

Integrated Supply

# The Leading Provider of Integrated Supply and Indirect Material Outsourcing Services



Ingenuity delivered.

**Ingenuity delivered.**



Wesco Integrated Supply has been transforming customers' supply chains for over 50 years. With a field organization embedded at customer sites, extensive international sourcing expertise and LEAN methodology, our programs have immediate and long-lasting impacts on customers' bottom line.

# Transforming Supply Chain for a Competitive Advantage

## Wesco Integrated Supply Designs and Implements Programs Which Significantly Reduce Total Costs While Improving Supply Chain Performance.

Our indirect 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.

### Wesco's 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

### Wesco Integrated Supply will Identify and Eliminate Hidden Costs

On the surface, it may seem that your costs are obvious: goods, services and freight charges. However, your actual costs are far greater in number and sometimes hidden.

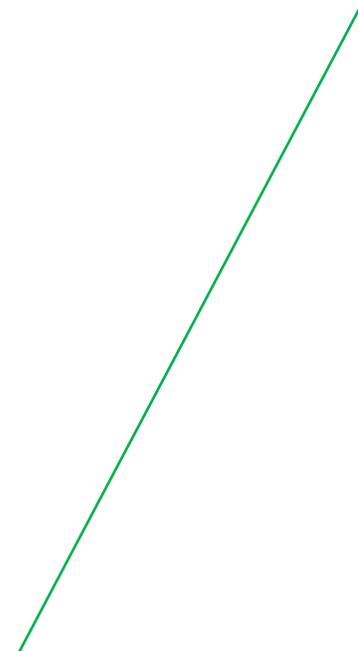
**Price is just one of many maintenance, repair and operations supply chain costs.**

#### Visible Costs:

- Goods and services
- Expedited freight
- Labor – buyer, payables and storeroom staff

#### Hidden Costs:

- Working capital (inventory and billings)
- Consumption
- Process costs
- Systems and support
- Management overhead
- Shrinkage and obsolescence
- Freight
- Inefficient processes
- Sales tax
- Space costs
- Labor burden rate
- Supplier selection and maintenance
- Walk and wait time
- Product obsolescence
- “Wrench time”
- Database management
- Training and product support
- Missed warranty claims

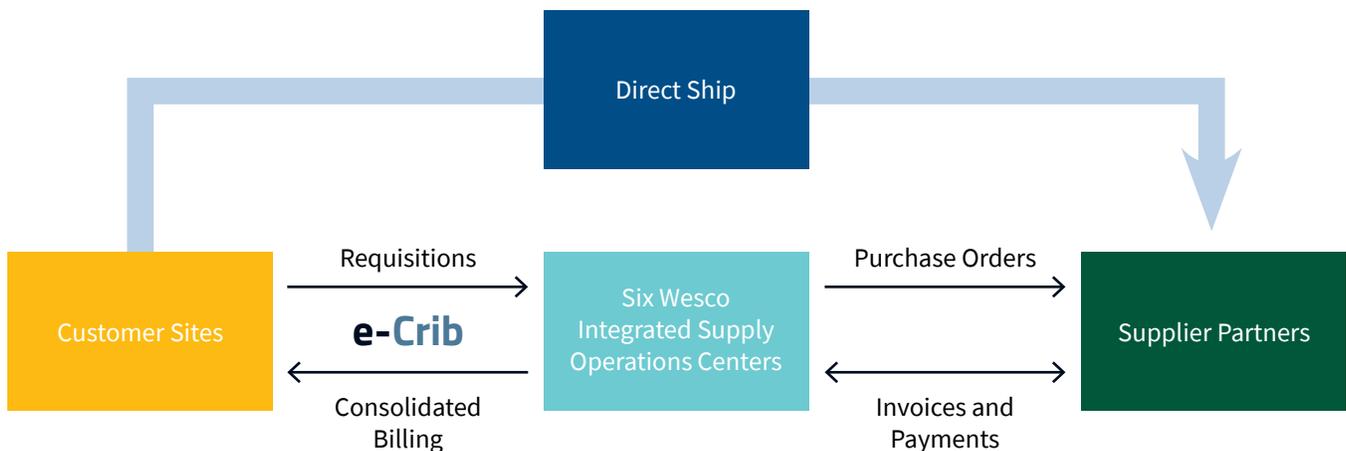


Ingenuity delivered.

