



Wesco Solution Selector Guide

Leverage our expertise to drive greater profitability
and efficiency



Ingenuity delivered.

Solutions to Serve You

Wesco’s innovation is driven by inspiration and that inspiration is you, our customer.

We are relentless in our pursuit of solutions that move us all forward and we take pride in being inventive, adaptable and agile to best serve your needs. Through our unique scale and ingenuity, we are prepared to meet your requirements around the world today and into the future.

Wesco has built a broad portfolio of services across the industries we serve to drive efficiency and profitability with innovative and customizable services that help you work smarter. From advisory and installation enhancement services to project deployment and supply chain programs, we help you save time, improve productivity, increase profitability and mitigate risk.

You can count on Wesco to continuously explore new ways to solve your most important challenges.

Powering Progress Through Value-Added Services

Wesco is constantly adding to our range of solutions and services and developing new ways to improve your experience with us.

In alignment with our culture of innovation, our experts partner with your team to investigate your business in-depth — helping to identify short- and long-term solutions to effectively minimize waste throughout your entire value stream.

Through a shared mentality for continuous improvement, we strive to provide you with comprehensive value by working together to achieve optimum results.

Our Innovative and Customizable Services

Our five main service categories include a wide array of options to meet your unique business needs.

Advisory Services	6
Installation Enhancement	8
Project Deployment	11
Supply Chain Services	13
Integrated Supply	14

Services for a Variety of Industries

Wesco Services		Industries								
		Commerical Buildings	Broadband		Construction	Data Center	Mining	Utility	Parking Facility	Manufacturing
Advisory Services	IoT Advisory	X	X		X	X	X	X	X	X
	Engineering	X	X		X	X	X	X	X	X
	Technical Design and Lab Services	X	X		X	X	X	X	X	X
	Safety Technical Services	X	X		X	X	X	X	X	X
	Safety Consulting	X	X		X	X	X	X	X	X
	Safety Training	X	X		X	X	X	X	X	X
Installation Enhancement	Camera Service	X	X		X	X	X	X	X	X
	Network Device Service	X	X			X		X	X	X
	Display Service	X				X			X	X
	Racks and Cabinets	X	X			X			X	X
	Wire Cutting, Stripping, Tinning, Dying and Twisting		X		X			X		
	Utility Metering Services							X		
	Rubber Good Testing and Managed Services				X			X		
	Patch Cord Labeling and Bundling	X	X			X				X
	Wire and Cable Handling and Management Solutions	X	X		X	X	X	X	X	X
Project Deployment	Kitting and Labeling Services	X	X		X	X		X	X	X
	Job Trailers and Mobile Storage Solutions	X	X		X	X		X	X	
	Project Inventory Management Services	X	X		X	X		X	X	
	Turnaround and Shutdown Solutions						X			X
	Fiber Broadband Deployment Services		X		X			X		
	Emergency Preparedness and Response Services	X	X		X	X		X	X	X
Supply Chain Services	Material Management Solutions	X	X		X	X	X	X	X	X
	Digital Tools, Products and Solutions	X	X		X	X	X	X	X	X
Integrated Supply	Integrated Supply	X	X		X	X	X	X		X



Wesco works with key suppliers and industry experts to offer an extensive line of services that can streamline operations based on your industry and business priorities. And as your partner, you have access to our ever-expanding value-added solutions and services.

By providing energy, project management, working capital and procurement expertise, the benefits of a customized solution plan are real, long-term and can have a positive financial impact on your business — no matter your goals.

Selecting Your Solutions

With our broad offerings and breadth of expertise, Wesco can help guide you through identifying and prioritizing the solutions to best suit your business needs.

Identify Requirements

We meet with you to build a clear definition of customer requirements:

- Customer service improvement
- Cost reduction
- Quality improvement
- Productivity enhancement
- Safety improvement

Align Solutions

Our team reviews all your requirements and aligns them with our solutions and service offerings. We then work with you to prioritize the solution options.

Customize and Implement

Wesco’s experts design customized solutions to maximize productivity and value. Upon implementation, customers can realize true value and positive bottom-line impact.

Drive Continuous Improvement

Wesco supports and engages your team to help ensure the solutions meet requirements, and we identify future opportunities for continuous improvement.

Advisory Services

Our advisory services support every industry we serve, helping you implement Lean practices, optimize supply chains, improve safety and digitally transform workplaces with the latest technologies and infrastructure solutions.

