



# Industry Leading **Government** Solutions

## *to Deliver Results:*

- Multiple GSA Schedules
- Dedicated Government & Contracts Teams
- Local Presence, National Network



# *The WESCO Federal Advantage*

## Government Team Commitment

WESCO is committed to supporting the federal government through a dedicated team of individuals focused on federal customers. The WESCO Government Team delivers results through an in-depth understanding of purchasing processes and GSA schedules. Our Regional Government Managers (RGMs) know the local landscape and can orchestrate the WESCO network to work for and with customers to streamline their purchasing needs utilizing our GSA schedules.

## Government Strategic Accounts Team

Focused on federal agencies, WESCO Government Strategic Account Managers (GSAM) focus on the needs and requirements of multi-location agencies. With years of military and federal experience, this team provides a full-service experience to agencies and understands the importance of purchasing through GSA schedules.

### **Broad Product Offering**

Streamline your supply chain with WESCO's extensive offering of electrical, communications, cybersecurity, energy, industrial, general maintenance, repair, security, operations, and OEM products.

### **Local Presence**

WESCO has nine distribution centers and a network of 800 branches in North America and select international locations to serve your facility wherever you are located.

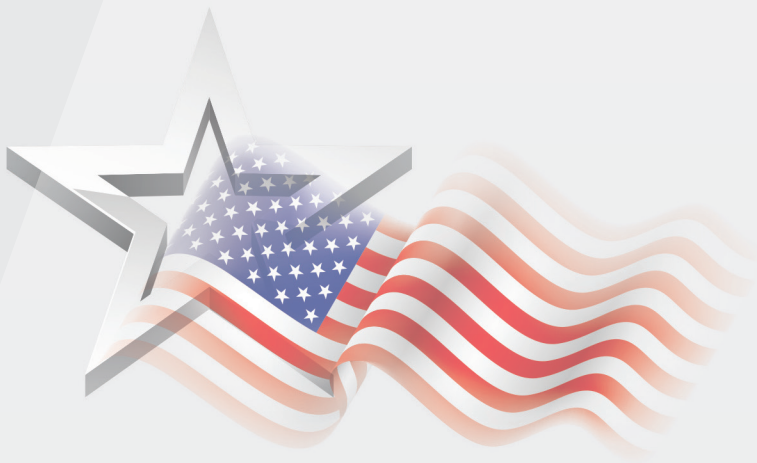
### **Financial Stability**

As a Fortune 500 company, WESCO has the financial strength to operate effectively, even under the most challenging economic conditions.

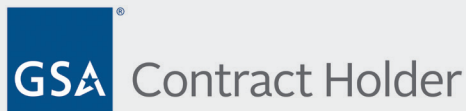
### **Proven Track Record**

A majority of Fortune 500 companies — leaders across a broad range of industries — utilize WESCO as a “one-stop shop” for their electrical and MRO needs.





## GSA CONTRACT VEHICLES



GSA schedules are a fast, easy, and effective contract vehicle for both customers and vendors with access to products and services at volume discount pricing. WESCO currently holds three MAS GSA Schedules for Materials/Industrial Services, Information Technology and Safety Equipment.

### **GSA MAS Schedule:**

Contract # GS-07F-0196U

SIN # 33512 Energy-Efficient Lighting and Sustainable Energy Solutions

335999 Power Distribution Equipment

OLM Order Level Material

Scan to visit contractor's GSA T&C's/price list:



### **GSA MAS Schedule:**

Contract # GS-35F-573GA

SIN # 33411 Purchasing of New Electronic Equipment includes communications equipment, controllers, connectors, cables

OLM Order Level Material

Scan to visit contractor's GSA T&C's/price list:



### **GSA MAS Schedule:**

Contract # GS-21F-0168W

SIN # 332510C Hardware Store, Home Improvement Center, Industrial or General Supply Store, or Industrial Maintenance Repair and Operations (MRO) Distributor - Catalog

OLM Order Level Material

Scan to visit contractor's GSA T&C's/price list:



## GSA CONTRACT BENEFITS:

- Eliminate the public bid process
- Experience flexibility and choice
- Typical delivery time 3-5 days
- Negotiated fair and reasonable pricing
- Saves time vs. open market
- Shop online 24/7 at [gsaadvantage.gov](http://gsaadvantage.gov)



For more information, email  
[federal@wesco.com](mailto:federal@wesco.com)



## Countless Capabilities

WESCO has provided electrical, data communications, MRO, and security products; supply chain management solutions; and logistics services to the government market since 1922. Our dedicated WESCO Government Team boasts over 100 years combined service to the U.S. In addition, we have relationships with over 25,000 suppliers while providing value-added services.



### SUPPLY CHAIN

Save time and simplify production or construction projects with pre-fab systems, assembly services, kitting, and more.



### SITE SERVICES

Materials management made easy. When your needs are complex we offer you a simple proposition: the right material, at the right time, in the right place, for the right price.



### ENGINEERING SERVICES

Engineering Services can improve the efficiency and longevity of your business equipment to help you realize the greatest ROI from your investment.



