

**Form C****EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**Company Name: WESCO Distribution, Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

Proposer's Signature:  Date: Dec 4, 2018**Sourcewell's clarification on exceptions listed above:**

No exceptions Noted



Contract Award  
RFP #121218

**FORM D**



**Formal Offering of Proposal**  
(To be completed only by the Proposer)

**FACILITY MRO (MAINTENANCE, REPAIR & OPERATIONS), INDUSTRIAL & BUILDING SUPPLIES WITH  
RELATED EQUIPMENT, ACCESSORIES, SUPPLIES & SERVICES**

In compliance with the Request for Proposal (RFP) for FACILITY MRO (MAINTENANCE, REPAIR & OPERATIONS), INDUSTRIAL & BUILDING SUPPLIES WITH RELATED EQUIPMENT, ACCESSORIES, SUPPLIES & SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

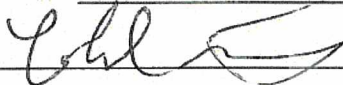
Company Name: WESCO Distribution, Inc. Date: Dec. 4, 2018

Company Address: 225 West Station Square Dr. Suite 700

City: Pittsburgh State: PA Zip: 15219

CAGE Code/DUNS: 05CF2

Contact Person: Lee Osterman Title: Vice President, CIG Market

Authorized Signature:  Lee Osterman  
(Name printed or typed)

**FORM E**

**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 121218-WES

Proposer's full legal name: WESCO Distribution, Inc.

**Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.**

The effective date of the Contract will be January 25, 2019 and will expire on January 25, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

**Sourcewell Authorized Signatures:**

DocuSigned by:

*Jeremy Schwartz*

C0FD2A139D06489...  
SOURCEWELL DIRECTOR OF OPERATIONS AND  
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

DocuSigned by:

*Chad Coquette*

7E42B8F817A64CC...  
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on January 23, 2019

Sourcewell Contract # 121218-WES

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

**Vendor Name** WESCO Distribution

**Authorized Signatory's Title** Division Vice President

*Kevin Pugh*

VENDOR AUTHORIZED SIGNATURE

Kevin Pugh

(NAME PRINTED OR TYPED)

Executed on January 30, 2019

Sourcewell Contract # 121218-WES



**PROPOSER ASSURANCE OF COMPLIANCE**

**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: WESCO Distribution, Inc.

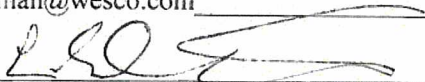
Address: 225 West Station Square Dr. Suite 700

City/State/Zip: Pittsburgh, PA 15219

Telephone Number: 412-454-2200

E-mail Address: losterman@wesco.com

Authorized Signature:



Authorized Name (printed): Lee Osterman

Title: Vice President, CIG Market

Date: Dec 4, 2018

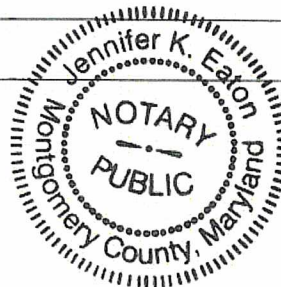
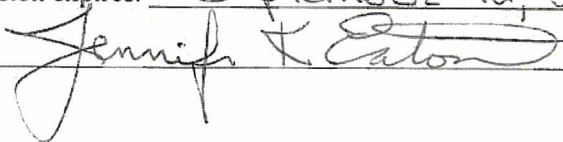
Notarized

Subscribed and sworn to before me this 4<sup>th</sup> day of December, 2018

Notary Public in and for the County of Montgomery State of Maryland

My commission expires: September 12, 2022

Signature:







**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: **WESCO Distribution, Inc.**\_\_\_\_\_

Questionnaire completed by: **Eric Anderson**\_\_\_\_\_

**Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?  
**WESCO's standard payment terms are NET 30 from day of shipment**
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?  
**WESCO does not provide any Leasing or Financing options.**
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

**WESCO Distribution, Inc. offers the full spectrum of product ordering capabilities. While customers can order at our branch counter or via phone and fax, our electronic ordering systems help bring additional speed and cost savings to the procurement process. WESCO utilizes EDI, e-mail, electronic cataloging (including internet ordering), direct order entry, and bar-code bin labeling to streamline transaction processes. We also support the leading industry portals so customers can access WESCO-supplied products from multiple sites on the web. Credit cards (VISA, MasterCard, and American Express) can be used on all of these ordering methods.**

