

WESCO®

ANIXTER



STATE AND LOCAL GOVERNMENT SOLUTIONS

Contract Vehicles | Dedicated Team | Local Presence, National Network

We build, connect, power and protect the world.

DID YOU KNOW?



State and local government annual spend is \$3.25 trillion, making it one of the largest segments of the U.S. economy. The State, Local and Education (SLED) market consists of cities, counties, townships, special districts, independent school districts and public higher education institutions, all contributing to this annual spend. WESCO and Anixter's dedicated SLED team can help you navigate this market by providing products, solutions and services for your municipality or campus. In addition, we hold multiple cooperative contract vehicles to help streamline your purchasing.

FOCUS ON STATE AND LOCAL GOVERNMENT SOLUTIONS

WESCO and Anixter are committed to supporting state and local government agencies through a dedicated team of individuals focused solely on this sector. We offer you a single point of contact for simplified access to our complete suite of solutions and various industry experts. Our team understands the purchasing processes, contract vehicles, unique language and acronyms, and various solutions in this market.

We are one of the few companies in the industry with specialized resources focused on state and local government customers. Our team is active in state and local associations enabling us to maintain multiple purchasing vehicles to simplify your procurement process.



Visit <https://buy.wesco.com/content/government> to learn more or contact us at sled@wesco.com

CONTRACT VEHICLES

Cooperative contracts are agreements between the government and businesses, created in order to lower the costs of procuring goods or services that multiple entities commonly need.

NPPGov Cooperative Contract

NPPGov is a national cooperative procurement organization based in Seattle, WA offering publicly solicited contracts to government entities nationwide. NPPGov contracts are created through a public solicitation by a Lead Public Agency. Access to our cooperative contract is complimentary with no purchasing obligations. Scope includes Electrical Products and Lighting Equipment. (Contract #: PS20160)



- Benefits:**
- FREE Membership
 - Available to all state and local entities
 - Saves time and money
 - Leverages purchasing power
 - Competitively bid, publicly awarded contracts

Region 4 Education Service Center Contract, available through OMNIA Partners Cooperative Contract

OMNIA Partners, Public Sector is the nation’s largest and most experienced cooperative purchasing organization dedicated to public sector procurement. Scope includes MRO supplies, cabling, network products and solutions, and security system services. (Contract #: R192008 (WESCO), R161701 (Anixter), R170501 (Anixter))



- Benefits:**
- No fees to participate
 - Available to state and local government entities and educational institutions in all 50 states
 - Non-exclusive contracts
 - No minimum purchase amounts
 - No obligations
 - Full Catalog Offering

Sourcewell Cooperative Contract

For over 40 years, Sourcewell has helped government, education, and nonprofit agencies operate more efficiently. They help to save time and money with contract purchasing solutions that are solicited nationally. Scope includes MRO supplies. (Contract #121218-WES)

