WESCO’s Supply Chain Services team provides comprehensive cost savings programs through a dynamic, multi-tier approach that optimizes performance in each segment of your supply chain. Our lean optimization processes can be deployed to reduce waste, increase efficiency, and provide measurable savings to any business and our Value Creation professionals have decades of experience in designing and implementing high performing supply chain models. Consider us an extension of your supply chain organization, ready to deliver tangible value to your bottom line.

COMMUNICATIONS
- Data Center Assessment

eBUSINESS
- Digital Transaction Services
- eCommerce
- Market Site Integration

ENERGY & SUSTAINABILITY
- Energy and Utility Analysis
- Energy Procurement
- Lighting Renovation Services
- Waste Mitigation and Recycling Management

ENGINEERING SERVICES
- Life Extension and Modernization
- Power Distribution Services
- Power Factor Correction
- Power Quality

PRODUCTION SUPPORT
- Assembly
- B & C Material Sourcing
- Cable Management
- Kitting
- Lean Labeling and 5S Signage Assessment
- Prefabricated Systems
- Process Streamlining

SAFETY
- Arc Flash Assessment
- Chemical Management
- Compliance and Technical Services
- Emergency Notification System Assessment
- Hazardous Lighting Assessment
- Lockout/Tagout
- Personal Protective Equipment (PPE) Assessment
- Safety Labeling and Signage Assessment
- Spill and Leak Remediation Assessment
- Wet and Damp Area Assessment

SECURITY
- IP Addressing
- Rack and Stack

SUPPLY CHAIN OPTIMIZATION & INTEGRATION
- Asset Recovery and Distribution
- Emergency and Disaster Preparedness
- Integrated Supply
- Lean Warehousing
- Product and Supplier Rationalization
- Repair Services
- Sourcing
- Storeroom Management
- Transaction Cost Review
- Vendor Managed Inventory (VMI)

POINT OF USE
- eStock
- Job Trailers
- Vending

TRAINING
- Application Training
- Product Training
The first step in designing the right supply chain solution is an initial meeting with the WESCO team to assess your needs. We will lead the process, define the opportunities, and coordinate key activities to build a program that addresses your specific requirements.

WORLD-CLASS SUPPLY CHAIN SOLUTIONS

We support you at every step of the supply chain.
Production Support

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

ASSEMBLY
*Improve system efficiency, streamline the supply chain, and reduce repair and operation costs*
Combine customized parts and subassemblies into one or several complete components for installation. Use in virtually any system including OEM end products and utility substations and transmission lines. Engineering services may be available for developing assemblies for customized components.

B & C MATERIAL SOURCING
*Save on costs related to freight and on-hand inventory*
Assume management of low-cost, high-mix components to consolidate the number of vendors and reduce transactions associated with C-class items. Reduce piece price through product substitution and/or leverage of overall commodity spend.

CABLE MANAGEMENT
*Customize inventory and material management processes*
Cut-to-length service for wire or cable, just-in-time delivery, custom reel labeling and tagging, and custom cable manufacturing, as well as paralleling, striping, and bundling.

KITTING
*Minimize SKUs, streamline ordering processes, and increase productivity*
Pre-package multiple components into one kit to reduce errors, improve material handling, and reduce labor costs.

LEAN LABELING AND 5S SIGNAGE ASSESSMENT
*Post critical point-of-use information on the shop floor to create “just-in-time” communication*
Floor markings, labeling, signs, and other visual tools can create a “just-in-time” communication system to ensure that best practices remain clearly visible to everyone in the facility.

PREFABRICATED SYSTEMS
*Save time and reduce errors*
Create prefabricated electrical solutions for large projects with identical layouts, such as hotels, hospitals, office buildings, and multi-family dwellings.

PROCESS STREAMLINING
*Eliminate non-value add actions*
Apply Lean concepts such as value stream mapping, time/motion studies, process value assessments, space utilization analysis, and error-proofing to streamline existing processes.
With our advanced handheld scanning device, barcode labels, and a computer, you can generate and transmit orders on a just-in-time basis with speed and 100% accuracy.

Use our e-Stock system to streamline your inventory replenishment processes, and help ensure that critical items are always in stock. Ask about our Rapid Implementation Services – you can be transmitting orders within days.