**WESCO's point-of-sale system, WESNET, manages all aspects of order processing/shipping/invoicing. This is a "real-time" system that allows any salesperson to view the status of any order, products availability at all locations, shipping information, backorder status and billing information. The WESNET system also allows contract pricing to be uploaded to automatically upload contract pricing at order entry.**

**Upon award of a contract, WESCO has an internal process to create "National Account" codes that are then assigned to participating members of a specific contract. These codes are created in order to lock contractual pricing company wide, which ensures no sales vary from the contractual values. In addition, these National Account codes enable WESCO to pull selected criteria from the WESNET database to provide Participating Public Agencies with detailed reporting. WESCO has a standard report process that meets and exceeds most reporting requirements; however, we also have the ability to provide customized reports. WESCO can provide customized electronic or paper reports on a variety of transactional activities and can be sent on a daily, weekly, monthly, quarterly, annual basis.**

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

WESCO does accept P-Card procurement and payment process. There is no additional cost to Sourcewell member in using this option.

### Warranty

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

WESCO Distribution, Inc. agrees to provide Buyer with the warranty and remedies as provided by the applicable manufacturer of the Goods or subcontractor of the Services provided by WESCO hereunder. These warranties and remedies shall be the sole and exclusive remedies available to Buyer and applicable to the Goods or Services provided by WESCO hereunder. WESCO shall assist Buyer with the enforcement of all manufacturer warranties for the benefit of WESCO during the remedy period as provided by the manufacturer or subcontractor.

EXCEPT FOR THE FOREGOING, WESCO HEREBY DISCLAIMS AND EXCLUDES ANY AND ALL OTHER WARRANTIES REGARDING GOODS AND SERVICES, EXPRESS OR IMPLIED, INCLUDING, WITHOUT LIMITATION, THE IMPLIED WARRANTY OF MERCHANTABILITY, THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, IMPLIED WARRANTIES AGAINST DEFECTS IN DESIGN, MATERIALS AND WORKMANSHIP.

- Do your warranties cover all products, parts, and labor?  
All the Manufacturer warranties cover their products and parts. As for labor, WESCO does not provide labor and for the manufacturers, only if the product included labor from the Manufacturer.
- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?  
WESCO passes through the warranties offered by our manufacturer partners, without modification.
- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?  
As the role of WESCO being a distributor, and does not have any Technicians on staff, this will not apply.
- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?  
WESCO will assist any member with any warranty issues across the United States, but since WESCO does not have Technicians on staff, this will not apply.
- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?  
WESCO will assist any member regarding any warranty issue and will work with the respective manufacturer to resolve the problem. The ultimate responsibility will be the OEM, but the member will work with WESCO along the way to satisfy the issue.
- What are your proposed exchange and return programs and policies?



## Return Policy –

- Customer may return material for any reason at the branch or distribution center from which the material was shipped, subject to WESCO prior approval, which will not be unreasonably withheld. Prior to returning material, contact your WESCO salesperson for approval and instructions.
- If permission for return is granted, WESCO shall issue a Return Authorization number, and material approved for return should be sent back to WESCO within 30 days after the issuance of the RA number.
- Returns are subject to manufacturing restocking fees, if any.
- Material return requests greater than 60 days after the customer receipt of the material may not be approved for return.
- WESCO will only accept the return of materials that were purchased directly from WESCO.
- Approved return material must be returned unused and in re-sellable condition in order to receive credit. Electrical components must be unopened in order to be considered re-sellable.
- Any non-stock/special made-to-order product that cannot be returned to the WESCO material manufacturer will not receive return authorization and the customer will not be issued credit.
- The customer will be notified in the event material received back to WESCO is deemed not creditable and to determine to either scrap or return the material back to the customer, at the customer's expense.

6) Describe any service contract options for the items included in your proposal ("on call", retainer, etc.).

As a MRO products distributor, WESCO does not offer any direct Service Contract options. WESCO can help facilitate with the manufacturers in the event a Service Contract comes available, as these options would come directly from the manufacturer.

## Pricing, Delivery, Audits, and Administrative Fee

7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

WESCO's business allows its customers to access more than 1,000,000 products. WESCO's network of branches and distribution centers stock more than 130,000 unique product stock keeping units ("SKUs") from over 24,000 suppliers. Each branch will tailor its inventory to meet the needs of the Participating Public Agencies in its local market, stocking an average of approximately 2,500 SKUs.