# Eliminate the Waste from Your Supply Chain Process

Several types of wastes for companies included over processing (purchase order and invoicing), waiting (supplier setup), transportation (excessive shipments), motion, inventory, overproduction and defects. The Wesco Integrated Supply operations model streamlines the indirect supply chain process and allows customers to ensure their processes provide as much value as possible to their customers.

## Wesco Integrated Supply Operations Model: Fueling transformation for our Fortune 500 customers



### Customer Site

- 400+ site-based staff
- Site MRO management and cost savings drivers

### Six Wesco Integrated Supply Operations Centers

- 150+ Buyers/Expeditors
- High-volume order management

### Supplier Partners

- 20,000+ Tier One
- Includes site support in Kaizen process improvements

## Customer Story

**An industrial manufacturer with 36 plants across 15 states integrated their indirect supply chain with Wesco Integrated Supply staff and e-Crib software.**

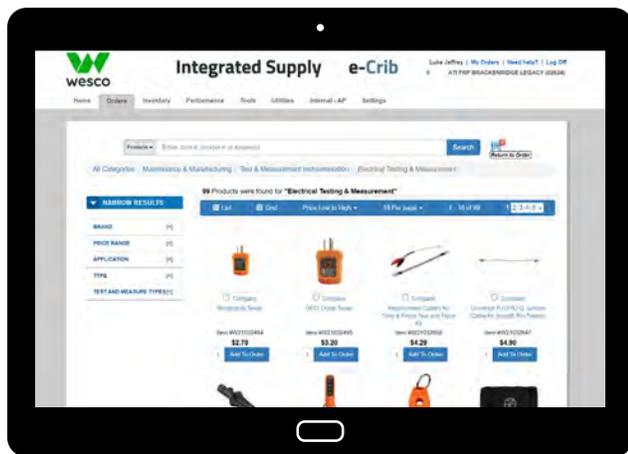
A specialty metals company with over \$4B in annual sales had fragmented spend across 15 different enterprise resource planning platforms. Having grown through various acquisitions, their strategic sourcing group was unable to see across inventories nor could they effectively leverage supplier spend categories.

Wesco Integrated Supply implemented staffing and e-Crib solutions to realize the following benefits:

- **Process improvements:** Three-year purchase order reduction of 65% and an invoice reduction of 67%
- **Inventory Visibility:** Up from <\$20M to over \$130M with >\$20M of identified critical spares
- **Labor Savings:** \$1.9M from reallocating specialized labor from storeroom management

# Leverage Technology Across the Organization

Wesco Integrated Supply offers a proprietary technology solution, e-Crib, which lowers inventories and improves 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 (bar coding, radio-frequency identification, POU)
- Cost savings management portal

## Customer Story

**Twenty-year customer reduces personal protective equipment consumption by deploying vending solutions across larges facility (1,000,000 sq. ft.)**

Deploying vending solutions requires thoughtful planning. Put the wrong items in and the utility greatly diminishes. Excess machines can create logistical expenses that outweigh the value. Wesco Integrated Supply takes a “just right” approach by analyzing usage transactions and conducting walk/wait time studies. One customer realized substantial benefits by partnership with production and maintenance on just 7 point of use:

- Reduced 114 hours of walk/wait time by plant maintenance per month
- Realized a 45% reduction of PPE consumption without disbursement limits/control
- Over \$130,000 annual TCO savings (inventory and usage reduction plus labor savings)



**Ingenuity delivered.**

# Let Us Build Your Tail Spend Strategy

Tail spend management disproportionately burdens purchasing organizations—thousands of invoices, hundreds of suppliers, and numerous one-off small dollar items. These fractured supply chain channels can jeopardize the operational certainty of your facilities.