WESCO WILL:

- Evaluate your inventory and streamline suppliers
- Label each bin location
- Adjust minimum and maximum to optimal levels
- Prove savings and productivity improvement

OUR SYSTEM FEATURES:

- Flexible configuration
- Simple-to-use Internet and hand-held devices
- Integration of your procurement system with ours through EDI
- Training
- Comprehensive reporting capabilities

ACHIEVE SIGNIFICANT TIME SAVINGS

- Orders can be scanned and transmitted in a fraction of the time that it takes to create a handwritten or manual purchase order.
- e-Stock eliminates “phone tag” communication to salespeople or unsuccessful fax transmissions to branches. It’s a paperless, error-free order transmission.
- Reduce the number of POs for your storeroom.

IMPROVE ORDER ACCURACY

- It’s all in the barcode – No more manual identification of product and handwriting part numbers or product descriptions.
- No broken cartons – Orders default all product scans to full cartons (can be manually overwritten).
- Reduce errors – Orders are automatically submitted to the WESCO system through EDI (Electronic Data Interface), reducing errors from keystroke or misinformation.
- Increase product availability and reduce backordering – Initial and ongoing product selection procedures provide us with data about what you’re likely to purchase. In turn, this helps us optimize our branch inventory to better prepare stock at our branch locations and eliminate stockouts.
Supply Chain Optimization and Integration

The services may be complex but we offer you a simple proposition: the right material, at the right time, in the right place, for the right price.

**ASSET RECOVERY AND DISTRIBUTION**
Reduce inventory costs and procurement cost disposing of unusable material
Inventory assessment of excess inventory materials to determine usability, stocking levels and reorder points, and determine optimal disposition.

**EMERGENCY AND DISASTER PREPAREDNESS**
Review or establish response protocols and procedures for critical systems
Strategic material planning to ensure continuous operations during an emergency or a natural disaster, including alternate inventory locations, contingency stocking levels, and kitting of critical components and safety equipment.

**INTEGRATED SUPPLY**
Provide low cost centralized procurement and fulfillment solutions
Plan and execute continuous cost reduction strategies and leverage and manage MRO spend for indirect materials and supply chain services.

**LEAN WAREHOUSING**
Run a more organized and efficient warehouse operation
Apply Lean principles to inventory organization, storage, layout, flow, and handling processes. Optimize required inventory levels and establish efficient replenishment processes, including demand forecasting and inventory planning.

**PRODUCT AND SUPPLIER RATIONALIZATION**
Gain greater leverage, decrease product costs, and streamline supply chain processes
Identify opportunities to standardize equipment and resources across a facility, resulting in price savings and improved service capabilities. Concentrate purchases with a smaller set of suppliers.

**REPAIR SERVICES**
Reduce downtime, increase plant efficiency, and optimize inventory levels of spare parts
Conduct an on-site assessment to evaluate equipment repair or replacement options and determine the feasibility of an ongoing maintenance program.

**SOURCING**
Competitive pricing and timely delivery
Provide competitive pricing and timely delivery for a spot-buy product purchase through WESCO’s national and local relationships with thousands of suppliers. Green procurement services may be available.

**STOREROOM MANAGEMENT**
Reduce cost of inventory control processes
Manage some or all of a facility’s storeroom inventory, evaluating levels and material management practices to better classify, track, and control supplies.

**TRANSACTION COST REVIEW**
Minimize “hidden” operating costs.
Help customers determine the best ways to systematically improve how they consolidate orders, establish min/max levels, and maintain stock levels.

**VENDOR MANAGED INVENTORY (VMI)**
Reduce layers in the supply chain, increase stock visibility, and decrease overall stock levels
Implement a supply chain practice where designated inventory is monitored and managed by the vendor.

**POINT OF USE SOLUTIONS**

**eSTOCK**
Optimize the ordering process through data analysis, order points, and bar coding
Manage inventory in storerooms and bins via electronic scanning and a web-enabled procurement system. Enable optimization of the ordering process to identify and track use. eCrib, WESCO’s proprietary software, is a unique, robust inventory management system used in integrated supply applications. (See page 4)

**JOB TRAILERS**
Keep MRO products easily accessible on the job site
Inventory is managed in a job site trailer by a WESCO representative, providing a cost-effective solution for a construction or temporary storage project. (See page 6)

**VENDING**
Manage critical inventory
Allow customers to manage inventories and critical assets through the implementation of advanced vending devices. Determine the configuration of “smart” cabinets, bins, and lockers with flexible inventory control levels, reporting usage details to best manage critical inventory. (See page 7)
On-site Job Trailer Solutions

Our job site solution delivers a customized trailer which can include tailored shelving, a work area, and electrical and communication hookups. Products are then bin-mapped to the trailer’s storage shelves. Once completed, inventory is checked in to finalize the setup process.

