



WESCO[®]
INTEGRATED SUPPLY



The leading provider of integrated supply
and indirect material outsourcing services.

WIS 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.

www.wescois.com

Transforming Supply Chain for a Competitive Advantage

WESCO Integrated Supply (WIS) 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.

WIS's Transformative 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



WIS 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 MRO supply chain costs.

Visible Costs

- Goods and Services
- Expedited Freight
- Labor — Buyers, Payables, and Storeroom Staff

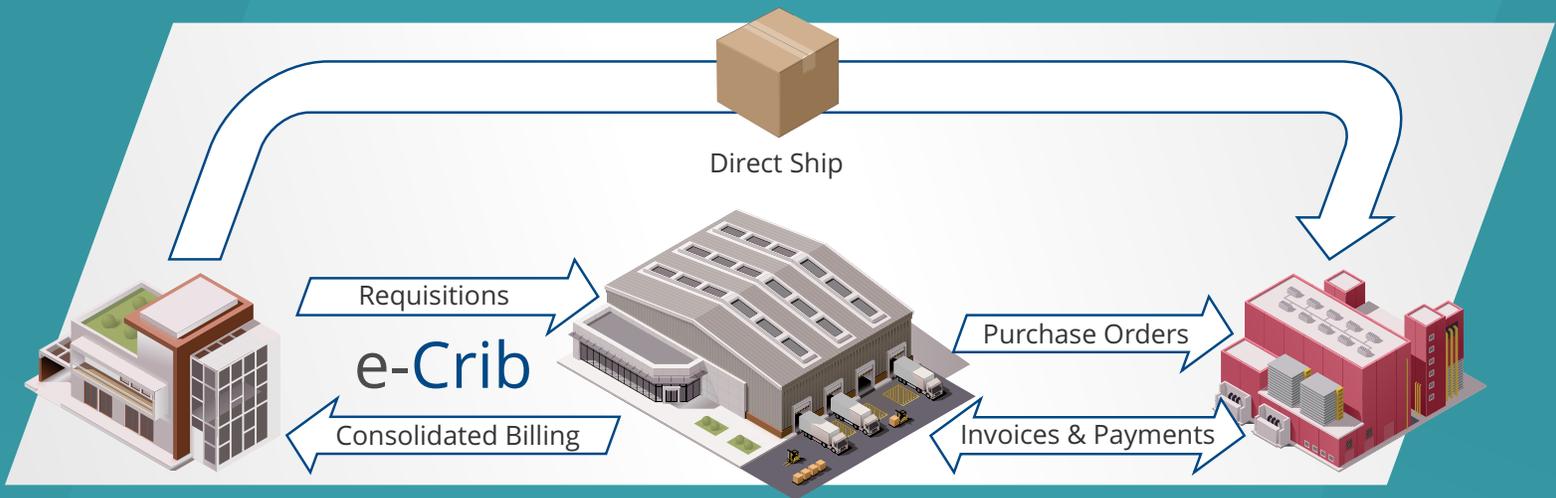
Hidden Costs

- 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

Eliminate the Waste from Your Supply Chain Process

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

Many of our Fortune 500 customers have benefited from our operational model.



Customer Sites

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

6 WIS Operations Centers

- 150+ Buyer/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 WIS staff and e-Crib software.

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

WIS implemented staffing and e-Crib solutions to realize the following benefits:

- **Process Improvements:** Three year PO 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

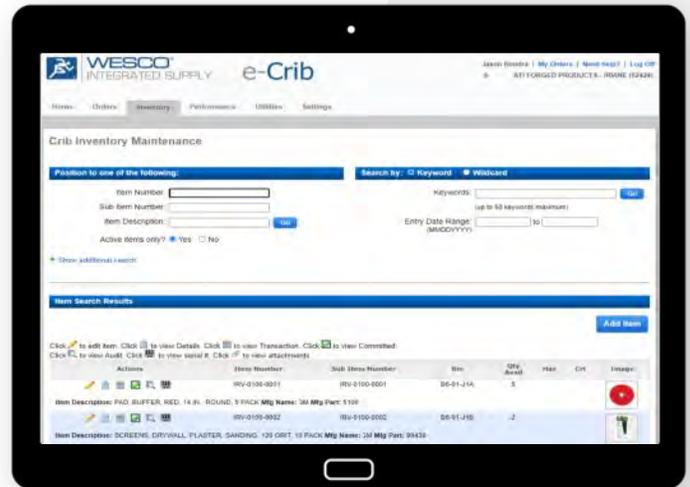


Leverage Technology Across the Organization

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 & inventory management solution
- Web-based and accessible from any mobile device
- Cross-Platform integration (ERP & Preventive Maintenance)
- Single system for searchable, shareable inventory
- Customized e-Catalogs with point & click ordering
- Unique user profiles (localized by language and currency)
- Automation compatible (bar coding, RFID, POU)
- Cost savings management portal



Customer Story

Twenty-year customer reduces PPE consumption by deploying vending solutions across largest facility (1,000,000 ft²).

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. WIS 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 POU:

- 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 & usage reduction plus labor savings)



Get Strategic on Sourcing: Challenge the Status Quo

The WIS Supply Chain model streamlines the indirect purchasing process and ensures the timely fulfillment of customers' requirements at the lowest Total Cost of Ownership.

WESCO is a proven partner with the expertise, leverage & strategy to support your business.

WIS Category Challenge Methodology



Optimize Your Inventory, Improve Working Capital

WIS's 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 improvement inventory placement and supply source.

Forward Stocking & Consignment Programs

On site consignment programs help customers with fast moving WIS-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.

MORE+ SERVICES 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 make better decisions faster.



Why Customers Choose WESCO Integrated Supply

We are experts at identifying and uncovering waste in your operations and provide all the necessary services to reduce or eliminate those hidden costs.



Supplier Consolidation



No-Fee E-Crib Inventory Mgmt System



Forward Stocking / Consignment



Warranty & Repair Tracking



Vendor Managed Inventory Programs



Lean Expertise



Production Integration



Validated Cost Savings



Point of Use



Storeroom Services



Project Management



Detailed Spend & Consumption Analysis

WESCO®

ANIXTER



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WESCO International, Inc. (NYSE: WCC), a publicly traded FORTUNE 500® company headquartered in Pittsburgh, Pennsylvania, is a leading provider of business-to-business distribution, logistics services and supply chain solutions. Pro forma 2019 annual sales were over \$17 billion, including Anixter International which it acquired in June 2020. WESCO offers a best-in-class product and services portfolio of Electrical and Electronic Solutions, Communications and Security Solutions, and Utility and Broadband Solutions. The company employs over 18,000 people, maintains relationships with over 30,000 suppliers, and serves more than 150,000 customers worldwide. With nearly 1.5 million products, end-to-end supply chain services, and leading digital capabilities, WESCO provides innovative solutions to meet current customer needs across commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers, and utilities. WESCO operates nearly 800 branch and warehouse locations in over 50 countries, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.

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