



*Your One Source  
for Data Center  
Infrastructure*

**WESCO Colocation Solutions**



# Raising Expectations.

You're facing more competition and more pressure. The colocation market is expanding rapidly with new companies offering new services every day. Profitability comes from offering unique services as efficiently as possible. Efficient operations lead to faster turn-ups, fewer failures and lower operating costs.

Edge applications requiring cloud services place greater demand on facilities. Your customers have constantly evolving requirements that increase demands on power, space and cooling; an effective colo must be flexible and adaptive to keep pace.



## Why WESCO?

### The Experience to Help you Succeed.

WESCO provides the products and services necessary to operate colocation facilities more efficiently and cost-effectively, so you can focus on growing your business.

Your supply chains are complicated, and often incomplete. If you're spending time figuring out where and how to find the best products for each of your clients, you're wasting valuable time that can be best spent elsewhere. You need a partner to consolidate the right products and solutions so you can deliver on customer demands.

WESCO addresses the unique requirements colocation facilities have at every active stage of your business's life cycle, from pre-construction through operation.

We help you better identify products, manage your supply chain efficiently, ensure fast deployment, reduce risk and save money and time—so you can create more value for your customers and grow your business.



- WESCO has been a leader in the data communications, security, infrastructure and construction industries for decades.
- WESCO has developed a strong data center and colocation services model that supports some of the fastest-growing and largest companies in the hyperscale and colocation markets.
- Our solutions have helped these companies operate their businesses more efficiently and cost-effectively.

# The Right Solution... for You

Each step in the lifecycle of a colocation center is a key piece of the puzzle, and each person plays an important, specialized role in delivering fast, flexible, reliable service to customers.

You're in a challenging business environment. We understand that you need:

- To be more flexible and scalable to stay competitive
- Expedient product ordering and delivery so you can react quickly
- Access to top equipment and pricing that helps you be more cost-efficient
- To maintain uptime without sacrificing performance or quality
- To reliably provide the best service at the best price

At WESCO, we understand the needs of your customers and the needs of your team, so we can help you add value at every stage.



We provide supply chain services to help your facilities and operations team through construction and operations processes.



Our best-in-class procurement solutions help your procurement team source as efficiently as possible.



We add value to every relationship so that we can help you close and retain more business and have access to the solutions you need, when you need them.



We provide technical expertise in a multitude of areas so that your teams can make the best recommendations.



Our experience with hyperscale and colocation data centers gives us valuable insight to develop the ideal solution for your needs.





# *No Limitations.*



We meet the needs of you and your customers by providing solutions that run the gamut from initial construction through day-to-day operations.



## ***Facilities & Supply Chain Services***

WESCO ensures you have the products you need, when you need them, with recommendations on what, where and how to get what you need—for less.

- Uptime for your critical systems
- Reduced SKUs and consolidated suppliers
- Complete and responsive maintenance and repairs
- Expedited ordering and delivery
- Effective supplier and vendor management
- Reduced operating costs



## ***Best-In-Class Procurement Solutions***

WESCO keeps your product and deployment costs down, making sure you're getting the right products at the best price, at the right inventory levels, exactly when you need them.

- Keep product and deployment costs down
- Ordering and delivery made fast and easy
- Provide access to superior products
- eCommerce
- Real-time inventory control



## *A Value-Added Relationship*

Meet demanding customer expectations and rise above the competition. WESCO helps your team design and deliver solutions fast, with the right products at the best cost—to maximize your profitability, on time and on target.

- Acquire and maintain customer relationships by helping you meet your SLAs
- Meet deployment and revenue commitments
- Deliver superior service
- Meet customer requirements
- Maximize margins



## *Unparalleled Technical Support*

You don't have time to keep up with every new product and solution—that's our job. We'll recommend the best products to satisfy your customers' requirements, backed by the service and support to get it done right.

- Provide access to key product categories and the latest technology
- Design the best solution that can be implemented quickly and effectively
- Expertise includes categories such as security, networking, power, space and cooling
- Technical assessments for best practices and technology performance



## *Unmatched Data Center Expertise*

We work with you to help develop new solutions, select products and procure them—so your team can stay focused on the big picture while maximizing your competitive advantage.

