WESCO partners with key suppliers and industry experts to offer an extensive line of WESCO Value Creation Solutions which can streamline operations in a variety of areas by providing energy, project management, working capital, and procurement expertise.

Partner with WESCO to make a difference – Contact your local WESCO Branch or send an e-mail to valuecreation@wesco.com to take advantage of our ever-expanding value-added services.

**Engineering Services**
- Design and Automation Services
- Life Extension and Modernization
- Power Distribution Services
- Power Factor Correction
- Power Quality
- Start-up and Commissioning

**Production Support**
- Assembly
- Cable Management
- Kitting
- Lean Labeling and SS Signage Assessment
- Prefabricated Systems
- Process Streamlining

**Safety**
- Arc Flash Assessment
- Chemical Management
- Compliance and Technical Services
- Harsh and Hazardous Area Assessment
- Lockout/Tagout
- Personal Protective Equipment (PPE) Assessment
- Safety Labeling and Signage Assessment
- Spill and Leak Remediation Assessment
- Wet and Damp Area Assessment
- Wiring Device Maintenance Assessment

**Security**
- IP Addressing
- IP Camera Advanced Configuration
- Rack and Stack
- Surveillance Server Optimization

**Supply Chain Optimization**
- Emergency and Disaster Preparedness
- Industrial Vending
- Job Trailers
- Lean Inventory
- Lean Warehousing
- Product Standardization
- Repair Services
- Sourcing
- Storeroom Management
- Supplier Rationalization
- Transaction Cost Review
- Vendor Managed Inventory (VMI)

**Training**
- Application Training
- Product Training

**Working Capital**
- Asset Recovery and Distribution
- Integrated Supply
- Turnkey Services

**Communications**
- Data Center Assessment
- Data Center Cooling System Evaluation
- Data Center Power System Evaluation
- Network Closet Assessment

**eBusiness**
- Digital Transaction Services
- eCommerce
- e-Stock
- Market Site Integration

**Energy and Sustainability**
- Energy Assessment
- Light Management
- Lighting Renovation Services
- New Construction Lighting
- Waste Mitigation and Recycling Management
- Water Conservation Assessments

Solutions with a green leaf denote services aligned with sustainable initiatives, such as energy, water, waste reduction, and green facility design such as LEED®.
Data Center Assessment
- Conduct an overall health assessment of critical power and cooling systems, catalog existing infrastructure, and identify operational efficiency. Recommendations to optimize the existing Data Center, taking into account future growth projections, are provided.

Data Center Cooling System Evaluation
- Evaluate a facility’s cooling systems, providing a 3-D model of temperature and airflow in the data center and recommending ways to reduce overall utility expenses and improve cooling efficiencies.

Data Center Power System Evaluation
- Evaluate a facility’s power system to identify inefficiencies and provide recommendations for reducing operating expenses and enabling future expansion.

Network Closet Assessment
- Examine environmental and critical infrastructure conditions, provide recommendations to increase overall closet effectiveness, streamline configurations, and ensure maximum availability based on future moves, additions, and network changes.

Digital Transaction Services
- Provide implementation support for eBusiness document integration, translation, and routing allowing customers to streamline the sending/receiving of many types of documents including purchase orders, invoices, ship notices, and various other forms of business data (EDI and XML).

eCommerce
- Allow customers to place purchase orders, check product availability and customer-specific pricing, and view order history, invoices, and reporting around-the-clock. Users can log in directly, or enable PunchOut technology to remove “double-entry” for PO creation through tight integration with ERP systems.

e-Stock
- Manage inventory in storerooms and bins via electronic scanning and a web-enabled procurement system. Enable optimization of the ordering process through data analysis, setting order points, and barcoding to identify and track use. eCrib is a unique, robust inventory management system used in integrated supply applications.

Market Site Integration
- Integrate with many major third party market sites (Ariba, Hubwoo, SciQuest, etc.) for electronic document translation and routing, PunchOut web ordering, and hosted electronic catalogs.

Energy Assessment
- 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.

Light Management
- Design systems to effectively manage natural and artificial light, resulting in reduced power consumption during peak times, reduced energy costs, and maximized light quality.

Lighting Renovation Services
- 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. Ideal for developing lighting systems for multi-site businesses.

New Construction Lighting
- Help design an optimal new construction lighting system to reduce maintenance, inventory, and procurement costs, save energy, improve productivity, and meet environmental standards. WESCO also provides LEED® and green strategy expertise on new construction projects.

Waste Mitigation and Recycling Management
- 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.

Water Conservation Assessments
- Evaluate the domestic water usage within a facility to identify solutions that reduce water consumption, eliminate leaks, enhance pump performance, and costs associated with water usage, and improve overall performance of the facility water system.
**Engineering Services**

**Design and Automation Services**
- Create custom automated engineering processes to enhance safety, increase process efficiency, improve quality, and manage energy.

