

WESCO®

ANIXTER



COMPLEX GLOBAL DEPLOYMENTS

Strategic Global Support Program

We build, connect, power and protect the world.

NAVIGATING THE CHALLENGES OF A GLOBAL DEPLOYMENT

According to Forbes¹, unification, technology, modernization and simplification will be drivers that can help set the post-pandemic global economy back on its feet and allow businesses to respond more effectively.



Global Expansion
International commerce offers significant opportunities as countries and governments embrace new ways of doing business while adapting their economies to the global marketplace.



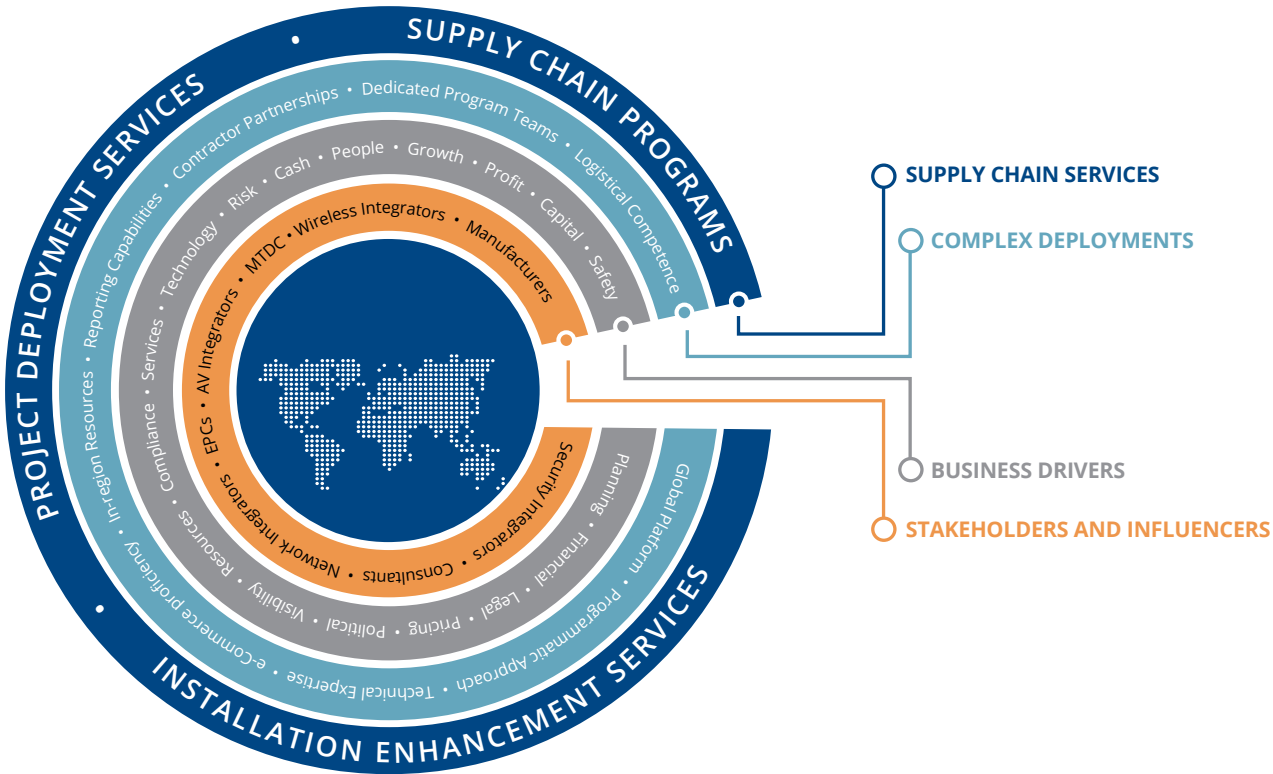
Uniform Standards
Traditional, local standards can create barriers to business and limit prospects. Embracing international best practices can increase opportunities and streamline processes.



Digital Divide
The digital divide and digital transformation create complexities for international business. Some countries will struggle to evolve from analog systems to new online solutions.

LAYERS OF GLOBAL DEPLOYMENT COMPLEXITY

The levels of complexity that are inherent within global deployments arise from various stakeholders working in multiple languages and currencies across numerous countries, regions, continents and time zones. Trying to coordinate project deadlines with local customs and logistics can be challenging, time-consuming and expensive. The below diagram illustrates global deployment complexity and the many areas of consideration for international projects.



1. Forbes, How To Navigate The Complex Global Business Landscape, Now And Post-Pandemic

GLOBAL BUSINESS CONSIDERATIONS

Key factors for navigating organizational objectives, compliance, technology selection and supply chain resiliency.