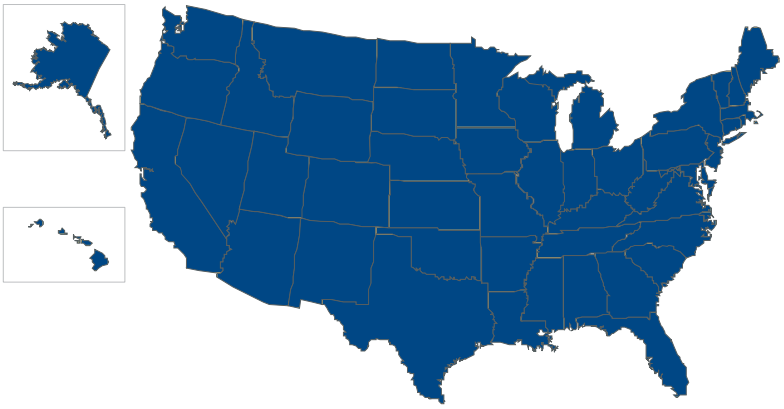


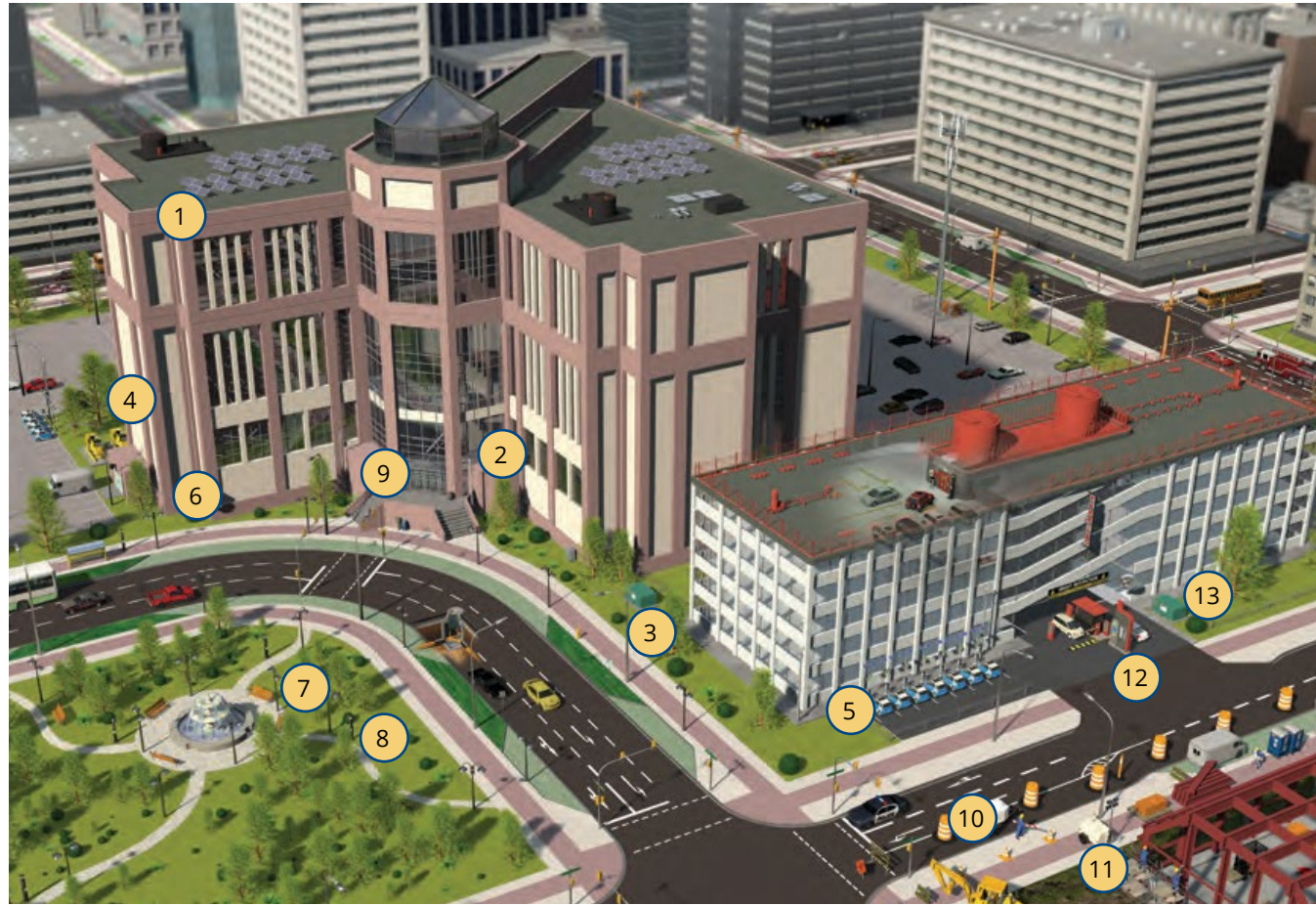
- Benefits:**
- No fees to participate
 - Available to state and local government entities and educational institutions in all 50 states
 - Non-exclusive contracts
 - No minimum purchase amounts
 - No obligations



