SAME Blue Ridge Post B2B & Holiday Social
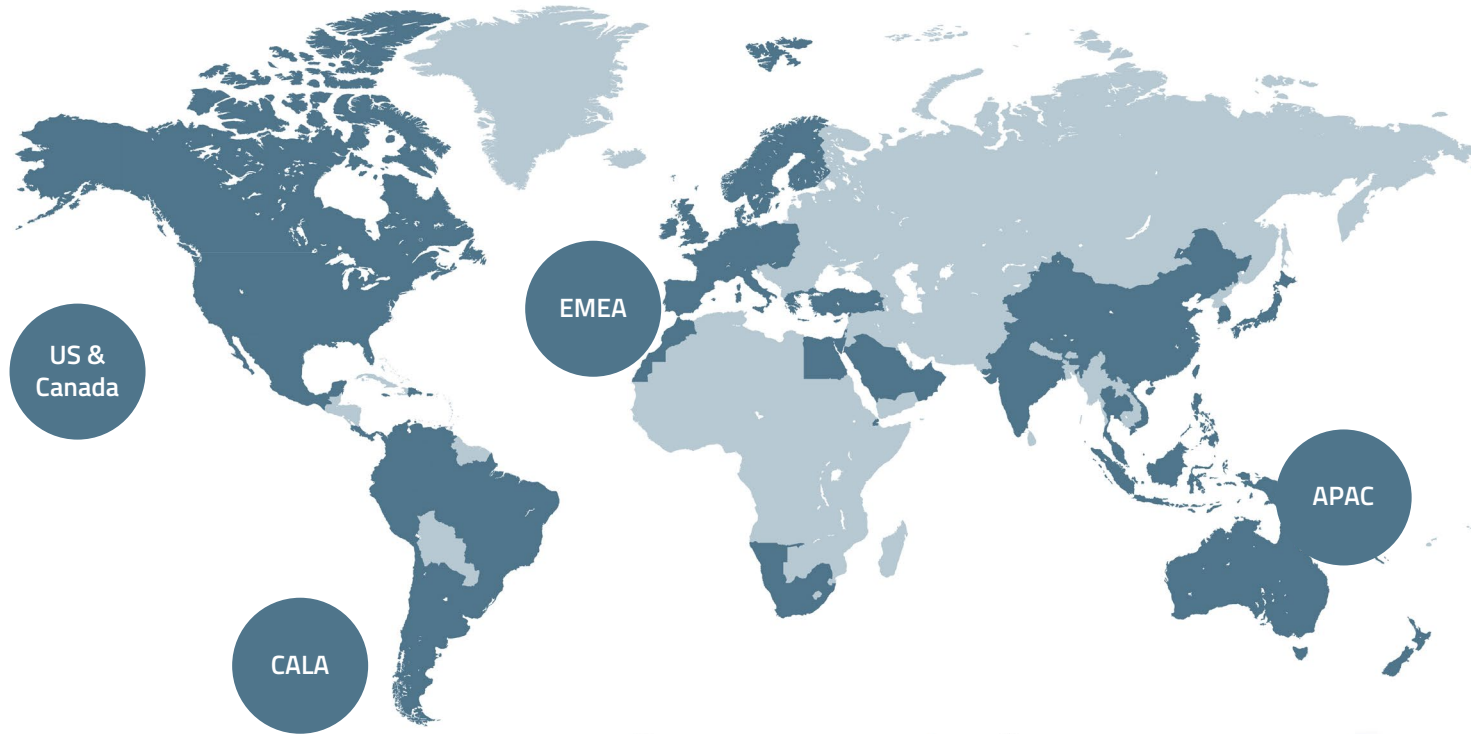
WESCO Capabilities Briefing

December 4, 2025

wesco

Serving You With the Continuity and Quality You Trust, Wherever Your Business Takes You

Our global scale combined with localized expertise provides opportunity to transform the way you do business, and in turn, the way people work and live.

