



**About trueU**

Indianapolis-based trueU, founded in 2014, is a nonprofit membership-based organization that operates on the principle that businesses and organizations grow through the efforts of their people. It is a consortium of companies and individuals who believe that investing in relationships, developing leaders, and serving others is the healthy way to grow a business. Members are involved both as students and teachers, sharing learning content and experiences to benefit other trueU members and their teams. Together trueU members are inspiring a greater purpose in business. To learn more, visit [www.trueU.com](http://www.trueU.com).

# JA BizBriefs

## ADT

### What does ADT do?

#### ***We acquire customers***

And few do it as well as ADT, which is why we are a [top dealer for brands](#) like ADT®, as well as our own home heating, cooling and plumbing brands, True Home Air and Williams Comfort Air. How do we do it? Each ADT employee is responsible for following and looking for improvements to our marketing, sales and installation practices. This commitment to enhancing our systems has made us best in class at turning shoppers into customers for products and services that improve the lives of homeowners.

#### ***We use our unparalleled direct marketing expertise to generate leads***

Each year, ADT sends out billions of pieces of mail plus uses digital communications to market to customers. We have world class tracking practices and we continuously refine through innovation, meticulous data mining and testing.

#### ***We turn leads into sales like no one else***

There's generating a response, and then there's closing the deal. ADT phone sales representatives lead the industry in close rates. The key to our success? A system for matching each caller with the most skilled representative for his or her needs.

#### ***We complete our customer experience with world class installations***

Our technicians have entered more than a million homes across the United States, all while maintaining a level of customer service excellence well above the industry standard.

# JA BizBriefs

## Citizens Energy Group

### About Citizens

Recognizing a broadening business model and a renewed focus on conservation, Citizens Gas & Coke Utility was recently renamed Citizens Energy Group. Citizens has a single focus on customer service because its visionary founders, including Colonel Eli Lilly, chartered the company in 1887 as a Public Charitable Trust. Using a not-for-profit approach, Citizens either returns profits to you in the form of lower rates or reinvests profits to make its facilities more reliable and efficient. While most utilities are beholden to the quarterly demands of out-of-town stockholders, the unique Citizens Trust simply means everything we do is focused on serving you.

### Our Mission

- We provide safe, reliable energy services to our customers, while being good stewards of the environment.
- We maintain the lowest possible rates with sound financial management.
- We build and renew our businesses to remain competitive, add value, and create the greatest long-term benefit for our customers and communities.

### Our Values

- Safety
- Integrity
- Diversity
- Teamwork
- Quality



FedEx is a global leader in the transportation and technology industries.

But like many innovative companies, we started out as an idea championed by a determined person.

In 1965, Yale University undergraduate Frederick W. Smith wrote a term paper where he laid out the logistical challenges facing pioneering firms in the information technology industry. Most airfreight shippers relied on passenger route systems, but those didn't make economic sense for urgent shipments, Smith wrote.

He proposed a system specifically designed to accommodate time-sensitive shipments such as medicine, computer parts, and electronics. Smith's professor apparently didn't see the revolutionary implications of his thesis, and the paper received just an average grade.

After serving in the military, Smith pursued the idea he came up with while at Yale. He eventually established Federal Express with Memphis, Tennessee as the headquarters. Memphis was chosen because of its central location within the U.S.

Federal Express officially began operations on April 17, 1973, with 389 team members. That night, 14 small aircraft took off from Memphis and delivered 186 packages to 25 U.S. cities.

FedEx has grown tremendously since its first night of operations in 1973. Over the years, the name was officially changed to FedEx, and several acquisitions enabled the company to grow globally. Now, our networks reach more than 220 countries and territories, linking more than 99 percent of the world's GDP (Gross Domestic Product) with an average daily package volume of more than 16 million.

In addition to overnight package delivery, some of the other services FedEx offers include:

- e-commerce solutions
- customs and international trade assistance
- office supply retail and printing
- temperature-controlled transportation and shipping

FedEx has more than 500,000 team members all over the world – they are pilots, package handlers, couriers, truck drivers and others who handle the shipments. We have computer technicians, data analysts, customer service agents, salespeople, advertising, marketing and communications professionals, legal experts and we even have our own meteorologists to monitor real-time weather conditions all over the world.