STATE CONTRACTS

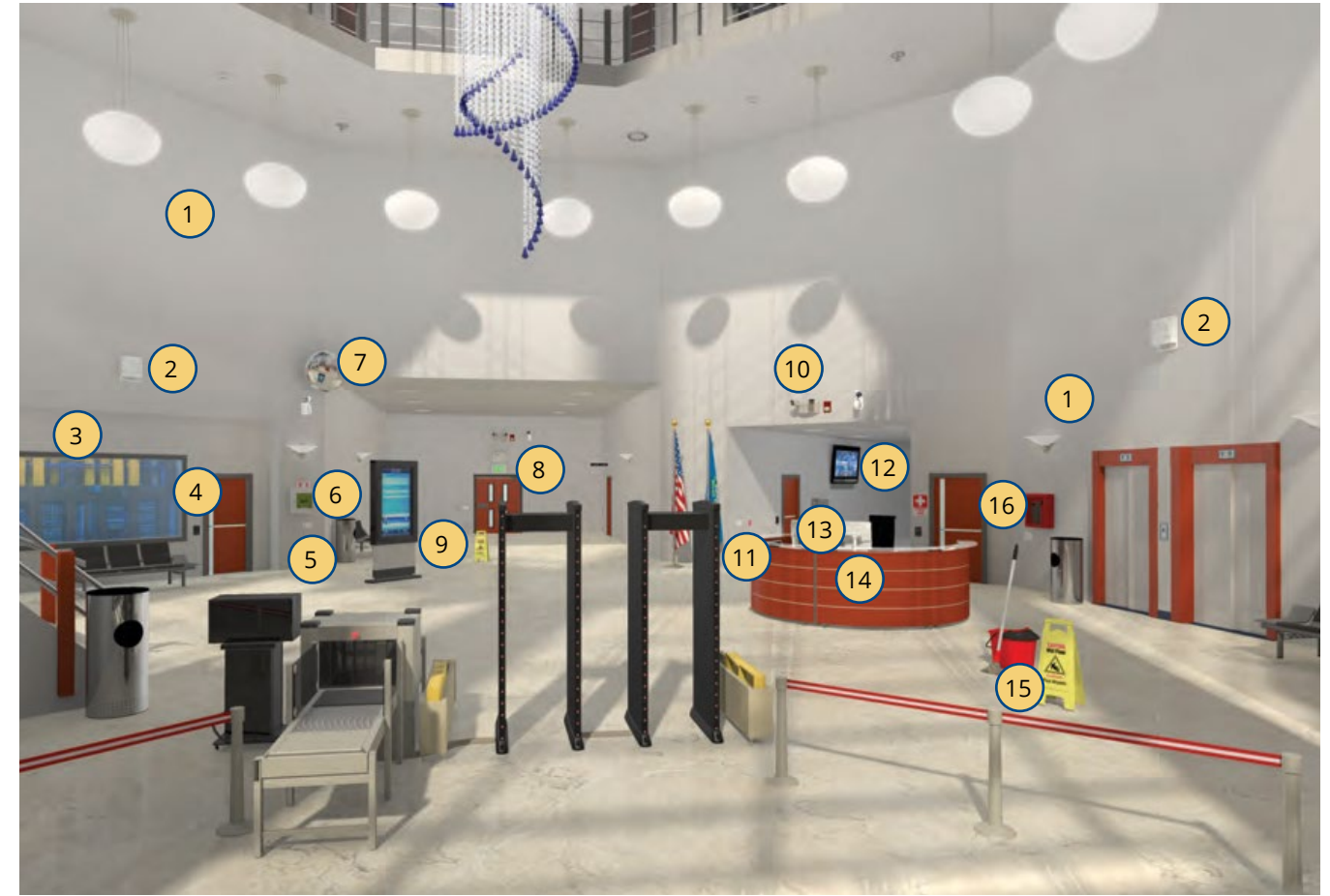
WESCO and Anixter carry various state contracts for product categories including lighting, data communications and safety. For a complete listing of our statewide contracts please email sled@wesco.com or visit <https://buy.wesco.com/content/government>.





CITY HALL (EXTERIOR)

- | | | |
|-------------------------|---------------------------------|-----------------------------------|
| 1. Solar panels | 6. Advanced metering | 11. Portable power |
| 2. Motion surveillance | 7. Outdoor lighting | 12. Digital menu boards |
| 3. Transformers | 8. Emergency call boxes | 13. Weatherproof boxes and covers |
| 4. Generators | 9. Security access card readers | |
| 5. EV charging stations | 10. Safety protocols | |



CITY HALL (INTERIOR)

- | | | |
|---|---|-------------------------|
| 1. Decorative lighting | 6. AED defibrillators | 12. HDTVs |
| 2. Intercom systems | 7. Safety products | 13. Power panels |
| 3. Uninterrupted power, supply, cabinets, racks, switches, cooling, networking products | 8. Exit signs | 14. Monitoring systems |
| 4. Security access card readers | 9. Safety products | 15. Janitorial supplies |
| 5. Motion detectors | 10. Emergency lights, fire alarms, security cameras | 16. Fire extinguishers |
| | 11. Lighting controls | |