A WESCO representative helps you identify your requirements to determine the best job trailer configuration for your site and project. Our thorough checklist ensures all your needs are considered and met.

IMPLEMENTATION

- Material scope – Identify electrical, datacom, and general or industrial MRO materials required for the project.
- Strategy – Identify “A” items that are required on the project and develop a total demand for each identified item.
- Develop an approved manufacturer list – Align with WESCO’s standardized stocked materials.

PROJECT PHASE

- Restocking program – Based on customer requirements and complexity of the project, e-Stock or bin replenishment can be used to manage inventory within the trailer.
- Reporting – Solutions include developing project schedules, opening orders and backorders, and tracking monthly material use by manufacturer and over the course of the project.

POST-IMPLEMENTATION

- Project-specific catalog – A complete project catalog of “A” and “B” items are developed and presented to the project manager at the end of the project.

BENEFITS

- Increase savings and reduce downtime – Necessary materials are ordered and replenished to trailer shelves.
- Minimize loss – Products are stored in a convenient, safe, and secure area.
- Regular oversight – Your WESCO representative holds regular inventory review visits.
- Better inventory management – e-Stock can be rapidly implemented into a job trailer to help analyze inventory data, set optimum reorder points, and print bar-coded labels for bins and shelves.
- Ready when you are – The materials you need are onsite.

TRAILER CUSTOMIZATION

Trailers can be ordered to your specifications with flexible shelving arrangements, heating, air conditioning, power, computer, refrigerator, and more. The most common: 24’ x 60’ Depot, 12’ x 60’ Depot, 18-wheel trailers; and Connex Boxes from 8’ x 20’ to 8’ x 40’ with doors at one or both ends.

THE WOW CART: WESCO ON WHEELS

Move material to the right floor and specific room with ease for faster installation. The WOW cart ensures you have the right supplies at the right time and right place.
**Point-of-Use Vending Solutions**

Our vending partners’ systems give companies an intelligent, accurate way to control and track PPE, MRO, and other employee-vended supplies and tools. These dispensing systems help supply managers ensure that they have the right quantity of supplies in the right locations, available for the right employees – every hour of every day.

**INCREASE AVAILABILITY AND CONTROL FOR FREQUENTLY USED ITEMS**

WESCO has the right Point-of-use solution for any organization requiring a convenient alternative to full storeroom management programs.

Point-of-use vending machines are ideal for small satellite locations that have limited space and staff to manage consumables, direct materials, MRO, safety, or datacom products.

**REDUCE “WALK AND WAIT” TIME**

Vending machines offer quick access to frequently used equipment. The machines are equipped with badge scanning capabilities to control and limit usage of supplies or equipment, which results in immediate cost savings.

Workers can access product whenever they need it so production keeps moving. To protect your inventory, the system offers a variety of customizable controls to ensure products are dispensed only to authorized employees.

**YOU CAN:**

- Manage the use of any item to a specific quantity per day, week or month
- Manage by a dollar threshold or department budget number
- Track by job type or by time restrictions per shift
- Track by product numbers

WESCO can monitor your inventory usage and levels. Once the inventory levels are set, restocking is a seamless process.

Making a “supply run” doesn’t have to take valuable time away from the line when supplies are kept on the floor where the work is performed.

**SupplyRun Vend**

- Badge or code access
- Holds 50-60 small high-value items

SupplyRun Vend is a low-cost investment that offers 24/7 availability, consolidated reporting and complete control over inventory.

**SupplyRun SmartBin**

- Open bins for high-use consumable items
- Load-activated

SupplyRun Sort offers single-wide and double-wide bins for flexible configurations. Each SupplyRun Sort sends an alert when level reaches the minimum point, thus eliminating the need for barcode scanning or manual counting.