All of our team members work together to connect people and possibilities.



## **Huntington Bank**

### **About Us**

Founded in 1866 as The Huntington National Bank, today Huntington Bancshares Incorporated still operates from the same Columbus, Ohio founding location in the heart of the Midwest. As of June 9, 2021, TCF National Bank joined The Huntington National Bank. The combined company has approximately \$175 billion in assets, \$142 billion in deposits, and \$116 billion in loans, based on March 31, 2021 balances.

### **What We Do**

Huntington is a full-service banking provider primarily operating across an eleven-state banking franchise of Ohio, Colorado, Illinois, Indiana, Kentucky, Michigan, Minnesota, Pennsylvania, South Dakota, and West Virginia. Our “Welcome” philosophy centers around deep relationship-building capabilities to best meet each customer’s specific needs. We serve our customers through a banking network of over 1,100 full-service branches, including 11 Private Client Group offices, and over 1,700 ATM locations.

Huntington Bancshares Incorporated provides:

- Full-service commercial, small business, and consumer banking services
- Mortgage banking services
- Treasury management and foreign exchange services
- Equipment leasing
- Wealth and investment management services
- Trust services
- Brokerage services
- Customized insurance brokerage and service programs

Through automotive dealership relationships within our primary franchise area and select other states, Huntington also provides commercial banking services to the automotive dealers and retail automobile financing for dealer customers.

# JA BizBriefs

## Lilly

Lilly is a leading pharmaceutical corporation. For 130 years, Lilly has developed and studied medicines in their own laboratories using the most up-to-date research tools and technology. Lilly scientists also collaborate with other scientists around the world. Why? Lilly wants to provide exceptional service to its customers by offering cutting-edge information and developing first class pharmaceutical products.

Lilly strives to exceed its customers' expectations. Every day, employees work creatively to understand its customers' needs throughout the world. Every day, they take whatever actions are necessary to meet those needs in a superior manner. Lilly is seeking answers to some of the world's most urgent medical questions. Their products save and improve lives. And, as the cost of health care services increase throughout the globe, Lilly tries to find less expensive ways to help people by developing and improving medicines.

Founded in 1876 by Colonel Eli Lilly in Indianapolis, Lilly now employs approximately 42,000 people worldwide. Lilly has major research and development facilities in nine countries and conducts clinical research in more than 60 countries. Its medicines are marketed in 143 different countries.

Lilly believes in its employees and feels that people are the source of all its abilities and successes. The company depends on its global community of employees -- all with varied perspectives, experiences and training. The future success of this company relies on the creativity and energy that each employee brings to the process of pharmaceutical innovation.

Lilly also is well known for its corporate citizenship. The company touches the lives of many people worldwide by helping within their communities. Lilly hopes to preserve the environment for generations to come.



Lilly



## ABOUT US:

### Our Vision

The companies of OneAmerica® have a vision to deliver on promises when customers need us and share values that drive who we are and how we do business. When a family loses a loved one. When an employee is injured and can't earn an income. When individuals need long-term care. When it's time to retire.

We believe the best way to serve our customers is to know that every individual, employee, family and business we work with has unique personal and financial goals. We keep our promises so we can help you achieve your goals and realize your definition of financial success. It's our focus, our responsibility and our privilege.

### Driven by Values

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To achieve our company vision, we embrace company values represented by ASPIRE. It is our catalyst for working in the best interest of our customers.

- **Achievement** — through discipline, effort and skill
- **Stewardship** — protecting and managing
- **Partnership** — building trusted relationships
- **Integrity** — doing the right thing
- **Responsiveness** — identifying and resolving customer needs
- **Excellence** — developing our people and improving operations



# JA BizBriefs



## Peyton Manning Children's Hospital at St.Vincent

In order to tell you about the Peyton Manning Children's Hospital at St.Vincent, we need to first teach you about Saint Vincent de Paul and how the hospital came to exist. In Paris, France Saint Vincent de Paul founded the "Daughters of Charity" in 1617 to care for poor people in hospitals and to supply food and other necessities to the poor. The Daughters of Charity group was the first to nurse the poor in their homes, to care for the mentally ill and to visit patients after hospital discharge. The Daughters also built orphanages, started soup kitchens, provided hostels for beggars and advocated for war relief.