**Life Extension and Modernization**
- 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**
- Review power distribution needs in a facility, design and integrate electrical distribution equipment, low voltage and data assemblies, energy management and lighting control systems into one Integrated Facility System (IFS) assembly.

**Power Factor Correction**
- Economically and easily increase transmission capacity of a power system, minimize energy losses, and correct power load variances resulting in increased engineering reliability of equipment. This helps reduce energy and power quality costs.

**Power Quality**
- 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. This solution may include an assessment of existing applications to ensure optimum performance and reliability. See also *Cable Management*

**Start-up and Commissioning**
- Evaluate the installation and conduct tests on electrical equipment components to ensure the equipment is properly configured for optimal performance, safety and reliability.

**Production Support**

**Assembly**
- Combine customized parts and subassemblies into one or several complete components for installation and use in virtually any system including OEM end products and utility substations and transmission lines. Using assemblies improves system efficiency, streamlines the supply chain, and reduces repair and operation costs. Engineering services may be available for developing assemblies for customized components.

**Cable Management**
- Customize inventory and material management processes associated with wire and cable, including cut-to-length service for wire or cable, just-in-time delivery, custom reel labeling and tagging, and custom cable manufacturing, as well as cutting, paralleling, stripping, and bundling.

**Kitting**
- Pre-package multiple selected electrical and/or related components into one kit to minimize SKUs, streamline ordering processes, and increase customer productivity through reduced errors, material handling, and labor costs. See also *Assembly*

**Lean Labeling and 5S Signage Assessment**
- Design Visual Workplace solutions to make it easy for Lean Practitioners to post critical point-of-use information on the “shop floor.” Floor markings, labeling, signs, and other visual tools can create a “just-in-time” communication system which ensures that best practices remain clearly visible to everyone in the facility.

**Prefabricated Systems**
- Create prefabricated electrical solutions for large projects with identical layouts including hotels, hospitals, office buildings, and multi-family dwellings.

**Process Streamlining**
- Apply Lean concepts such as value stream mapping, time/motion studies, process value assessments, space utilization analysis, and error-proofing to existing processes.

*Solution Services involving technical or engineering services are provided with the expertise of leading manufacturer.*
WESCO Value Creation Solution Descriptions

Safety

Arc Flash Assessment
- 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
- Conduct an in-depth, plant-wide chemical use survey and identify improvements for product, applications, storage, OSHA/EPA compliance, and risk "hot spots."

Compliance and Technical Services
- One-time or ongoing assessment to help customers achieve and maintain regulatory safety compliance and interpret safety codes and regulations to avoid fines, prepare for inspections, and reduce the risk of litigation.

Harsh and Hazardous Area Assessment
- Examine the current 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
- 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
- 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 the status of a facility’s safety and signage labeling, proving a variety of service and product options that protect employees and facilities against inherent risks.

Spill and Leak Remediation Assessment
- Conduct a facility survey to address the issues of a clean and safe workplace, and provide recommendation for spill and leak prevent and corrective responses, including substrate-to-spill compatibility and options to address workplace safety needs.

Wet and Damp Area Assessment
- Review the current state of your 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 as well as provide recommendations on improving inventory management.

Wiring Device Maintenance Assessment
- Assess the working environment in a facility to identify common wiring device areas, present a report of potential solutions to address the problems with safety, uptime, maintenance, and compliance with relevant codes and standards.

Supply Chain Optimization

Emergency and Disaster Preparedness
- Assess Emergency and Disaster preparedness through product and application training on data storage, generators and Uninterruptible Power Supply (UPS) units. Site evaluations of current notification and evacuation systems, determining if systems are current, adequate, and meet standards to ensure employee safety, are also available.

Industrial Vending
- Allow customers to manage inventories and critical assets through the implementation of advanced industrial technology devices. Determine the configuration of “smart” cabinets, bins, and lockers with flexible inventory control levels, reporting usage details to best manage critical inventory.

Job Trailers
- Electrical and industrial MRO products are easily accessible when kept in an on-site trailer with customized shelving configurations and work areas. Inventory is managed by a WESCO representative, allowing the most cost-effective solution for a construction or temporary storage project.

Security

IP Addressing
- 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.

IP Camera Advanced Configuration
- Preconfigure cameras with proper IP addressing, firmware updates, configuration of camera settings, project documentation, and other custom services to eliminate out-of-box failures, reduce installation time, provide easy identification and documentation of settings, and improve configuration accuracy.

Rack and Stack
- Assemble rack or cabinet components into one complete unit that ships with all equipment manuals and is professionally packaged after a quality inspection to reduce jobsite labor and packaging waste and provide a consistent and standardized assembly for a multi-site roll-out.