**SupplyRun Store**

- Badge, code, or fingerprint access
- Fully configurable shelving

SupplyRun Store provides flexible configuration, secure access monitoring, and check-out-and-return dispensing. One machine stores the same as two to four traditional machines, therefore dispensing costs are 50-70% lower.
**DATA CENTER ASSESSMENT**

*Evaluate efficiency of data center and project future capacity needs*

Conduct an overall health assessment of critical power and cooling systems, catalog existing infrastructure, and identify operational efficiencies. Recommendations to optimize the existing Data Center, taking into account future growth projections, are provided.

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**Communications**

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**Security**

**IP ADDRESSING**

*Reduce installation time of security cameras*

Preconfigure cameras and network devices with proper IP addressing and documentation to eliminate out-of-box failures, reduce installation time, and provide easy jobsite identification.

**RACK AND STACK**

*Pre-configure physical hardware to reduce jobsite labor and packaging waste*

Assemble rack or cabinet components for a multi-site roll-out into one standardized, complete unit that ships with all equipment manuals after a quality inspection.

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**Training**

**APPLICATION TRAINING**

*Tailored application training directed toward operational needs*

Provide customized training programs to meet the operational needs of an individual facility and its personnel. Training modules include arc flash, lockout/tagout, ground fault, preventative maintenance, and more.

**PRODUCT TRAINING**

*Learn about new products*

Customize supplier-directed product training to increase the correct selection and use of new equipment in customer-specific applications.
Manage your energy and environmental footprint efficiently and sustainably.

ENERGY AND UTILITY ANALYSIS
Discover options to reduce energy use and cost
Assess how buildings use energy through a combination of historical utility bill analysis, building performance review, and onsite inspections and monitoring. Energy conservation measures are identified, evaluated, and prioritized based on payback criteria, energy savings, and feasibility.

ENERGY PROCUREMENT
Procure energy competitively in the market
Provide a managed, turnkey procurement process for competitively sourcing and bidding electricity and natural gas pricing from suppliers.

LIGHTING RENOVATION SERVICES
Reduce lighting and maintenance cost while supporting sustainability initiatives
Analyze and identify opportunities in existing environments to design updated, energy-efficient lighting systems, specify fixtures, lamps, and controls, enhance light quality, minimize maintenance costs, and meet and coordinate installation requirements.

WASTE MITIGATION AND RECYCLING MANAGEMENT
Reduce waste and enhance compliance
Provide cost-effective, simple solutions for the recycling of lighting, electronic, and other types of waste in compliance with federal, state, and local disposal regulations.

Energy and Sustainability

Engineering Services

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

LIFE EXTENSION AND MODERNIZATION
Extend life of critical components and migrate to current technology
Extend the life of existing systems by providing aftermarket services or updating and refurbishing electrical equipment from any manufacturer, bringing them into full compliance with new code and safety standards.

POWER DISTRIBUTION SERVICES
Increase visibility and improve control of power systems
Review power distribution needs in a facility, then design and integrate electrical distribution equipment, low-voltage and data assemblies, and systems for energy management and lighting control into one Integrated Facility System (IFS) assembly.

POWER FACTOR CORRECTION
Improve efficiency of power systems and reduce utility charges
Increase transmission capacity of a power system, minimize energy losses, and correct power load variances—economically and easily—resulting in increased engineering reliability of equipment that helps reduce energy and power quality costs.

POWER QUALITY
Protect critical equipment and prevent unexpected outages
Identify improvements to system efficiency, reductions in repair and operation costs, and opportunities to extend equipment life through a complete power factor and power quality audit.
Keep your employees and customers safe, secure and productive at all times, in all conditions.

ARC FLASH ASSESSMENT
*Mitigate risks of working within electrical panels*
Identify the hazard risk category and define the personal protective equipment (PPE) requirements for safely performing work on electrical panels, starting with short-circuit and coordination analysis.

CHEMICAL MANAGEMENT
*Enhance safety of chemical storage and use*
Conduct an in-depth, plant-wide chemical use survey to identify improvements for product applications, storage, OSHA/EPA compliance, and risk “hot spots.”

COMPLIANCE AND TECHNICAL SERVICES
*Achieve safety and regulatory compliance while reducing risk and fines*
Perform an assessment to help achieve and maintain regulatory safety compliance and interpret safety codes and regulations to avoid fines, prepare for inspections, and reduce the risk of litigation.

EMERGENCY NOTIFICATION SYSTEM ASSESSMENT
*Ensure safe and effective evacuation during emergency situations*
An on-site review of emergency notification systems that identifies gaps in evacuation plans and systems. Recommend upgrades to your response strategies and signaling systems, with the focus is on potential risks to human life and property.