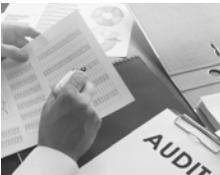
BUSINESS PLANNING, through shared documentation to stakeholders of defined technology and deployment solutions, establishes rules of engagement with review cycles and cost savings analyses to meet agreed objectives.



FINANCIAL RISK mitigation can limit financial exposure and improve working capital by actively managing exchange rate volatility and currency transactions through the use of multicountry credit facilities.



PROCUREMENT METRICS leverage supplier rationalization, deliver transactional efficiencies and provide visibility of both direct and indirect spend.



GLOBAL PRICING versus project pricing offers a strategic approach that enables improved commercial coordination, corporate compliance and specific contract terms with service level and budget expectations.



POLITICAL SITUATIONAL AWARENESS helps to navigate and optimize material management related to international sanctions, government embargoes, importation costs and country-specific commercial regulations.



LEGAL FRAMEWORKS and existing contracts, which recognize local legal entities that comply with in-country requirements, encompass preparation, administration and support for supplier agreements, purchase order terms and project-specific scope of works.

BEST PRACTICES FOR GLOBAL DEPLOYMENTS

Selecting the right partner will help you develop best practices to speed and streamline project deployment.

GLOBAL SUPPLIER partners that have a worldwide presence and trained local manufacturer-certified contractors, help to adopt a consistent approach for international transactions, product standardization and deployment through a global distribution partner network.



SKILLED LABOR networks of authorized contractors, installers and integrators can improve project outcomes for compressed schedules and comply with your enterprise specifications.



TECHNOLOGY ADVISORS that assist in product selection, application design, site assessments and education can help with technology roadmapping and improving ROI.



GLOBAL SOURCING and inventory management offer supplier standardization, alternative product selection, inventory pre-provisioning and just-in-time material management services for faster, more efficient deployments.



SUPPLY CHAIN logistics and global material management address product specifications, local restrictions, expediting, environmental compliance, importation administration, taxes, tariffs, fees and insurance, removing the burden from the integrator and/or end user.



VALUE-ADDED services, beyond single cost of product, deliver value through installation enhancement, project deployment and supply chain programs to save time, improve productivity, increase profitability and mitigate risk.



LEVERAGE OUR GLOBAL EXPERTISE

Our team of experts will help implement international best practices and streamline project deployments to simplify your complex global operations.



CONTRACTS

- Legal
- Global contracts
- Preferred Terms and Conditions (T&Cs)
- Compliance



OPERATIONS

- Supply chain services
- Inventory team
- Transportation
- Warehousing



FINANCIAL

- Leveraged pricing
- Credit
- Business management
- e-Commerce



MANAGEMENT

- Single point of contact
- Global transactions
- Implementation
- Technical resources



COORDINATE

- Suppliers
- Integrators
- Contractors
- Consultants

CUSTOMIZABLE GLOBAL RESOURCES

Successfully deploy on an international scale with a true global partner who will help you focus on achieving your organizational goals.

LOCAL CUSTOMER	GLOBAL ENHANCED	GLOBAL STRATEGIC
Local support	Dedicated global A/C manager	Executive sponsorship
Project service-level support	Account coordination	Virtual resource mapping
Competitive pricing	Leveraged project pricing	Program pricing
Limited visibility	Reporting	Customized reporting
Project deployment services	Situational supply chain services	Integrated supply chain
Local Just-in-Time (JIT) supply	Access to global inventory	Planned provisional inventory

ADVANCE YOUR GLOBAL CAPABILITIES



For more information on our strategic global support programs, visit anixter.com/global

YOUR GLOBAL PROGRAM AGREEMENT WILL INCLUDE:

- Pricing models
- Processes
- Services
- Service-Level Agreements (SLA)
- Support
- Financial T&Cs
- Cost-savings objectives



IoT

BUILDING
MANAGEMENT

AI

PROFESSIONAL
AV

PUBLIC
SAFETY

NETWORK
INFRASTRUCTURE

ELECTRICAL
INFRASTRUCTURE

PHYSICAL
SECURITY

5G

WIRELESS
CONNECTIVITY

BUILDING
AUTOMATION

INTELLIGENT
LIGHTING

CYBERSECURITY

EDGE

HELPING YOU CONVERGE BUSINESS PLATFORMS GLOBALLY

50+
COUNTRIES

MORE THAN
300
CITIES

18,000+
PROFESSIONALS
WORLDWIDE

\$17.2
BILLION
IN SALES*

NEARLY
100 YEARS
OF EXCELLENCE
AND EXPERIENCE

* Pro Forma 2019 Net Sales

- Approximately 800 warehouses in 300+ cities
- Local inventory tailored to meet your demand
- Flexible, time-sensitive delivery by local vehicles
- Late order cut-off times for same-day shipment
- Available 24/7 emergency service
- Centralized contract administration and program management available
- Guidance with technical standards and engineering services