- Accommodate technology and industry trends
- Assist with technical specifications
- Deliver superior service
- Optimize capacity, data management, assets and security
- Control costs



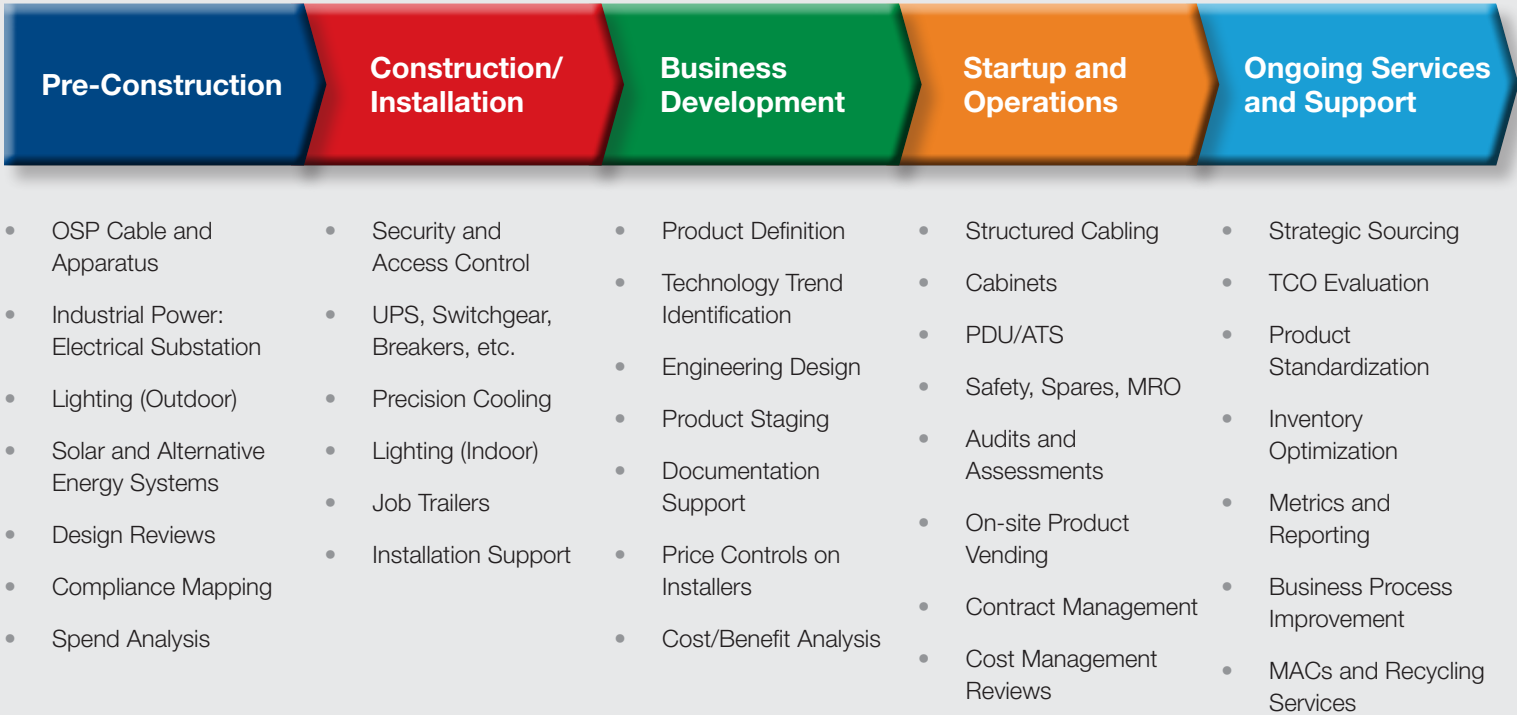


# Supply Chain Solutions



WESCO helps colocations save money and improve business results at every active stage of the business's life cycle.

## Business Life Cycle



# Working With WESCO



As your one source for everything from products to planning, WESCO provides all the tools necessary for your day-to-day needs, as well as the future requirements needed to support your business growth.

## ***On-Time Delivery at the Best Price***

WESCO ensures you have the products you need, when you need them, for less.

## ***Widest Variety of Product Options***

WESCO represents the broadest group of products in the world—we always have what you need.

## ***Best of Breed Products***

WESCO represents the best manufacturers in the world; we stand behind the products we sell and maintain many of the longest partnerships in the industry.

## ***Industry Expertise***

WESCO helps you design and deliver solutions fast to maximize your profitability—on time and on target.

## ***A Vast Array of Services to Support You***

WESCO offers the supply chain services and customization capabilities to ensure that your business is always ready to meet the needs of your customers.



***We can design a personalized solution to meet the needs of your Colocation Center.***

Contact your local WESCO sales branch by visiting <https://branchlocator.wesco.com> or send an inquiry at [colo@wesco.com](mailto:colo@wesco.com)



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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 manufacturers (OEM) products, construction materials, and advanced supply chain management and logistic services. 2016 annual sales were approximately \$7.3 billion. The company employs approximately 9,000 people, maintains relationships with over 25,000 suppliers, and serves over 80,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers, and utilities. WESCO operates nine fully automated distribution centers and approximately 500 full-service branches in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.

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