Wesco can bring order to this chaos. Our integrated supply services centralize tail spend, giving our strategic sourcing teams visibility to redundant suppliers and repetitive items. Non-strategic suppliers are quickly identified and challenged.



**The result:** Purchasing standardization is achieved with mitigated switching costs—a Tail Spend Sourcing Plan.

## Optimize Your Inventory, Improve Work Capital

Wesco's Integrated Supply technology and supply chain acumen set the stage for inventory optimization to improve and far exceed our customer's requirements.

### e-Crib Optimization

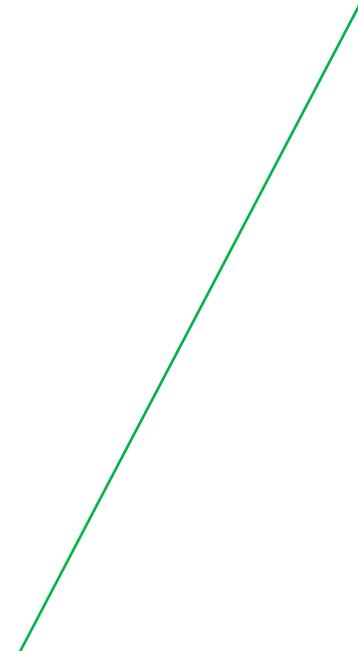
**Identification:** Identify and catalog to ensure every part in inventory is on system

**Segmentation:** Categorize and plan for every part from critical spares to consumables

**Optimization:** Continuously improve inventory placement and supply source

### Forward Stocking and Consignment Programs

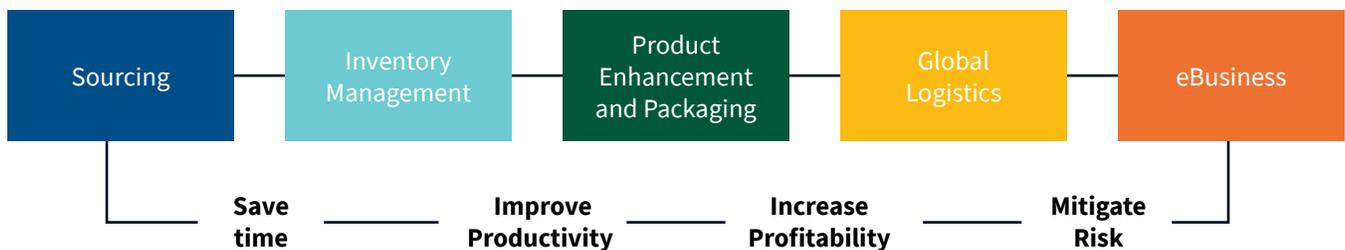
On site consignment programs help customers with fast moving Wesco Integrated Supply owned inventory. The result is a right-sized crib inventory with the critical spares in place and managed to be ready and replenished on time.





## Ingenuity Delivered Across Your Supply Chain

Working as an extension of your organization, we will deliver tangible value to your bottom line by reducing total cost of ownership and streamlining supply chain management – from sourcing, to product enhancement, to online tools that help you transform the way you do business.



## Why Choose Wesco Integrated Supply

We are experts at identifying and uncovering waste in your operations. Our industry-leading services reduce or eliminate those hidden costs.

- Supplier consolidation
- No-fee e-Crib inventory management system
- Forward stocking/consignment
- Warranty and repair tracking
- Vendor managed inventory programs
- Lean expertise
- Production integration
- Validated cost savings
- Point of use
- Storeroom services
- Project management
- Detailed spend and consumption analysis

Drive innovation with inspiration, [Wescois.com](http://Wescois.com).



**Ingenuity delivered.**

**Wesco.com**

**Wesco**  
225 West Station Square Drive, Suite 700  
Pittsburgh, PA 15219  
412.454.2200

220391B001 © 2022 Wesco International