### TRAINING

Informed employees are safer and more productive.



### SAFETY

Keep your employees and customers safe, secure and productive at all times, in all conditions.



### LEAN

Let us help you uncover opportunities for improvement.





## DIGITAL PROCUREMENT

In an always-on world, our digital solutions keep you connected.



## AUTOMATION

Prevent unexpected downtime with proactive measures.



## DATA COMMUNICATIONS

Critical service at the center of every business



## SECURITY

Keep your data center and facilities safe.



## ENERGY, LIGHTING, AND SUSTAINABILITY

Manage your energy and environmental footprint efficiently and sustainably.





## Frequently Asked Questions

- Q:** Who is eligible to use GSA Schedule contracts?
- A:** GSA Order Administrative (ADM) 4800.2H provides detailed information regarding those agencies, activities, and organizations that have been determined to be eligible to use GSA Schedule contracts.
- Q:** What is the maximum order threshold?
- A:** Due to the COVID-19 pandemic, the micro-purchase threshold is raised from \$10,000 to \$20,000 for domestic purchases and to \$30,000 for purchases outside the U.S. until September 30, 2020. In accordance with FAR 8.404(b) (3), the Maximum Order Threshold represents the point where it is advantageous for customers to seek a price reduction. In fact, after a customer reviews the pricelist(s) or GSA Advantage!®, the FAR instructs customers to generally seek price reductions for orders exceeding this threshold from Schedule contractor(s) appearing to provide the best value (considering price and other factors).
- Q:** Does using a GSA schedule eliminate the public bid process?
- A:** Yes, Using a GSA schedule gives you the opportunity to request multiple quotes from different schedules. You can also review awarded pricing instead of posting the opportunity as a public bid.
- Q:** Sometimes, I need delivery right away. Can I get it using GSA Schedule contracts?
- A:** GSA Schedule contracts have the same delivery times as the contractors' commercial delivery times. GSA Schedule contracts can also contain expedited delivery terms, or customers can request expedited delivery to meet their requirements.
- Q:** Are all products and services offered under GSA schedule contracts compliant with the Trade Agreements Act (TAA)?
- A:** Yes. All products and services offered under GSA Schedule contracts are evaluated and awarded in accordance with the Trade Agreements Act (FAR 25.4).
- Q:** Can I use my government-wide commercial purchase card for payment?
- A:** GSA Schedule contractors are required to accept the purchase card for payments equal to or less than the micro-purchase threshold. GSA Schedule contractors are also encouraged to accept the card for dollar amounts above the micro-purchase threshold. Ordering activities can consider purchase card acceptance when deciding which contractor represents the best value.

Source: [www.gsa.gov](http://www.gsa.gov)



# 5 Reasons to Utilize a GSA Schedule During Year End Spend

It's that time of year when Government Services Administration (GSA) schedules are in the spotlight. Many federal agencies use these schedules to access discounted products and services that will streamline the federal procurement process. This contract vehicle is particularly important during federal year-end buying season. Every year, agencies scramble to spend their remaining budgets by the September 30 deadline or else lose their funds.

## ***5 Benefits of a GSA Schedule***

If you're still uncertain about using these schedules, here are five benefits that might persuade you.

### **1. Eliminate the Public Bid Process.**

Using a GSA schedule gives you the opportunity to request multiple quotes from different schedules. You can also review awarded pricing instead of posting the opportunity as a public bid. Believe it or not, the typical time to be awarded a public bid is nearly 300 days.

GSA also offers fair and reasonable pricing that could help you avoid requesting and evaluating multiple quotes for smaller purchases, allowing you to save precious time.

### **2. Enjoy Fast Delivery**

Items can be delivered within 3-5 days in most cases.

### **3. Save Money**

Pre-negotiated GSA schedule pricing is known to be fair and reasonable. Customers may also request special quotes for larger orders, which could result in more savings beyond discounted schedule prices. In some cases, there may be a maximum order limit based on SIN number.

### **4. Save Time**

GSA schedule orders average 15 days for procurement and delivery, while open market purchasing could take up to 268 days.

### **5. Shop Online**

You can conveniently shop 24/7 at [GSA Advantage](#) for specific products on the schedule.

## ***The Greatest Benefit?***

GSA schedules make it easier to navigate business with the federal government. Our experienced Government team can help you take advantage of our schedules and federal capabilities during the busiest time of year.

**Visit our WESCO Blog for the latest!**

<https://blog.wesco.com/>





# WESCO®

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WESCO International, Inc. (NYSE: WCC), a publicly traded FORTUNE 500® holding company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturer (OEM) products, construction materials, and advanced supply chain management and logistic services. Pro forma 2019 annual sales were approximately \$17.2 billion, including Anixter International. The company employs approximately 18,900 people, maintains relationships with more than 30,000 suppliers, and serves more than 150,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers, and utilities. WESCO International operates 11 fully automated distribution centers and approximately 800 warehouse/branch locations in North America and more than 50 countries around the world, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.