More than 300 years after their founding, there are more than 38,000 Daughters of Charity in 75 regions around the world. Our hospital is a member of Ascension Health, the nation's largest not-for-profit and Catholic Healthcare System. St.Vincent Health is Indiana's largest healthcare employer, with 17 health ministries serving 45 counties in central Indiana. The St.Vincent Hospital in Indianapolis was founded in 1881 by the Daughters of Charity and the St.Vincent Children's Hospital opened in 2003.

Peyton Manning Children's Hospital at St.Vincent was founded on delivering family-centered care for all pediatric patients throughout Indiana. We want all kids to really develop good habits like eating healthy foods, exercising, having good mental health and taking care of their bodies. The children's hospital has more than 300 pediatric specialists, 46 inpatient beds, 15 beds in the Pediatric Intensive Care Unit and 17 private rooms in the Hilbert Pediatric Emergency Department. All of these pediatric specialists, doctors, nurses, physical therapists, respiratory therapists, social workers, dieticians and many other clinical staff at the children's hospital provide the highest quality of care in emergency medicine, cancer and blood diseases, general surgery, cardiology, orthopedics, pulmonology, otolaryngology, rehabilitation and endocrinology.

Today we are very proud to provide an extraordinary experience of holistic physical, emotional and spiritual care for children, which put the child and family as the focus of the health care team.



# JA BizBriefs

## Radio Disney

Radio Disney is the #1, 24-hour radio network devoted to kids, tweens and families. Kids help pick the music that is played and are encouraged to interact via a toll-free phone line to the Radio Disney studio. The network's current playlist, driven by listener requests and representing major record labels, includes recording artists Miley Cyrus, Hannah Montana, Jonas Brothers, Taylor Swift, Demi Lovato, Jordin Sparks, Chris Brown, Aly & AJ, The Cheetah Girls, Mitchel Musso, Colbie Caillat and Carrie Underwood. The network is available to 97% of the U.S. which includes over 50 terrestrial radio stations. It is also available via RadioDisney.com, XM and Sirius satellite radio, iTunes Radio Tuner, XM/DIRECTV and mobile phones. Radio Disney has a sister network in Latin America. Its brand extensions include multiple Radio Disney Jams CDs from Walt Disney Records and iTunes Music Store offerings.





We are more than 6,000 professionals for whom flight – and the business of flying – are equal parts art and science.

Republic Airways, based in Indianapolis, operates a fleet of about 190 Embraer 170/175 aircraft and offers scheduled passenger service with about 1,000 daily flights to 100 cities in 40 U.S. states, Canada, the Caribbean and Central America. The airline provides fixed-fee flights operated under its major airline partner brands of American Eagle, Delta Connection and United Express

Our business strategy was developed by an experienced team of senior airline executives and incorporates sound business strategies and insights for the development and management of airlines operating throughout the United States. Our Vision, Mission, Guiding Principles and Culture Statement guide each decision we make and each flight we operate.

[www.rjet.com](http://www.rjet.com)

# JA BizBriefs



Fastest growing top 10 software company to significantly expand regional headquarters in Indianapolis

Announcement comes on the heels of being named one of Indiana's Best Places to Work by the Indiana Chamber of Commerce

Company commits to 100,000 total employee volunteer hours to Indiana nonprofits this year

SAN FRANCISCO, May 6, 2016—Salesforce (NYSE: CRM), the Customer Success Platform and world's #1 CRM company, today announced it will invest more than \$40 million over the next 10 years to expand its regional headquarters in Indianapolis. As part of the new investment, Salesforce plans to add 800 new jobs over the next five years. The company also announced it will move into a new regional headquarters location at 111 Monument Circle, which will be known as Salesforce Tower Indianapolis.

Salesforce will begin moving into Salesforce Tower Indianapolis in early 2017. Plans for the building include a renovated lobby and dedicated space where guests can experience interactive, hands-on demonstrations of the Salesforce Customer Success Platform.

Salesforce Tower Indianapolis joins the ranks of other regional headquarters, including Salesforce Tower NY, Salesforce Tower London, and the company's new global headquarters, Salesforce Tower San Francisco.