MEETING HALL

- | | | |
|--|--|----------------------------------|
| 1. Speakers | 8. Light switches | 14. Security access card readers |
| 2. Multi-media outlets, GCFI | 9. Outlets | 15. Recessed lighting |
| 3. Custom floor plates | 10. Uninterrupted power, supply, cabinets, racks, switches, cooling, networking products | 16. Exit signs |
| 4. Emergency lights, fire alarms, security cameras | | 17. AED defibrillators |
| 5. Decorative lighting | 11. Overhead viewing screens | 18. Fire extinguishers |
| 6. Wall enclosures | 12. A/V equipment | |
| 7. Pull stations | 13. Raceway | |



LIBRARY

- | | | |
|----------------------|-------------------------|---|
| 1. Recessed lighting | 7. Lighting controls | 13. Surge protection strips |
| 2. Safety products | 8. Raceway | 14. Labeling ID systems |
| 3. Pull stations | 9. Personal lighting | 15. Wireless solutions |
| 4. Motion detectors | 10. AED defibrillators | 16. Decorative lighting |
| 5. Light switches | 11. Fire extinguishers | 17. Emergency lights, fire alarms, security cameras |
| 6. Outlets | 12. Custom floor plates | |



DEVELOP A SUCCESSFUL PURCHASING PARTNERSHIP

As a purchasing professional, it can seem like your biggest hurdle is figuring out how to do more with less, especially in today's ever-changing work environment. Getting the highest quality product for the lowest possible cost can be challenging.

Working together with expert partners can often yield better results than going it alone. That's especially true in negotiating prices. Joining a network of like-minded professionals as part of a cooperative contract provides an innovative way to get better pricing and save time.

Once a price is established upon a contract award for a specific product; for example, thermal detection cameras, this price would remain constant for an agreed upon time period. Knowing the price will remain stable can make budgeting easier and provide long-term peace of mind for purchasing departments even as markets fluctuate.

A purchasing cooperative is an arrangement between businesses to combine demand to get lower prices from suppliers. Cooperative contracts are most commonly used by counties, municipalities, school districts, colleges, and universities to streamline purchasing.

As these organizations now look to provide safety solutions for on-site staff and visitors, purchasing through one contract vehicle can simplify the process. Cooperatives vary in size, but most are based on voluntary membership and democratic leadership. In order to use a cooperative contract, an organization usually must confirm their eligibility. While processing and assessing options, the purchasing agent or manager needs to access a Request for Proposal (RFP). The RFP information can be used to ensure that local requirements were met through the competitively-bid and legally-awarded contracts offered.

3 WAYS A COOPERATIVE CONTRACT CAN BENEFIT YOU

1

More Demand Lowers Prices

The ability of a purchasing agent to precisely budget costs can have a direct impact on an organization's profitability. Cooperative contracts provide members with access to an aggregate volume of specific supplies. This results in better pricing than a purchasing department could have acquired on its own.



2

Streamline Purchasing by Eliminating Steps

Tasks such as researching the latest product categories, sourcing competitive quotes and negotiating pricing can be time-consuming. Cooperatives have a contract development process in place to eliminate these tasks. This allows the purchasing department to focus their time and resources on other areas and can help increase productivity.



3

Growing Your Network

Cooperatives act as an extension of a purchasing department to save time, money and resources. They also provide a way for members to gain education and training while growing their personal and professional networks. By becoming a member of a cooperative, your organization becomes part of a tight-knit network. Take advantage of these networks by attending virtual cooperative events and staying up-to-date with exclusive training and engaging with other members to leverage their expertise.



How to Register to become a Cooperative Contract Member



- Go to www.nppgov.com
- Click on Join Now
- Complete the Registration Form
- Your NPPgov username, password, and member ID will be emailed to you within 48 hours



- Go to www.omniapartners.com/publicsector
- Click Register on the top right hand side of the screen. Complete the requested information.
- Submit



- Go to www.sourcewell-mn.gov
- Follow the instructions and register to become a member.

50+
COUNTRIES

MORE THAN
300
CITIES

18,000+
PROFESSIONALS
WORLDWIDE

FORTUNE
500
COMPANIES

\$17.2
BILLION
IN SALES*

NEARLY
100 YEARS
OF EXCELLENCE
AND EXPERIENCE

* Pro Forma 2019 Net Sales

About Anixter: anixter.com/aboutus

Legal Statement: anixter.com/legalstatement

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