



WESCO®



WESCO Distribution

Company Overview

The information contained herein is confidential in nature and considered proprietary to WESCO Distribution, Inc. It is intended for the exclusive use of the employees, contractors and agents of client companies. We request that no oral or written disclosure of such information be made without the prior written approval by WESCO Distribution, Inc.

WESCO Profile



- **Fortune 500 Company (NYSE: WCC)**
 - Headquartered in Pittsburgh, PA
 - Approximately 9,000 employees
 - Approximately 500 locations in 17 countries
- **A leading provider of electrical, industrial, and communications MRO and OEM products, construction materials, and advanced supply chain management and logistics services**
 - Serving over 80,000 customers
 - Partnering with 25,000 suppliers
 - Over 1 million different products shipped annually
- **International operations and global sourcing capabilities**

VISION

Global Leader of Supply Chain Solutions that consistently delivers Superior Customer Value and Shareholder Returns

Known for the best customer service and the best people

VALUE PROPOSITION

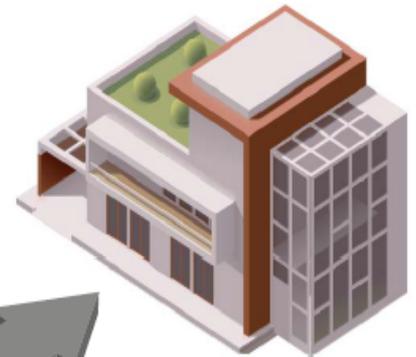
Providing customers the products and supply chain services they need for MRO, OEM, and Capital Projects

 <p>Capital Projects Including new construction and retrofits, renovations, and upgrades</p>	 <p>MRO</p>	 <p>OEM</p>
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The Importance of Distribution



Approximately 75% of electrical products go to market through distribution⁽¹⁾



SUPPLIERS NEED:

- Sales
- Marketing
- Delivery
- Service

WESCO OFFERS:

- Deep customer relationships
- Product, process, and technical expertise
- Increased scale
- Global sourcing
- Financial strength and liquidity

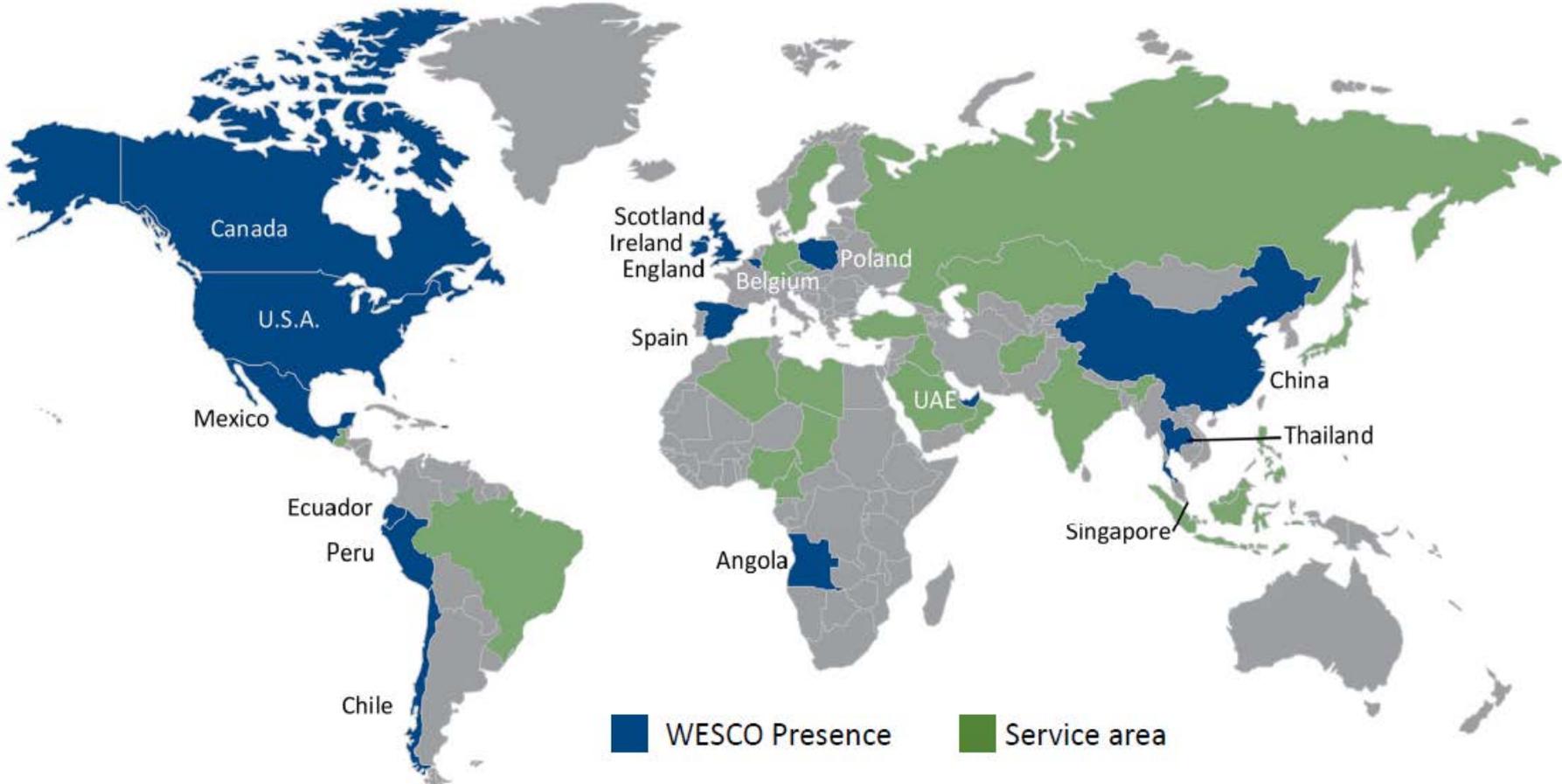
CUSTOMERS NEED:

- Procurement
- Warehousing /Logistics
- Technical expert knowledge
- An efficient supply chain with fewer suppliers

...WESCO adds value throughout the supply chain

(1) Data Source: National Association of Electrical Distributors, 2017 NAED Market Overview, April 2017.

Global Footprint



602 East Diamond Ave
Gaithersburg, MD 20877-5324 US

...local presence in most major metropolitan areas

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WESCO Distribution Centers

Typical Distribution Center:

- \$16 million in inventory
- 205 supplier lines
- 15,000 SKUs

USA



Byhalia, Mississippi



Little Rock, Arkansas



Dallas, Texas



Madison, Wisconsin



Sparks, Nevada



Warrendale, Pennsylvania

CANADA



*Vancouver (Burnaby),
British Columbia*



Montreal, Quebec



Edmonton, Alberta



*Toronto (Mississauga),
Ontario*

The Advantages of Working With a WESCO Company



WESCO has integrated a **multi-company heritage and capabilities into one operating company**, where the whole is greater than the sum of our parts.

Our goal is always to provide you with a full range of products, services, and solutions that keep your business running in top form, and help you stay ahead of the competition.



Products
from all divisions



Services
from all divisions

= One
company
that can
do it all
for you!

Broad Product Offering



...providing world class brands when and where needed

Hot Topics: Infrastructure Protection & Energy Savings



Secure(it)TM
by WESCO

A product solution set aimed at securing the physical infrastructure associated with critical assets and reducing operations and manpower costs.



LED Area Lighting

Data Center Security

PoE Lighting & Controls

PoE Indoor/Outdoor
Cameras

Perimeter Alarms &
Sensors

Network Intrusion
Detection

Government Focused Effort



- **WESCO Government Team**

- Sales, operations, and technical professionals with prior military and/or market experience to better serve our customers
- Responsible for federal, state, local, healthcare, and E&I business growth

- **WESCO Government Partner Network**

- Exclusive international network comprised of WESCO strategic government contractors.
- Goal is to help members' better position themselves on federal, state, and local government opportunities
 - Expanded Sales Team to champion your business
 - Business Development to qualify opportunities
 - Intelligence Database to identify and track opportunities
 - Marketing Support in development of collateral

- **GSA Contracts**

- 56 GS-07F-0196U (Building Materials/Industrial Services and Supplies)
- 70 GS-35F-573GA (Information Technology Equipment)
- 51V GS-21F-0168W (Safety Equipment and Related Supplies)

Contact us at: Govcentral@wesco.com

Client Portfolio

- Army National Guard
- Defense Information Systems Agency
- Defense Logistics Agency
- Department of Energy
- Department of Homeland Security
- Department of Justice
- Department of Transportation
- Department of Veterans Affairs
- NASA
- National Geospatial Intelligence Agency
- National Security Agency
- U.S. Air Force
- U.S. Army
- U.S. Marine Corps
- U.S. Navy
- U.S. Postal Service
- Veterans Administration





Why Choose WESCO?

- We are a financially strong company, with North American coverage and global operations.
- Our manufacturer relationships are solid, and we have the breadth and depth of product to satisfy your needs.
- WESCO's industry-leading global accounts program gives you the benefit of our purchasing power.
- A variety of tools, programs, and processes target the inventory management, e-business, and technical support requirements of your plants or job sites.
- We will help reduce your costs!