Comments on the News

"Salesforce is among Indiana's largest technology employers, and we're thrilled to be investing for further growth in the region," said Scott McCorkle, Salesforce Marketing Cloud CEO, Salesforce. "Salesforce Tower Indianapolis, our regional headquarters, will give our amazing employees a fantastic place to work and serve our customers and community every day."

"I am proud and excited to welcome Salesforce to their future home in 111 Monument Circle, soon to be known as Salesforce Tower Indianapolis," said Mayor Joe Hogsett. "Salesforce is a tremendous partner to our city and residents, bringing hundreds of new jobs to Indianapolis and solidifying the city as a leading destination for innovative companies. I want to thank Salesforce for their commitment to grow here and I can't wait to see Salesforce added to our skyline."

"Today's outstanding commitment from Salesforce proves without a doubt that Indiana is now the Midwest hub for technology and innovation," said Governor Pence. "In recent years, the technology sector has added more than 5,000 jobs in central Indiana alone, growing at a rate more than triple the national average. Global leaders like Salesforce have a world of options to consider for growth, and I am excited that the team has once again selected the Hoosier state to create hundreds of quality jobs. Powered by a talented workforce and a low-tax, low-regulation business climate, I am confident that this regional headquarters will propel Salesforce to new heights, advancing innovation for years to come."

Salesforce, one of the largest technology employers in Indiana, has been named one of Fortune's Best Places to Work for the past eight years and was recently ranked one of Indiana's Best Places to Work by the Indiana Chamber of Commerce. Salesforce has well over 1,000 employees in the Indianapolis area and more than 20,000 employees worldwide.

Giving Back - Committing to 100,000 Volunteer Hours

Today, Salesforce employees in Indiana are committing to deliver 100,000 total employee volunteer hours to local

# JA BizBriefs

nonprofits this year. Salesforce is dedicated to supporting Indiana through its 1-1-1 integrated corporate philanthropy model, in which Salesforce's product, resources and employee time are dedicated to the communities where employees live and work. To date, Salesforce technology has powered more than 28,000 nonprofit and higher education institutions; Salesforce and its philanthropic entities have provided more than \$115 million in grants; and Salesforce employees have logged more than 1.3 million volunteer hours throughout the world. Employees in Indiana have supported a variety of organizations including Indianapolis Public Schools, Greater Indianapolis Habitat for Humanity, and Boys and Girls Club of Indiana.

In addition, more than 750 companies around the world have adopted all or part of the 1-1-1 model by joining Pledge 1%, an initiative spearheaded by Salesforce, Atlassian, Rally and Tides that encourages early stage companies to incorporate corporate philanthropy from the beginning. Local Indiana companies that have joined Pledge 1% include Appirio, Jetstrm, SKYE Lending Company, Torchlight Marketing and TrendyMinds.

## Salesforce: Fastest-Growing Top 10 Software Company

Over the last 17 years, Salesforce has expanded and redefined customer relationship management (CRM), bringing social, mobile, data science and IoT technologies to its trusted cloud platform, enabling companies to grow sales faster, deliver customer service everywhere, create 1-to-1 customer journeys, engage with customers in interactive communities, deliver analytics for every business user and build modern mobile apps fast.

## Additional Information

- We're hiring! Visit [www.salesforce.com/careers](http://www.salesforce.com/careers) for a list of openings. #100BestCos
- Follow @Salesforce on Twitter
- Like Salesforce.com on Facebook: <http://facebook.com/salesforce>

## About Salesforce

Salesforce, the Customer Success Platform and world's #1 CRM company, empowers companies to connect with their customers in a whole new way. For more information about Salesforce (NYSE: CRM), visit: <http://www.salesforce.com>.

Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase Salesforce applications should make their purchase decisions based upon features that are currently available. Salesforce has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol "CRM." For more information please visit <http://www.salesforce.com>, or call 1-800-NO-SOFTWARE.

