



# Government Business

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GE does business with a wide spectrum of federal, state, and local governments, as well as with government contractors. While also supporting private-sector customers, we recognize it is important that our managers and employees understand the special requirements of our government customers.

Government customers who acquire our products and services fulfill public policy objectives, and may request unique contract requirements such as domestic preference restrictions, socioeconomic provisions, and especially stringent business ethics and compliance obligations. GE recognizes that government customers have a variety of means to enforce these unique requirements (both contractual and non-contractual remedies, including civil and criminal sanctions, and administrative judgments) and that these remedies go well beyond remedies available to our commercial customers.

## **GE's Government Business Center of Excellence**

GE's compliance and integrity culture places us in an excellent position to pursue and perform work compliantly for governments and government contractors. But we don't just rely on our culture; we continue to emphasize with our employees and executives how working with governments is unique and requires special attention.

For example, our company-wide Government Business Center of Excellence (GBCOE) features a well-established Government Business Practice group, whose members represent each GE business. This group communicates regularly and serves as a conduit for government business-related communications across the company. This engagement helps inform those businesses and employees as they work with government customers. In addition, the GBCOE conducts training on contemporary government-business topics and provides customized virtual or in-person training for specific GE businesses upon request.


The GBCOE intranet site hosts a wealth of information on government policies and processes, as well as training materials to support GE businesses that work with government customers.


## **Meeting Government Business Needs**

GE is well prepared to meet the unique demands of our government customers and flourish in this highly regulated environment.

*GE's compliance and integrity culture places us in an excellent position to pursue and perform work compliantly for governments and government-funded contractors.*

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# Government Business (Cont'd)

To help ensure readiness, GE:

- Periodically solicits and compiles detailed information from our businesses that work with US federal, state or local government agencies, based on GE's eight Government Business Standards. These self-assessments highlight the nature and type of government work that GE businesses are performing; identify best practices and potential areas for improvement relative to the Standards; and enable GE to better target future government-business training curricula.
- Conducts numerous training sessions on key government-business topics each year—reaching employees in every GE business.
- Supports the integration of acquired entities into GE, and conducts government-business training sessions at recently acquired businesses, introducing newly acquired personnel to the GBCOE, GE's Government Business Standards, and best practices tailored to the needs of those businesses.
- Partners with GE's government compliance counsel to reinforce “pay to play” restrictions in key US states where GE does business.
- Where appropriate, develops GE-wide implementation policies, and helps businesses implement business-specific policies for many complex new procurement regulations.
- Closely monitors both final and proposed changes to government procurement-related legislation, policies, and regulations to assist businesses in understanding new requirements and establishing appropriate compliance processes in a timely manner.
- Maintains—together with Corporate Litigation and other functions including the Compliance organization—a process for quickly identifying responsibility matters that may be reportable to US federal, state or local government customers.

