

# Helping Others is What She Does Best

Published: 3/10/2023

Small, woman-owned business becomes a national provider of electric industrial supplies and engineering services

## Article Summary

This article is about:

Small, woman-owned business, Tiger Controls, shares how their partnership with Dominion Energy has grown throughout the years.



When Neeta Singh began her career in electronic sales, little did she know that her dedication to customers would lead to the launch of her own company. In 1999, when the world was rapidly changing due to emerging technology, Singh decided to take a chance and founded Tiger Controls – a national provider of electrical, electronic and industrial supplies, and engineering services.

The partnership between Tiger Controls and Dominion Energy began in 2006 with a relationship focused on mentorship, providing industry advice and introducing Singh to other departments within Dominion Energy and other utilities.

“If we can touch one or two people and that trickles down, it will help our children to grow up in a better world.”

– Neeta Singh, President of Tiger Controls

Soon after partnering with Tiger Controls, after a storm hit, Dominion Energy needed a specific chip to complete power restoration projects. Singh and her team were able to reverse engineer a way to remanufacture the difficult to source chip. During a power plant site visit, Singh noticed a few older batteries, and that sparked an idea, leading to the development of a battery-refurbishing program. Now, when this type of battery runs out of shelf life, Dominion Energy ships it to Tiger Controls to be recharged for reuse. Creative problem solving like that demonstrates the value of working with diverse suppliers, who bring their own ingenuity and specialized services.

For Singh, the partnership with Dominion Energy has been more than just business – it has been a journey of empowerment. “It's amazing how the right people came into my life at the right time,” says Singh. “A large company like Dominion supporting us helps us to pass it on or make a difference in the community one person at a time.”

As a single parent and proud owner of a woman-owned small business, Singh is passionate about giving women the tools to be successful in business. She emphasizes that partnerships, networking, and giving back to the community are essential for both personal and professional growth.

Twenty-three years after starting Tiger Controls, the team of four has expanded to 16 thanks in part to the relationship with Dominion Energy. The company continues to take on projects that other companies won't, demonstrating the power of dedication, support, and hard work. Singh's story is one of resilience, growth, and success – a testament to the power of her commitment to her customers.