EMEA

US & Canada

APAC

CALA

ISO 9001:2015
Quality Management
System Certified Company
intertek

ISO 27001:2013
Information Security
Management System
Certified Company
intertek

CYBERSECURITY MATURITY MODEL
CERTIFICATION

wesco

Global Reach, Local Presence

Approximately 20,000 people

Nearly 800 branches, warehouses and sales offices

Serving approximately 150,000 customers

25 million sq. ft. of global real estate

50+ countries

35+ currencies

30+ languages

Extensive service offerings that increase profitability, improve productivity and mitigate risk

Millions of products from 50,000 suppliers for industry-leading solution depth and breadth

We do business with the majority of the Fortune 500 and 85% of the Fortune 100

Delivering Solutions Across Industries to Advance Our World

Commercial	Construction	Education and Government	Industrial and Manufacturing	Utility and Broadband
• Commercial Building • Data Centers • Retail • Parking Facilities • Financial Institutions	• Commercial • Renewables • Lighting • EV Infrastructure and End-to-End Services and Solutions	• State and Local Government • Federal Government	• Oil and Gas • Mining and Metals • Original Equipment Manufacturers • Consumer Packaged Goods	• Utility IOUs and Public Powers • Broadband and Wireless Service Providers • Utility Scale Renewable • Hyperscales

www.Wesco.com/industries

Partnerships with the Industry's Premier Brands

Wesco Federal Government Experience

- **Direct Sales via GSA Multiple Award Schedules**

  - Align to our business (electrical, safety, datacom/AV, Security and Locking Solutions)

- **Department of Energy (DOE) ICPT Program**
  - More than a decade of support from Anixter
  - End user engagement at the facility level
  - BPA for Electrical Supplies

- **Strategic Supplier to Federal Contractors**
  - MILCON- multiple USACE and NAVFAC projects supported as a supplier to subcontractors
  - BOS – delivering CONUS and OCONUS locations
  - NGEN – multi-year relationship with prime contractor
  - DLA TLS MRO – supporting all prime vendors across DLA specified regions

- **Global Past Performance**
  - Africa (Kenya, Djibouti, Niger)
  - Middle East (Jordan, UAE, Qatar, Kuwait)
  - Europe (UK, Spain, Germany, Poland)
  - Asia-Pacific

- **Industry Leading Sales and Business Development**

  - Dedicated team of strategic and regional account managers for Federal and SLED segments

  - Aligned with federal sales teams from our core supplier partners to push latest tech into market

  - Formal Government Partner Network Program to enable small business partnerships in support of federal programs

  - **Beat Army!!!**

EMEA Presence

Locations:

- Angola
- Austria
- Belgium
- Czech Republic
- Egypt
- France
- Germany
- Ireland
- Israel
- Italy
- Morocco
- Netherlands
- Norway
- Poland
- Portugal
- Qatar
- Saudi Arabia
- South Africa
- Spain
- Sweden
- Switzerland
- Turkey
- United Arab Emirates
- United Kingdom

CSS
Global Services

Advisory Services

Data Center Services

Project Deployment Services

Installation Enhancement Services

Supply Chain Solutions

Technical Design and Engineering

Our teams of subject matter experts work with our customers' project teams to deliver impartial, tailored engineered designs based on project needs and industry leading best practices for:

- Copper and optical fiber cabling systems

- Network fabric

- Conveyance systems and pathways

- Physical security

- White space optimization

- Electrical distribution, busways, RPP, PDU, UPS, switchgear, gensets, transformers

- Cooling systems: perimeter, in-row, rear door, immersion, chillers

- Renewables: solar and wind

OUR OFFERINGS

- Building information modeling (BIM)
- Clash detection
- Computer-aided design (CAD)
- CCTV design
- Video design

Installation Enhancement Services

Insta-reel
Eliminates the need for jack stands.
Comes in 3 sizes – 36'', 48'' and 54 ''
Reduces set-up time and injuries

Paraspin
Eliminates the need for jack stands.
Pulls 5 conductors simultaneously

Parapull
Pulls 3-4 conductors simultaneously
Great for remote locations
Reduces number of reels to manage on-site

Paraplex
Pulls multiple conductors simultaneously
Great for remote locations
Reduces number of reels to manage on-site

Installed pulling eyes
Reduces on-site labor and injuries
For single conductor 600V or MV Cables

