSpace®
machine-room-less
elevator



2014

KONE JumpLift
construction time elevator (debut in
North America)



2022

KONE MonoSpace® DX
elevator offering
(debut in North America)

2011

KONE EcoMod™ escalator
modernization solution



2017

KONE 24/7
Connected Services





We are scaling up and transforming our offering for our customers

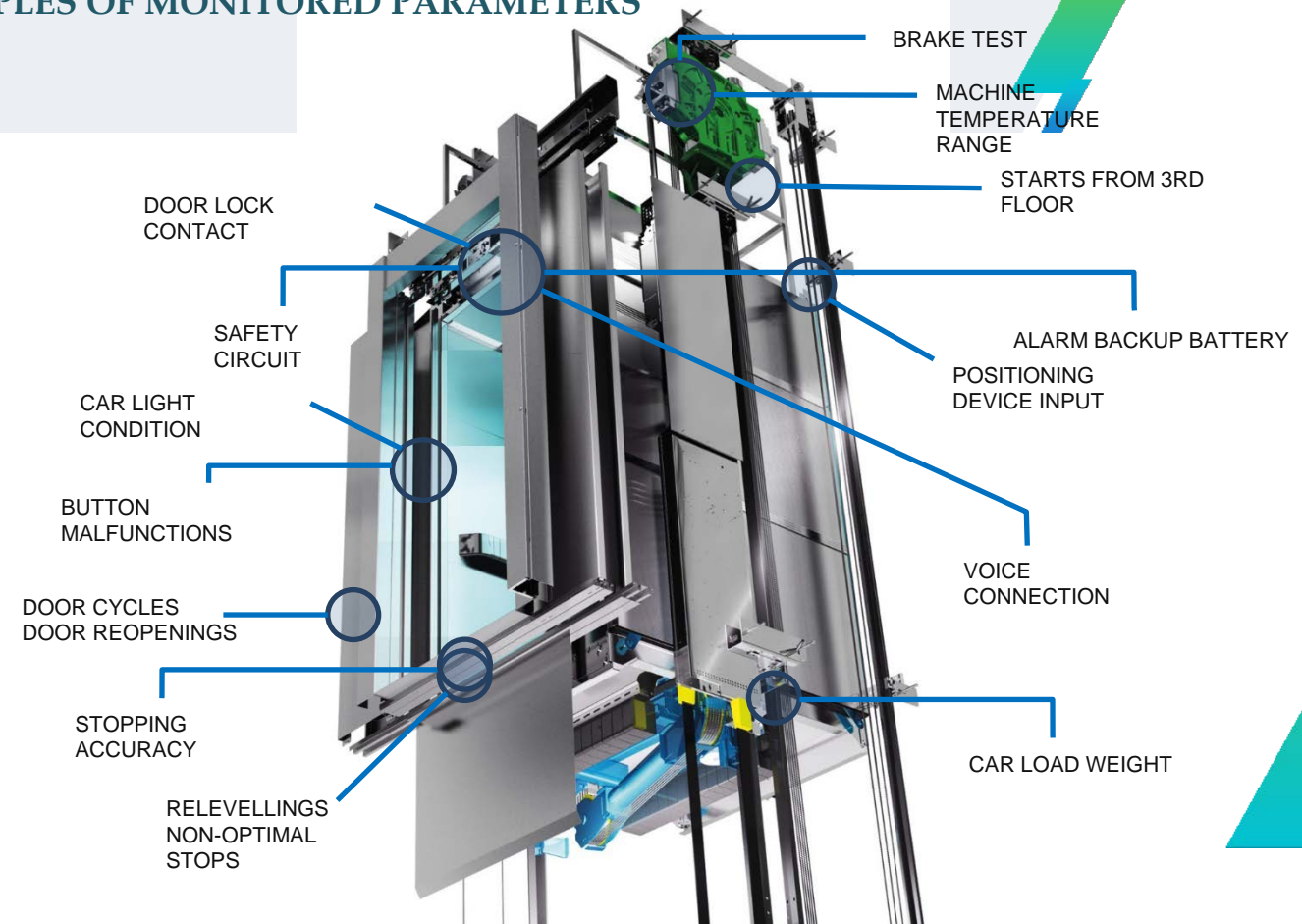
KONE 24/7 Connected Services

Revolutionizing predictability, safety and transparency with connectivity and intelligence



Over 200 critical parameters for KONE Equipment

EXAMPLES OF MONITORED PARAMETERS



Futureproof buildings with connectivity

We have added connectivity to make the KONE DX Class Elevators smarter to optimize people flow and enable increased operational efficiency.