Representative products that WESCO offers include:

- Electrical Supplies. Wiring devices, fuses, terminals, connectors, boxes, enclosures, fittings, lugs, terminations, tape, splicing and marking supplies
- Industrial Supplies. Tools and testers, safety and security, fall protection, personal protection, consumables, fasteners, janitorial and other MRO supplies
- Power Distribution. Circuit breakers, transformers, switchboards, panel boards, metering products and bus way products
- Lighting. Lamps, fixtures, ballasts and lighting control products
- Wire and Conduit. Wire, cable, raceway, metallic and non-metallic conduit
- Control, Automation and Motors. Motor control devices, drives, surge and power protection, relays, timers, pushbuttons and operator interfaces
- Data and Telecom. Copper and fiber cable, data connectivity, support and protection products



- Physical Security and Access Control. DVR's, Card Readers, Camera's, Applicable Software

WESCO will attempt to source any manufacturer upon request. Customer requirements for specified products determine the selection of suppliers. During Sales Order Processing, sales and operations groups review all customer product and service requirements. If product specified is not manufactured by a WESCO-approved Supplier, personnel will contact the relevant manufacturer to confirm their capabilities to produce product to relevant to the industry and government standards identified on the customer order.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

WESCO will offer a "Discount off MSRP" Price Schedule broken down by Manufacturer and Product Sets. It will also show commodity manufacturers that will be based on a "Cost Plus" structure. This is titled "Sourcewell – Categories & Manufacturers". To accompany this document will be a SAMPLE of our MSRP sheets that WESCO will maintain for all manufacturers for the duration of the contracts. WESCO will also offer a "Hot List" of products that are common items in the SLED sector.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

The Discount ranges from 0% - 89% off of MSRP or Trade Service End Column, at the time of quote.

- 10) The pricing offered in this proposal is

- ☐ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- ☒ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- ☐ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

WESCO maintains strategic relationships with the top manufacturers in the industry. These relationships allow WESCO to negotiate additional cost-savings for large project and bulk purchases. As every opportunity can be unique in nature, WESCO always entertains working with the customer on any large purchase to determine the matched manufacturer and product to then work strategically to obtain the best potential cost savings discount available. These opportunities are a case-by-case event therefore these opportunities will be examined at the time of inquiry.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

WESCO will attempt to source any manufacturer upon request. Customer requirements for specified products determine the selection of manufacturers. During Sales Order Processing, sales and operations groups review all customer product and service requirements. If product specified is not manufactured by a WESCO-approved Supplier, personnel will contact the relevant manufacturer to



confirm their capabilities to produce product to relevant to the industry and government standards identified on the customer order.

WESCO shall provide a quote based on a case-by-case scenario and pricing will be based upon "Cost Plus %", which will be in line with the provided WESCO Price Schedule, based upon Product Category. In the quote to the member, WESCO will note items that are deemed Open Market.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

WESCO has successfully developed and implemented numerous strategic alliances / managed business relationships throughout the United States, to assist our customers in reducing their "Total Cost of Ownership". Collectively, they incorporate a wide variety of vendor managed inventory program elements, such as bin-stock replenishment, consignment, kitting, and warehouse management across a broad range of products.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Shipments of material are generally made via WESCO truck, UPS or a common carrier. Freight charges for WESCO core products shall be Prepaid and Allowed. For any expedited shipping per the customers' request, this shall be Prepaid and Charge. The shipping charge will be added to the customer's invoice.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

WESCO maintains sales locations in Alaska and Hawaii. For items located in the locally stocked warehouse, the policy stated above will apply. For items shipping from the Continental U.S., shipping charges may apply. In the State of Hawaii, items shipping from a sales location different from the island of destination, shipping charges may apply. In the State of Alaska, shipping charges may apply in shipping to any remote location.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