Cable tray carts
Organize material by work
phase for efficiency

Job carts
Minimize theft and increase
productivity

Lighting carts
Designed to keep valuable fixtures
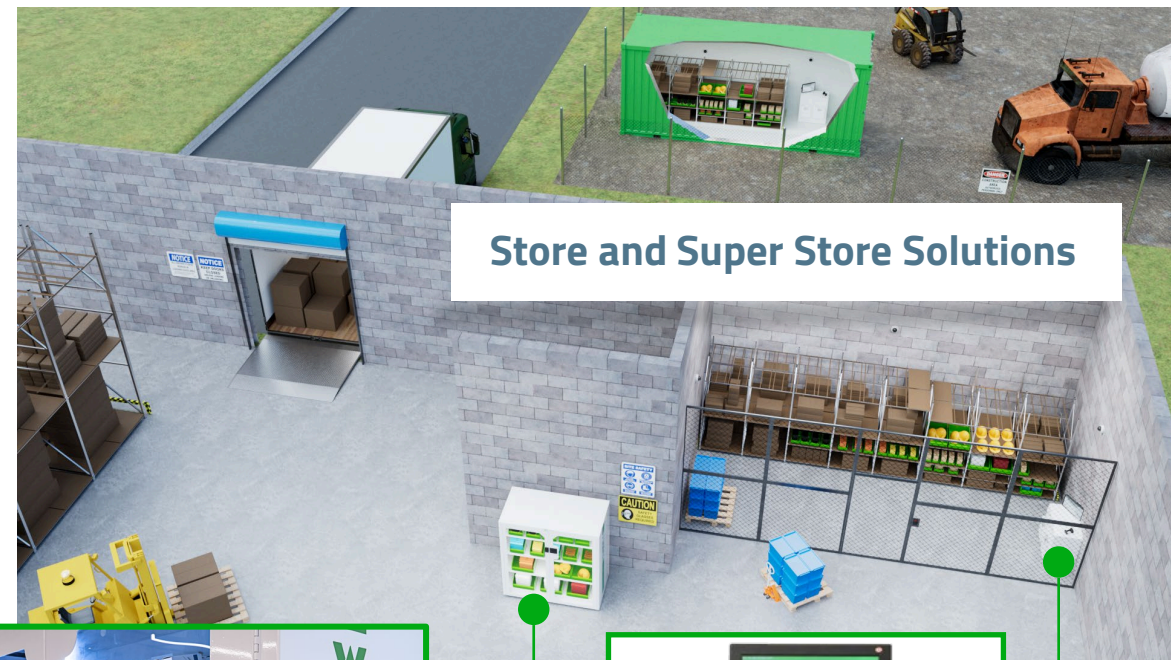secure when stored and/or moved
around the jobsite
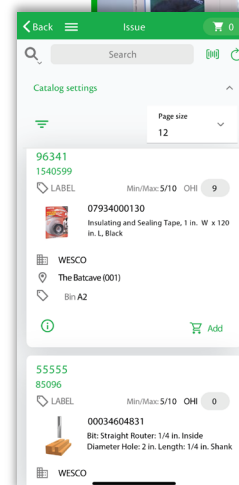
Your Materials. Managed.

Optimize your operations through customized materials management solutions

Supply chain disruptions, labor and the cost to handle the parts and supplies that drive your business have become prohibitive and distract from the strategic priorities of your operation. No matter the dynamics of your specific needs, Wesco will tailor a comprehensive vendor managed inventory (VMI) solution that works in step with the way your facility operates.

- Expert sourcing and fulfillment

- Full suite of on-site solutions

- Turnkey solutions for any operational environment

- Digital tools and resources

Store and Super Store Solutions

- eStock digital app solution
- Vending cabinet and vending storeroom
- Helical and locker
- Weighted bins and drawers
- RFID

Wesco Materials Management Solutions

- **eStock** barcoding program
- Storeroom, truck stock, job trailer
- Web-based inventory software
- Mobile app scanning
- Easy replenishment
- Min/max driven replenishment
- Record job/project allocation
- Download on-demand reports