## About Salesforce

Salesforce, the Customer Success Platform and world's #1 CRM, empowers companies to connect with their customers in a whole new way. For more information about Salesforce (NYSE: CRM), visit: [www.salesforce.com](http://www.salesforce.com). Any unreleased services or features referenced in this or other press releases or public statements are not currently available and may not be delivered on time or at all. Customers who purchase Salesforce applications should make their purchase decisions based upon features that are currently available. Salesforce has headquarters in San Francisco, with offices in Europe and Asia, and trades on the New York Stock Exchange under the ticker symbol "CRM." For more information please visit <http://www.salesforce.com>, or call 1-800-NO-SOFTWARE.



## **SHARP Print Center**

### **About Us**

Sharp Business Systems (SBS) is a direct sales division of Sharp Electronics Corporation. Our SBS branches throughout the U.S. combine the resources of a multi-billion dollar corporation and the value of local representation with local management and community relationships. Our experienced business technology specialists evaluate your current technology environment and document workflow to help improve your company's efficiency, security and bottom-line through our best-in-class products, solutions and support.

### Best-of-Breed Technology and Specialized Services

- Award-winning Sharp MFPs and Printers
- Sharp OSA<sup>®</sup> technology to leverage your network infrastructure, cloud-enabled services and more
- AQUOS BOARD<sup>™</sup> Interactive Display Systems
- Digital Signage and Video Wall Systems
- Professional Projectors
- KIP<sup>®</sup> Wide-Format Printing Devices
- Enterprise Content Management to help you better manage and access documents
- Managed Print Services to help you control company-wide print utilization
- Facilities Management (FM) Programs that offer an array of office services your organization requires for daily operation

### First-Class Support

Our clients enjoy peace of mind knowing they have selected a Sharp Platinum Level Service Provider to keep their equipment operating at the highest levels of productivity. This recognition is an honor Sharp reserves for only the best service providers in our industry and an influential symbol of service excellence. As a Sharp Platinum Level Service Provider we deliver exceptional results by providing these key advantages:

- Customer-oriented service department philosophies
- Service response times that exceed performance benchmarks
- Comprehensive training programs to certify 100% of technical staff
- Use of genuine Sharp parts and supplies to ensure maximum product reliability

The SHARP logo is rendered in a bold, red, sans-serif font with a white outline, positioned centrally at the bottom of the page.



“AES Indiana provides electric retail service to more than 500,000 residential, commercial and industrial customers in Indianapolis, as well as in portions of other Central Indiana communities surrounding Marion County.

Since the company’s creation in 1926, AES Indiana’s people have been committed to being the best in the industry, while accelerating the future of energy, together. AES Indiana continues to safely deliver low-cost electricity and great service, with current residential and commercial rates that are well below industry averages and customer service ratings that are among the best.

The company and its people continue the tradition of supporting not-for-profits, community organizations and civic initiatives. As one of the area’s leading employers, AES Indiana has sponsored major local events, led the way on economic development initiatives and supported city beautification and environmental efforts.

AES Indiana is a part of The AES Corporation, whose global workforce of 30,000 people is committed to operational excellence and meeting the world’s growing power needs. The three icons below celebrate our values: Safety First, Highest Standard, and All Together.



# 3D Parts MFG Powered by Purdue University

3D Parts Mfg. is positioned to provide your company with best manufacturing technology and project management skills available. We engineer, design, fabricate and deliver innovative solutions using the latest technology and our dedication to customer service. We look forward to working with you to discover how 3D Parts Mfg. can become your preferred partner for additive manufacturing, tooling, fixturing and mass production.

## MANUFACTURING ON DEMAND

3D Parts Manufacturing, offers local advanced manufacturing solutions. We provide our customers with access to the latest manufacturing options and expert project focused engineering services in order to produce prototypes, short run and mass production parts.

Here at 3D Parts Mfg. we specialize in providing a range of manufacturing solutions that serve the full product life cycle from conception to functional prototypes and through mass production. Our engineering team has a combined 20 years of experience in the prototyping and manufacturing fields. We offer a variety of rapid manufacturing processes as well as traditional processes that meet the needs of our diverse customer base. Our team specializes in guiding our customers through the design and manufacturing process. We gladly offer multiple production options to our customers and help them choose the best process to bring their ideas to life. We offer the industry's best options in high resolution additive manufactured plastics, flexible rubbers, metals and other materials. We also offer domestic and international tooling options for injection molded, compression molded parts as well as high and low volume subtractive processes.