WESCO Distribution, Inc. carrier partnerships are nationally, regionally and locally based. WESCO is capable of providing a wide range of shipping services, from shipping small parcels to shipments that are multiple truck loads. WESCO can also offer expedited deliveries from next flight out airfreight to local messenger deliveries. WESCO is always looking for capabilities of our carriers and comparing those to service needs to our customers. We will assign the appropriate carrier based on the final destination location, delivery services required, and delivery date to ensure the most economical shipping costs. Generally, WESCO can deliver in stock items to all member locations on a same day or next day basis depending on your locations specific needs. Same day shipments will require a cutoff time, to be established between WESCO and individual agency. Orders placed before the cutoff time would be delivered the same day, order placed after the cutoff time will be delivered the following day. Same day deliveries will be made via WESCO truck and/or local contract carrier.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper



pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

WESCO's National Account and Sales Support expertise, coupled with our industry knowledge and extensive branch network not only position us well to respond to the needs of multi-location national accounts, it make us uniquely qualified to support the Sourcewell contract. We combine national programs with local service and support by encouraging creative and flexible thinking at the branch level, believing it key to customizing service relationships that meet the specific needs of each individual customer location. Upon award of a contract, WESCO has an internal process to create "National Account" codes that are then assigned to participating members of a specific contract. These codes are created in order to lock contractual pricing company wide, which ensures no sales vary from the contractual values. These "National Account" codes also allows WESCO to create sales reports for all sales based on the "National Account". The WESCO National Account Team has on their calendar all National Accounts that require Sales Usage Reports and Fee requirements. WESCO currently holds contracts with similar requirements and is therefore experienced and capable of fulfilling your reporting requirements.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

WESCO Distribution, Inc. will offer Sourcewell a 2% Contract Administration Fee.

#### Industry-Specific Questions

- 19) How would being awarded a Sourcewell contract allow you to better and more efficiently serve the government, education and non-profit segments?

With Sourcewell being one of the most recognized Co-op's across the nation, and since it is its own public agency, the competitive awarded contract will allow WESCO and its divisions to proactively pursue customers knowing that by offering this contract, it becomes a more effective sales process. The more than 150 sales branches will understand the ease-of-use which will then close more sales with their customers and new customers.

- 20) Describe the added value your company would provide to government, education and non-profit customers through a Sourcewell-awarded contract.

WESCO will provide best in class distribution services, including e-business, local delivery, and technical support for the broad array of suppliers we distribute. By providing the pricing available through our Sourcewell contract, eligible agencies will have the ability to receive market level pricing quickly, and be able to select specific product solutions with the knowledge the items have been through the competitive process. Our best relationships are with agencies that allow us to provide suggestions on cost savings, energy efficient upgrades, and the manufacturers that offer the most value, for your investments.

- 21) Describe any new products and services added to your portfolio within the past 18 months.

WESCO has expanded and strengthened its portfolio by diversifying its end markets, customer base, service capabilities, product lines and supplier relationships, and will continue to do so as they move forward through the next decade. The hottest products in our industry are centered around Energy Efficiency, LED Lighting & Controls Wireless Networking and Data Center Management.

- 22) Please describe any product training, consulting or instruction that you offer, including the programs, the related costs and the benefits?



While WESCO is one of the largest electrical distributors in North America, WESCO also has the resources in place to provide training to the customer in many different aspects. Some of these offerings are:

1. WESCO sales personnel along with the Regional Government Managers are there to provide product updates, product training and to set up product seminars as requested by the customer. Since WESCO is partnered with most top name Electrical and Lighting manufacturers in the industry, we can take over the task of scheduling manufacturers to provide specific product training.
2. WESCO, in partnering with EATON, has a successful program in performing Energy Audits. Energy Audits are conducted by a team of experienced energy audit professionals who will assess the working environments and power consumption to help customers reduce energy consumption and realize cost savings. This is applicable to large corporate end users, data centers, government offices and installations, university campuses, healthcare, and the list goes on. It could be an hour well spent. Additionally, with recent changes in NFPA 70E worker safety, WESCO/EATON jointly can provide all city facilities with the necessary legal documentation and identification to prevent future Arc Flash accidents and citations from OSHA in the future.
3. WESCO has nine Regional Lighting Managers that provide Lighting Upgrade and Retrofit Expertise to provide customers a look at the dividends produced by state-of-the-art lighting systems. An upgraded lighting system Audit can provide you with the following benefits:
  - Energy Saving Solutions
  - Maintenance Savings
  - Improved Lighting Quality, Related Productivity, and Safety
  - Inventory Procurement and Management Savings
  - Environmental and safety compliance

WESCO's upgrade process provides solutions that fulfill our Customers' needs and generate desired and expected results.