VMI/CMI Barcoding Programs

- Supply-driven vending solutions
- Variety of vending styles
- Flexible configurations
- Easy disbursement
- Min/max replenishment
- Point of use
- High security
- Full transaction reporting
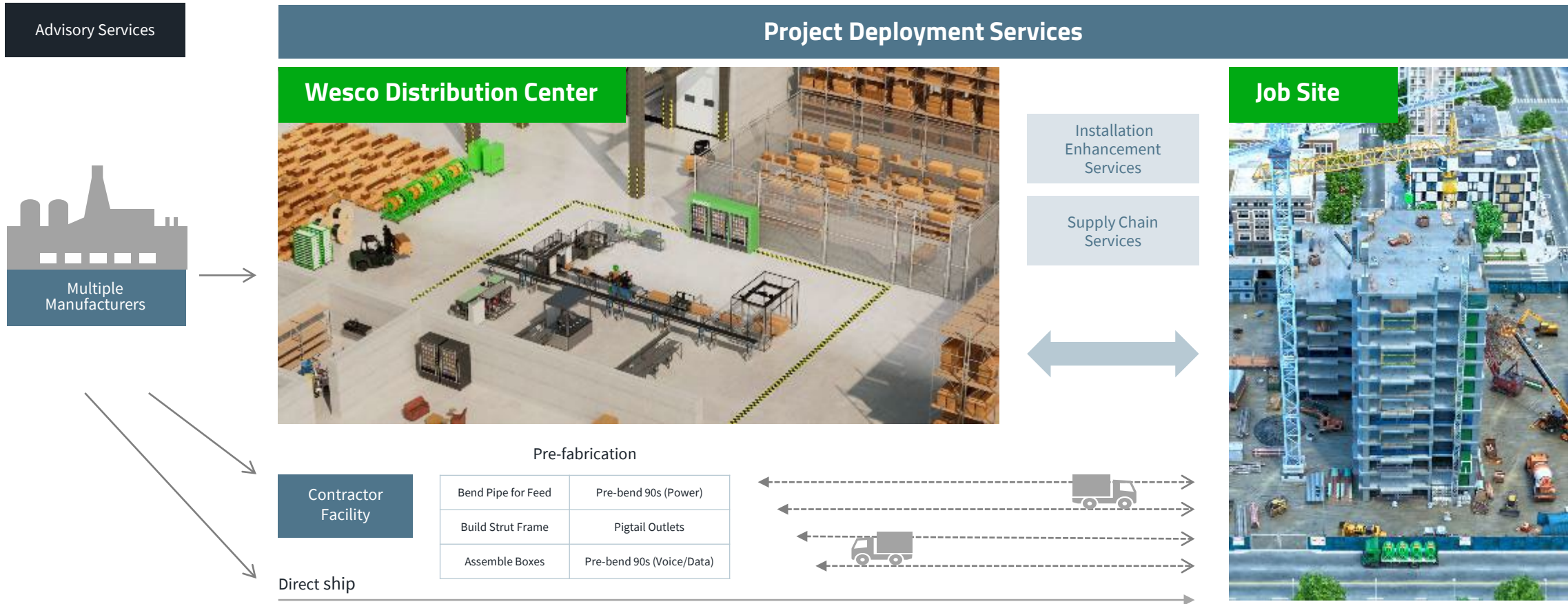
Technology and Vending

- **Job trailer barcoding**
- Storeroom-like setup
- Manage long duration project material
- Min/max replenishment
- Mobile app scanning
- Security (as needed)
- Full transaction reporting

Job Trailers

Project Deployment: Mapping a Project Plan

Advisory Services

Project Deployment Services

Wesco Distribution Center

Job Site

Installation Enhancement Services

Supply Chain Services

Multiple Manufacturers

Pre-fabrication

Contractor Facility

Bend Pipe for Feed	Pre-bend 90s (Power)
Build Strut Frame	Pigtail Outlets
Assemble Boxes	Pre-bend 90s (Voice/Data)

Direct ship

* Each line represents time & cost and risk

Safety Services

Safety Program

- Building a safety culture
- Site safety audit (compliance audit)
- Safety program development and review
- Safety project management

Electrical Safety

- Electrical/facility services
- Electrical glove testing
- Arc flash study/assessment
- Lockout/tagout procedure
- Development

Industrial Sampling

- Noise surveys
- Gas detection repair and calibration
- Air sampling

Respiratory Protection

- Respiratory/air quality services
- Air Sampling/respiratory medical evaluations
- Respiratory fit testing

Fall Protection

- Fall protection inspections and repairs
- Customized fall protection solutions
- Competent person's training

Other Services

- Ergonomic assessments

Central Intelligence Manager (CIM)

entroCIM Central Intelligence Manager connects your building's disparate systems and provides the actionable insights your business needs to operate effectively and efficiently.

Building Systems

- Elevators and mechanicals
- Utilities (power, gas, water)
- Lighting
- IoT sensors
- HVAC and air quality
- EV management
- Fire systems

Facility Management

- Tenant management
- Asset management
- Work order integration
- Space utilization

Safety, Security and Communications

- Surveillance
- Access control
- Network infrastructure
- Connected safety
- A/V

Ingenuity delivered.