IoT Advisory

We help power your business outcomes through expert consultation, operational expertise and co-innovation with industry-leading partners. Our consultative approach to digitalization helps to secure supply chains, improve safety, achieve sustainability goals, enable workplace flexibility and drive top and bottom-line improvements.

- Gather business scenarios and desire outcomes
- Needs assessment
- Design thinking workshops
- Use case development
- Organizational readiness
- Technology roadmaps

Engineering

Our engineers, consultants and lab services teams work together to design IT/OT solutions, support network infrastructure design and specification, assessment surveys and IoT solution design.

- Assessment surveys in safety, lighting, energy, network and data center
- Network infrastructure engineering and specification
- Energy optimization
- IoT solution design

Technical Design and Lab Services

Wesco’s technical design team evaluates products, develops prototypes and runs proofs of concept to ensure requirements are met. Our state-of-the-art lab enhances co-innovation and testing of designs and specifications.

- Proof of concept (PoC)
- Prototype development
- Product evaluation
- Cybersecurity
- Lab as a service
- Co-create solutions alongside customers and partners
- Virtual sandboxing with partners
- Standards and specification testing

Safety Technical Services and Consulting

At Wesco, we don't just distribute safety product. Our global reach and local presence allows us to deliver trusted safety solutions that help our customers keep their people safe, no matter where they are or what they do.

Our team of Certified Safety Professionals take a tailored, holistic approach to addressing your safety needs. Our customizable safety training, combined with our 100 years of expertise, robust offering of services, and wide array of trusted safety products are what uniquely qualifies Wesco to be Your Partner in Safety.

Repairs and Inspection

- Gas detection equipment repair and calibration
- Fall protection inspection and repair

Respiratory and Air Quality Services

- Air sampling and noise surveys
- Respiratory medical evaluations (online)
- Respiratory fit testing

Compliance Services

- Site safety audit
- Safety program development and review
- Safety project management (general industry and construction)
- Contractor safety management program
- Customized fall protection solutions

Facility Electrical Services

- Electrical glove testing to ASTM standards
- Electrical glove post-testing services and certification stamping
- Electrical glove exchange service
- Arc flash study and assessment
- Lockout and tagout procedure development

Safety Training

Wesco's safety experts are professionally trained and led by Certified Safety Professionals (CSP). Our expertise has been built through countless customer engagements across various industries, including manufacturing, construction, food processing, utility, oil and gas and more.

We work closely with your leadership team to develop and implement tailored safety management programs. Our safety trainings can be conducted on-site, off-site or online and are customizable.

- | | |
|---|---|
| • OSHA 10/30 Hour (Construction and General Industry) | • Powered Industrial Trucks (PIT) |
| • Fall Protection and Walking/Working Surfaces | • Mobile Elevated Work Platforms (MEWP) |
| • Electrical/NFPA 70E | • Excavation/Trenching |
| • Lockout/Tagout | • Ergonomics: Assessing and Controlling Risks |
| • Confined Space | • Hazard Communication |
| • Personal Protective Equipment (PPE) | • 24-Hour HAZWOPER |
| • Respiratory Protection | • 8-Hour HAZWOPER (Refresher) |
| • Respirable Crystalline Silica | |

Installation Enhancement

Installation enhancement services help keep projects running on time and manufacturing facilities running smoothly by ensuring products are optimized for use.

Camera Service

Our camera service accelerates camera installation and helps you avoid unexpected delays. By delivering cameras IP addressed, firmware updated, tested, documented and labeled, all you need to do is open the box, mount and connect the camera. You cut costs by reducing non-productive labor and eliminating the need for on-site configuration and storage space.

- | | |
|--|---|
| • Removing the camera from OEM packaging | • Capturing serial number and MAC address |
| • Attaching the camera to the PoE network switch | • Repackaging device in original OEM box |
| • DOA check for power | • Labeling the box |
| • Setting the IP address | • Provide a spreadsheet with all IP and MAC addresses and serial numbers by the sales order |
| • Checking/updating camera firmware | |
| • Affixing a temporary label to the camera | |

Network Device Service

Leveraging our value-added services can help accelerate device installation and helps you avoid unexpected delays. Wesco can deliver devices IP addressed, firmware updated, tested, documented and labeled. Reduce non-productive labor and eliminate the need for on-site configuration and storage space.