- 23) Do you have an on-line purchasing portal? If so, please describe your online ordering process, purchase approvals/tracking, payment options, reporting and monitoring (For example, can a member track spending by staff members, can a member put limits on purchases, can a member be invoiced, etc.)

WESCO has invested significantly to support our customers' e-Business initiatives. Our strategy is to e-Enable our existing customers, establish a dominant position in the emerging channels and develop internal productivity tools using web-based technologies. We will do this by providing our customers with the products and services they desire at the service levels they expect to receive at the prices they expect to pay using the e-Commerce methodology of their choosing.

Buy.WESCO provides customers with web based selection and electronic purchasing. Users have the ability to view real-time inventory in both the local branch, and our eight distribution centers located in North America. All of this is done via the web, so no software or local network are required. In our proposal, we will be loading all contract items onto our website, permitting users the ability to view product information and purchase electronically. WESCO products are available today on the Web at [www.buy.WESCO.com](http://www.buy.WESCO.com), our full-function Internet catalog provides:

- Powerful product search capability
- Quick and easy order entry
- Comprehensive order information
- Customized shopping lists



- Complete item detail
- Real-time price and availability
- Account customization capability
- Access 24 hours a day, seven days a week

Users can have a choice of PO/Invoice or credit card orders. Buy.WESCO can also handle online quote requests, and buyers can retrieve and checkout the online quoted items both online or through the punch-out catalog. The Online Services page can provide detailed reporting as well as invoice printing and PO shipment status.

24) Please rank the top 3 market segments where your company provides products & services:

- |   |   |
|---|---|
| a) Facilities MRO (Maintenance Repair & Operations) | 2 |
| b) Industrial Supplies                              |   |
| c) Tools & Equipment/Accessories                    |   |
| d) Electrical Power Transmission & Supplies         | 3 |
| e) Mechanical Power Transmission                    |   |
| f) Pneumatics/ Fluid Power                          |   |
| g) Electrical and Lighting Products & Services      | 1 |
| h) Plumbing Supplies & Waterworks                   |   |
| i) Construction & Building Supplies                 |   |

25) Describe your market share, depth, and breadth of products and services offered within each of the following categories you currently provide to your government, education & non-profit customers:

The market is highly fragmented with thousands of manufacturers and over 10,000 distributors. The top 50 distributors have less than 20% share in North America and a majority of our products get to market through distribution channels.

WESCO is recognized one of the Top 2 Electrical Distributors in North America and averages \$8 Billion in annual sales.

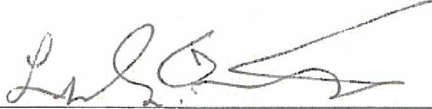
We compete directly with global, national, regional and local distributors of electrical and other industrial supplies. Competition is primarily focused on the local service area, and is generally based on product line breadth, product availability, service capabilities and price. We also compete with buying groups formed by smaller distributors to increase purchasing power and provide some cooperative marketing capability.

- |   |   |
|---|---|
| a) Facilities MRO (Maintenance Repair & Operations) | Safety and security, consumables, fasteners, janitorial, data and telecom products and other MRO supplies                     |
| b) Industrial Supplies                              | Safety Supplies (Vest, Gloves, Harness)   |
| c) Tools & Equipment/Accessories                    | Testers, safety and security, fall protection, personal protection, consumables, fasteners, janitorial and other MRO supplies |
| d) Electrical Power Transmission & Supplies         | Circuit breakers, transformers, switchboards, panel boards, metering products and bus way products                            |
| e) Mechanical Power Transmission                    |   |
| f) Pneumatics/ Fluid Power                          |   |
| g) Electrical and Lighting Products & Services      |   |

Wiring devices, fuses, terminals, connectors, boxes, enclosures, fittings, lugs, terminations, tape, splicing and marking supplies. Wire, cable, raceway, metallic and non-metallic conduit. Lamps, fixtures, ballasts and lighting control products. Motor control devices, drives, surge and power protection, relays, timers, pushbuttons and operator interfaces

- h) Plumbing Supplies & Waterworks
- i) Construction & Building Supplies

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

Dec 4, 2018

Upon award, WESCO requests the opportunity to discuss mutually agreeable terms which properly reflect WESCO's role as a distributor, which are mutually acceptable to the parties including in the areas of warranty, indemnification and reasonable limitations of liability.