HAZARDOUS LIGHTING ASSESSMENT
*Identify durable lighting solutions for any environment*
Examine the current lighting and electrical systems in harsh and hazardous environments to help eliminate maintenance costs, reduce SKUs, improve safety, and reduce energy consumption and related costs at the facility.

LOCKOUT/TAGOUT
*Design a comprehensive, OSHA compliant electrical safety program*
Implement a comprehensive lockout/tagout strategy and training program, help achieve a safer working environment, and aid in OSHA compliance with the 29 CFR 1910 standard for The Control of Hazardous Energy.

PERSONAL PROTECTIVE EQUIPMENT (PPE) ASSESSMENT
*Recommend application-specific safety equipment*
Conduct an on-site evaluation to identify opportunities for closing PPE compliance gaps, replacing/upgrading equipment, and managing PPE inventory. Assessments can be done for whole body protection or specific protection applications.

SAFETY LABELING AND SIGNAGE ASSESSMENT
*Assess critical visual communication needs*
Assess the status of a facility's safety and signage labeling, providing a variety of service and product options that protect employees and facilities against inherent risks.

SPILL AND LEAK REMEDIATION ASSESSMENT
*Assess safety risks throughout the facility*
Conduct a facility survey to discover potential risks, and provide recommendation for spill and leak prevention and corrective responses, including substrate-to-spill compatibility and options to address workplace safety needs.

WET AND DAMP AREA ASSESSMENT
*Isolate electrical systems from liquids that impact manufacturing performance*
Review the current state of electrical systems to identify potential safety and maintenance issues such as power failure, contamination, corrosion, liquid ingress, or other problems that can negatively impact a plant's manufacturing process, and provide recommendations on improving inventory management.
An oil company Field Material Coordinator needed to improve the material management process for new well pad projects. His company wanted to identify an alternate supply chain solution because the current turnkey contractor’s service was not satisfactory. An initial requirement of the new service provider would be to recover MRO material from the current contractor’s storage yard.

A WESCO task force of managers from the Business Development team, the local branch and the customer performed a 6S process to ensure the customer’s material in the contractor’s yard was properly inventoried for temporary storage at the branch. $1.2M in material was recovered from contractor yard and prepared for redistribution.

The team developed a customized inventory file for the project bill of materials (BOM) to establish material controls and meet redistribution requirements. Five project trailers were acquired and customized with shelving and racking for special bulk and bin stock according to the new well pad bill of material.

The MRO material formerly stored at the branch was moved to the on-site customized job trailers to improve availability and streamline the replenishment process.

The material management process was greatly improved which contributed significant cost savings to the customer’s future projects. In the following year, approximately $624,000 were saved over the course of constructing 42 new wells.

Drill Down for Savings You Can Add to the Bottom Line

SOLUTIONS:
• Job Trailers
• Kitting
• Supplier Rationalization
• Vendor Managed Inventory
THE VALUE CREATION PROCESS

1. IDENTIFY REQUIREMENTS: WESCO and the customer meet to build a clear definition of customer requirements, such as improving customer service, quality, or safety, reducing costs, and enhancing productivity.

2. ALIGN SOLUTIONS: WESCO’s solution experts review all of the customer’s requirements and align them with the WESCO Value Creation Solutions. WESCO and the Customer work together to prioritize the solution options and create details for a Search for Savings event.

3. SEARCH FOR SAVINGS: WESCO and Supplier solution experts engage the Customer team in an onsite Search for Savings event to identify opportunities and address their needs and requirements.

4. CUSTOMIZE AND IMPLEMENT: WESCO and Supplier solution experts design and implement customized solutions to increase productivity, reduce costs, and deliver value.

Getting started is easy:

Benefits from WESCO Supply Chain solutions are real, long-term, and have a positive financial impact on your business — resulting in reduced cost and labor, improved productivity, or enhanced safety.

Getting started is quick and easy:

- Contact Supply Chain Services or your local WESCO Branch to schedule a program introduction
- Review your objectives with the WESCO representative
- Determine which solutions to focus on to meet the objectives

For more information, contact WESCO’s Supply Chain Team at supplychainservices@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) product, construction materials, and advanced supply chain management and logistic services. 2015 annual sales were approximately $7.5 billion. The Company employs approximately 9,300 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.