- | | |
|--|---|
| • Removing the device from OEM packaging | • Capturing serial number and MAC address |
| • Powering the device and connecting to a switch | • Repackaging device in original OEM box |
| • DOA check for power | • Labeling the box |
| • Setting the IP address | • Providing a spreadsheet with all IP and MAC addresses and serial numbers by the sales order |
| • Checking/updating device firmware | |
| • Affixing a temporary label to the device | |

Display Service

Accelerate display installation and avoid unexpected delays with our service. Wesco can deliver your displays fully tested and kitted with cables and consumables. Simply open the box, mount and connect. We can even install mounting plates and develop installation instructions.

- | | |
|---|--------------------------------|
| • Pixel and DOA testing | • Develop install instructions |
| • Video and audio input testing | • Serial number capture |
| • Display mounting plate and wall mount installation | • Asset tagging |
| • Kit with specialty cables and consumables (zip-ties, booties, hook and loop wrap) | |

Racks and Cabinets

Wesco can pre-assemble your racks and cabinets with passive gear such as fiber enclosures, patch panels, cable management, blanking panels and other ancillary components. Each rack or cabinet is pre-configured according to your specifications. With pre-assembly, you reduce non-productive labor, increase speed to market and reduce variable costs and packaging waste.

- Rack and cabinet layout
- Specification support
- Installation of passive gear
- Secure packaging and crating for safe shipment

Ingenuity delivered.

Wire Cutting, Stripping, Tinning, Dying and Twisting

Cut and strip service provides wire cut to specific lengths within tight, machine-controlled tolerances. The insulation can also be stripped from one or both ends and optionally tinned for solderability, making a finished product ready for termination.

These services are ideal for OEMs who require large quantities of the same short wire lengths in their manufacturing process, helping to streamline production and optimize labor.

- Cut to length
- Strip one or both ends
- Terminate one or both ends
- Twist one or both ends
- Tin one or both ends

Utility Metering Services

Meter services are available both in the field and at service centers to maximize efficiency and productivity.

In-House Services:

- Rewiring capacitor banks, sockets, meter loops and transformer-rated metering packages per customer specifications
- Programming, testing and refurbishing residential and commercial meters
- Inventory stocking of meter modules to reduce lead times
- Testing and certification to NIST watt-hour standards with state-of-the-art equipment
- Factory-certified retrofitting and technical support for various meter brands

In The Field Services:

- Testing of 1-phase and 3-phase kilowatt-hour meters
- 3-phase service analysis, including current transformer (CT) and potential transformer (PT) testing
- Advanced Metering Infrastructure (AMI) meter deployment exchange service

Rubber Good Testing and Managed Services

Wesco’s certified dielectric laboratory provides specialized testing services, including inspections, cleaning and exchanges to ensure your rubber gloves, sleeves, blankets, line hose, hoods and boots are available and in safe working condition.

Testing Services:

- Testing to ASTM standards — Checked for 24 irregularities using visual inspection, inflation and rolling
- Detailed reporting — Printed test reports accompany every order and digital records are kept on file

Post-testing Services:

- Certification stamping — Passing items are stamped with certification and expiration date based on your requirements
- Failures can be used for training purposes, further review, monitoring and tracking
- Rejection stamping — Failed rubber goods are stamped as “Visual Test Failure” or “Electric Test Failure” and returned to you rendered useless

Rubber Good Exchange Services:

- Customization — Exchange programs are tailored to each organization’s unique needs accommodating varying volumes, cycles or logistics
- Automatic, hassle-free exchanges — Arrive on-site and OSHA/ASTM compliant for scheduled exchange dates
- Spares and broken pairs — Incomplete sets are stored for use as replacements, reducing new purchases, eliminating waste and minimizing turnaround time
- Expert customer service — Provides support, communication and order updates every step of the way
- Emergency inventory support — Certified dielectric equipment can arrive on-site in as little as 24 hours, anywhere in the U.S.

Patch Cord Labeling and Bundling

We offer custom labeling for copper patch cords, trunks, fiber trunk box reels and flange labeling and can bundle labeled copper patch cords for an efficient installation.

- Custom labeling
- Copper patch cord labeling
- Fiber jumper labeling
- Fiber trunk labeling
- Fiber trunk box reel and flange labeling
- Copper patch cord bundling

Wire and Cable Handling and Management Solutions

Dispensing solutions optimize labor, reduce waste and support worker safety. With Paraspin, Slim-spin, Insta-reel and pre-installed pulling heads, your wire and cable arrive ready to pull.