Surveillance Server Optimization
- Provide custom configured servers for IP video surveillance and optimize performance for camera load to reduce configuration time.

*Security solutions provide value to all WESCO-served markets. These solutions are not sold direct to the end-user but through security integrators and contractors. For more information, contact valuecreation@wesco.com.
Lean Inventory
- Optimize required inventory levels and establish efficient replenishment processes, including demand forecasting and inventory planning, to reduce inventory carrying costs and decrease material shortages. Inventory is managed at a central location to provide access to critical parts at all times and reduce transaction and inventory carrying costs. Inventory Bonding may be available.

Lean Warehousing
- Promote a more organized and efficient warehouse operation by applying Lean principles to inventory organization, storage, layout, flow, and handling processes.

Product Standardization
- Identify opportunities to standardize equipment and resources across a facility, resulting in price savings, inventory and SKU reduction, and improved service capabilities.

Repair Services
- Conduct an on-site assessment to evaluate equipment repair or replacement options and determine the feasibility of an ongoing maintenance program that can help reduce downtime, increase plant efficiency, and optimize inventory levels of spare parts.

Sourcing
- Provide competitive pricing and timely delivery of a customer’s one-time, project, or spot-buy product purchase through WESCO’s national and local relationships with thousands of suppliers. Green procurement services may be available.

Storeroom Management
- Purchase and manage some or all of a customer’s storeroom inventory, evaluating inventories and storage practices to better classify, track, and control supplies while reducing cost of inventory control processes.

Supplier Rationalization
- Provide greater leverage, decrease product costs, and streamline supply chain processes from procurement to warehousing, by concentrating purchases with a smaller set of suppliers.

Transaction Cost Review
- Help customers determine the best ways to systematically improve how they consolidate orders, establish min/max levels, and maintain stock levels to minimize “hidden” operating costs.

Vendor Managed Inventory (VMI)
- Reduce the number of layers in the supply chain, increase stock visibility, and decrease overall stock levels by employing a supply chain practice where designated inventory is monitored and managed by the vendor.

Application Training
- 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
- Customize supplier-directed product training to increase the correct selection and use of new equipment in customer-specific applications.

Working Capital

Asset Recovery and Distribution
- Inventory assessment of excess inventory materials to determine usability, stocking levels and reorder points, and determine optimal disposition.

Integrated Supply
- Design and deliver programs to improve total supply chain performance, significantly reducing costs associated with the processes, use, and acquisition of indirect materials and services through procurement management, MRO commodity management, logistics, Lean integration, and business process optimization.

Turnkey Services
- Provide a variety of turnkey services, such as turnkey lighting, through partnerships with Energy Services Contractors and third-party vendors. WESCO coordinates a complete installation or retrofit of all new electrical components, minimizing customer downtime and inconvenience.
## Solution Cross-Reference Matrix

WESCO Value Creation Solutions are applicable to most markets. This chart represents key solutions often used in the industry but other solutions may be implemented.

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*Security Solutions are provided through security integrators and contractors. Please contact valuecreation@wesco.com for more information.*
Getting Started is easy:

Benefits from the WESCO Value Creation Program are real, long-term, and have a positive financial impact on the business — whether it is in the form of reduced cost and labor, enhanced safety, or improved productivity. Getting started with the WESCO Value Creation Program is quick and easy:

- Contact the Value Creation Team or your local WESCO Team to schedule a program introduction
- Commit to the Value Creation Program
- Review your objectives with the WESCO Team
- Determine which solutions to focus on to meet the objectives
- Schedule the Search for Savings event

Continuous Improvement. Comprehensive Value.

We are constantly developing new ways to improve your experience with WESCO. When looking for savings opportunities, companies often only go after short-term, immediate impact solutions. In alignment with our Continuous Improvement Culture, WESCO’s Value Creation process aims to investigate business environments in a more in depth manner, helping to identify potential solutions that the customer can prioritize for both short- and long-term use to effectively minimize waste throughout their entire value stream.

Through the Value Creation Program, WESCO strives to provide comprehensive value to customers, and it is essential that all participating parties share a mentality for continuous improvement, working together to achieve optimum results.

For more information or to schedule your Value Creation event, contact WESCO’s Value Creation Team at valuecreation@wesco.com.
WESCO Value Creation 4-Step Process

1. Identify Requirements

WESCO and the customer meet to build a clear definition of Customer Requirements:

- Customer Service Improvement
- Cost Reduction
- Quality Improvement
- Productivity Enhancement
- Safety Improvement

2. Align Solutions

WESCO’s Team of experts review all of the Customer’s requirements then 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 experts engage the Customer team in a Search for Savings event to identify opportunities for continuous improvement.

4. Customize & Implement

WESCO and Supplier experts design customized solutions to maximize productivity and value. Upon implementation, customers realize true value and positive bottom-line impact.