With **KONE 24/7 Connected Services**** we connect your elevators to the cloud and analyze the data to identify maintenance needs and fix any potential problems before they cause breakdown.

Analyzing data helps us predict the most common failures*



32% DOORS

Door opening and closing not working properly (significant increase in openings or closings) due to problem with curtain of light.



7% SIGNALIZATION

Malfunctioning push button preventing optimum use of elevator or resulting in complaints from users.



5% EMERGENCY PHONE

Emergency phone not functioning properly.



22% CONTROL SYSTEM

Malfunctioning drive causing shaking or jerking during ride.

Elevator not moving due to problem with load weighting device or software issues.



8% ELEVATOR CAR

Misaligned magnetic switches resulting in poor leveling accuracy.

*Slide shows few examples of most common failures.

**For KONE 24/7 Connected Services separate agreement and charges apply. KONE maintenance agreement required. KONE not responsible for third-party wireless service interruptions.

Commitment to global goals and initiatives

United Nations (UN) Global Compact

KONE is a committed Participant of the UN Global Compact and its ten principles on human rights, labor, environment and anti-corruption.

UN Sustainable Development Goals

KONE supports the Sustainable Development agenda and its goals.



Science Based Targets initiative (SBTi)

KONE has announced its climate pledge with science-based targets for significant reductions in our greenhouse gas emissions by 2030, in line with limiting global warming to 1.5°C. KONE's ambitious targets have been validated against the latest climate science by the SBTi.



UN Standards of Conduct for Business Tackling Discrimination Against LGBTI people

KONE is a Supporter of the United Nations Standards of Conduct for Business Tackling Discrimination against Lesbian, Gay, Bisexual, Trans, and Intersex People.

Paris Pledge for Action

KONE has signed the Paris Pledge for Action climate initiative, showing climate leadership and commitment to the Paris Climate Agreement.

Task Force on Climate-related Financial Disclosures (TCFD)

KONE is a Supporter of the TCFD for more effective climate-related disclosures with the aim of enabling stakeholders to understand better the concentrations of carbon-related assets in the financial sector and the financial system's exposures to climate-related risks.

Maricopa County Contract 230122-RFP



- Public procurement process
- Comprehensive offering of solutions
- Initial 3-year performance period with the option to renew through 2033
- National pricing
- National team of experts

KONE Inc.

■ Participating Agency Benefits

- Established contract length
- Streamlined contracting review process
- Executive support as National Program
- Negotiated billing rates



www.publicpromiseprocurement.org

The screenshot shows the homepage of the Public Promise Procurement website. At the top left is the logo for the National Association of Counties (NACo) and Public Promise Procurement. To the right are two buttons: 'REGISTER' and 'BECOME A SUPPLIER'. Below the header is a navigation menu with links for 'Home', 'Who We Serve', 'Contracts', 'Solicitations', 'About', and 'FAQs'. The main content area features a background image of a person holding a tablet with a central icon and several surrounding icons representing different public sector entities. The text reads: 'Providing public sector and other entities with a vetted, transparent option for purchasing goods and services more efficiently and cost effectively.' Below this is a search bar with the placeholder text 'Search contracts, vendors, supplies...' and a magnifying glass icon. Further down, it states: 'Peer-review ensures that contracts, suppliers, goods and services are sourced from the best available options and are competitively bid.' A 'DISCOVER MORE' button is positioned below the text. At the bottom right, it says 'Built for Counties | Powered by' followed by the NACo logo.

NATIONAL ASSOCIATION OF COUNTIES **NACo.** PUBLIC PROMISE PROCUREMENT

REGISTER BECOME A SUPPLIER

Home Who We Serve Contracts Solicitations About ▼ FAQs

Providing public sector and other entities with a vetted, transparent option for purchasing goods and services more efficiently and cost effectively.

Search contracts, vendors, supplies...

Peer-review ensures that contracts, suppliers, goods and services are sourced from the best available options and are competitively bid.

DISCOVER MORE

Built for Counties | Powered by NATIONAL ASSOCIATION OF COUNTIES **NACo.**

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Questions?