Paraspin

Pull cables of varying diameters simultaneously using Paraspin’s independent spinning chambers. Perfect for primary feeds, Paraspin allows load conductors and the ground wire to be pulled simultaneously. It also eliminates the need for jack stands, reducing the number of people required for each pull. The narrower version of Paraspin, Slim-spin, easily fits through standard doorways for maneuverability on the job site.

- Allows for simultaneous pulls
- Eliminates disposal costs with returnable reel and caddie
- Accommodates up to five cables of different diameters
- Available with rolling casters

Utility Wire and Cable Services

Wesco supports utility providers with services designed to reduce risk, long lead times, storage difficulty, product waste, handling and cutting large reels and more.

- Wire and cable assembly
- Sourcing and procurement
- Wire cutting programs
- Supplier contract administration and OEM coordination
- Wire SKU rationalization and standardization
- Spooling, re-spooling and hand coiling
- Reel and partial reel management
- Vendor managed inventory
- Sustainability, salvaging and reverse logistics
- 24/7 emergency, storm and outage support

Insta-reel

Insta-reel reduces non-productive labor and risk by eliminating the need for jack stands. Insta-reel’s inner reel spins independently of the outer flanges, creating a reel with a built-in payout stand. Just roll the Insta-reel into place, chock the flanges and pull your cable. Insta-reel is pre-loaded with the cable of your choice and delivered completely assembled. After use, Insta-reel is returned to Wesco, making it eco-friendly and cost-efficient. You can further reduce labor costs by paralleling and phase taping multiple conductors on the same reel.

- Inner reel spins independently of the outer flanges creating a reel with a built-in payout stand
- Pre-loaded with cable of your choice and delivered fully assembled
- Eco-friendly — return to Wesco after use
- By paralleling and phase taping conductors on the same reel, you can further reduce labor costs
- Optionally, pulling eyes can be installed on single-conductor cables

Pre-Installed Pulling Eyes

Wesco’s pre-installed, single-use pulling eyes for medium-voltage cables reduce on-site labor, material handling, need for tooling, eliminate messy residue and leave less conductor scrap. Pulling eyes with staggered lanyards make cabling easier to pull in conduit, provides greater security than grips and prevent long-term moisture with end caps.

- Pre-installed pulling eye solution
- Installed on 5kV and 15kV copper tape shielded medium-voltage cables
- Water barrier with sealant and heat-shrink tubing
- Installed in a clean, protected environment
- Staggered lanyards
- Shipped with cold-shrink end caps

Project Deployment

Wesco can prepare a coordinated, customized program to help secure jobsite materials, prevent loss, improve efficiency, reduce jobsite waste and ensure that supplies are available, keeping you well-stocked and your project on time and within budget.

Kitting and Labeling Services

Improve project execution with custom kitting and labeling services: with whole order delivery and labeling by project phase and site location, materials are easier to locate and prepare for installation.

- Packaging reduction
- Repackaging (palletizing, crating, shrink wrapping, electrostatic packaging)
- Labeling by project phase and site location

Job Trailers and Mobile Storage Solutions

Job trailers increase jobsite agility, optimize delivery costs, support inventory management, organization, simplify re-stocking and improve security. Portable solutions and mobile storage units can be easily moved at various project stages and quickly redeployed to other sites. Vented and insulated units also protect materials from the elements.

- Job trailers, mobile storage containers and Conex boxes
- Vented and insulated solutions
- Arrive stocked with job site materials

Project Inventory Management Services

With a tailored inventory management program, we help you maintain optimal inventory to keep your projects on time and jobsites organized with the equipment and supplies available when needed.

Our Site Inventory Management

- Project inventory housed for feed-the-job delivery
- Just-in-time delivery to feed the job
- Customer-owned inventory

Your Site or Jobsite Inventory Management

- Auto-replenishment programs
- Replenishment programs

Jobsite Inventory Management

- Vendor-managed inventory (VMI)
- Remote jobsite storage
- Yard management
- Service truck inventory tracking

Turnaround and Shutdown Solutions

Detailed planning for each phase of a turnaround or shutdown period is critical to completing your objectives — our team of supply chain and project management experts provide proven solutions customized to support you at each phase.

- Project scope and planning
- Application engineering
- Material lead time analysis
- Material staging and site deployment
- Post shutdown demobilization and reporting

Fiber Broadband Deployment Services

Streamline fiber broadband deployments with services ranging from cut-to-length cable and product specification to technical support and project management services.

- Asset management
- Cut-to-length fiber optic cable
- E-commerce solutions
- Kitting and product staging
- Product demonstration and training
- Product warehousing
- Project planning and management
- Technical support for ISP, OSP and wireless networks
- Vendor-managed inventory (VMI)

Emergency Preparedness and Response Services

From planning and preparedness to response, recovery and rebuilding, our experts can help you minimize downtime and interruption to your business in the event of an emergency.

Emergency Planning

Wesco will review your current processes and develop a customized storm and emergency response plan to protect your building and infrastructure, including:

- Pre-assembled storm and emergency kits
- Material management
- Third-party logistics (3PL)
- Contractor coordination
- Safety programs
- Lay down yard set-up and management
- Inventory recovery and reclamation

Emergency Preparation

Wesco will respond to emergencies, with and without warning, with a portfolio of services in the critical hours leading up to and right after disruptions happen:

- Positioning emergency inventory, equipment and personnel
- Access to storm inventory across the entire Wesco warehouse network
- Stocked mobile storm trailers
- Pre-built and custom storm kits

Emergency Response

We are prepared with the inventory needed to help you recover quickly, including on-hand products and services. Our response solutions are tailored to your needs, duration and scope to assist you in recovery. We also work with our industry partners to optimize resources and systems to help restore impacted communities.

- 24/7 dedicated emergency support team
- Mobilization team
- Field service project managers
- Laydown yard and staging area support
- On-site material handling, management and logistics
- Temporary facilities (powered work trailers, stocked tool trailers utility storm trailers, portable shelters, containers and storage solutions)
- Equipment needs (lifts, loaders, light towers, fencing)
- Sanitation, hydration and waste management
- Safety and PPE coordination and supplies



Supply Chain Services

Strengthen your operational resiliency and drive cost improvements in direct and indirect spend through supply chain assurance with Wesco.

Material Management Solutions

Maintaining the optimal direct and indirect materials inventory can avoid costly downtime and improve your balance sheet. We'll help optimize just-in-time material management and improve your visibility and control on tail spend.

- Vendor-managed inventory (VMI)
- Inventory rationalization and optimization
- Just-in-time delivery
- Tail spend management
- Vending solutions
- Storeroom management
- Replenishment and auto-replenishment programs

Digital Tools, Products and Solutions

We work with you to digitally enable your supply chain and material management, transforming how you consume, deploy, and procure materials and technologies. Achieve top- and bottom-line improvements with solutions that support data-driven decisions, operational efficiencies and flexibility for your enterprise.

- Vendor-managed inventory (VMI)
- Punchout, CIF catalog and catalog exchange (Ariba, SAP, Oracle)
- E-business (EDI, CXML and electronic invoicing)
- Point of use material management (vending and storeroom solutions)



Integrated Supply

Wesco Integrated Supply designs, implements and manages your purchasing and inventory program, consolidating your supply base into a single-source solution to deliver documented savings and improved supply chain performance.

Transforming Supply Chain for a Competitive Advantage

As a leading provider of integrated supply and indirect material outsourcing services, Wesco's purchasing and inventory management programs allow our customers to focus on their customers instead of tail spend. We optimize and reduce inventory while decreasing labor, operational, and material costs.

The result: a transformed indirect supply chain providing world-class results.

Integrated Supply Process and Benefits

- Eliminate waste from supply chain
- Leverage technology across your enterprise
- Challenge the sourcing status quo
- Optimize inventory to improve working capital
- Drive overall cost savings

Leverage Technology Across Your Supply Chain

Wesco offers a proprietary technology solution, e-Crib, which is designed to lower inventories and improve parts availability. Our technology integrates diverse processes in the supply chain and provides tools to eliminate inefficiencies and optimize performance.

E-Crib and E-Commerce Tools

- Purchasing and inventory management solution
- Web-based and accessible from any mobile device
- Cross-platform integration (ERP and preventive maintenance)
- Single system for searchable, shareable inventory
- Customized e-catalogs with point-and-click ordering
- Unique user profiles (localized by language and currency)
- Automation compatible (barcoding, radio-frequency identification, POU)
- Cost savings management portal



Ingenuity delivered.

Wesco.com

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