



TOWN HALL

Comprehensive State and Local Government Solutions

We build, connect, power and protect the world.



Ingenuity delivered.

Ingenuity delivered.



Preferred Supplier Partners



Life Is On



ASSA ABLOY
The global leader in
door opening solutions



BELDEN



BOSCH
Invented for life

COMMSCOPE

CORNING

dormakaba

EAT•N

Honeywell
FIRE SOLUTIONS

LEVITON

PANDUIT

Did You Know?

State and local government annual spend is \$3.25 trillion, making it one of the largest segments of the U.S. economy. The State, Local and Education (SLED) market consists of cities, counties, townships, special districts, independent school districts and public higher education institutions, all contributing to this annual spend. Wesco's specialized

government team can help you navigate this market by providing an unmatched portfolio of products, solutions and services for your municipality. In addition, we hold multiple cooperative contract vehicles to help streamline your purchasing.



Shaping Innovative Solutions for State and Local Government

Wesco takes pride in being adaptable and agile to support state and local government agencies with a specialized team focused solely on this sector. Our team of engaged and effective problem-solvers is dedicated to meeting your most important challenges with our impressive portfolio of industry-leading brands and comprehensive services and solutions. Wesco's team understands the purchasing processes, contract vehicles, unique language and acronyms, and various solutions in this market.

We are one of the few companies in the industry with specialized resources focused on state and local government customers. Our team is active in state and local associations enabling us to maintain multiple purchasing vehicles to simplify your procurement process.

For more information on the state and local government environment go to [Wesco.com/state-local](https://www.wesco.com/state-local).

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Contract Vehicle

Cooperative contracts are agreements between the government and businesses, created to lower the costs of procuring goods or services that multiple entities commonly need.



Region 4 Education Service Center Contract, available through OMNIA Partners Cooperative Contract

OMNIA Partners, Public Sector is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement. Scope includes MRO supplies, cabling, network products and solutions, and security system services.

Contract #:
R192008

Benefits:

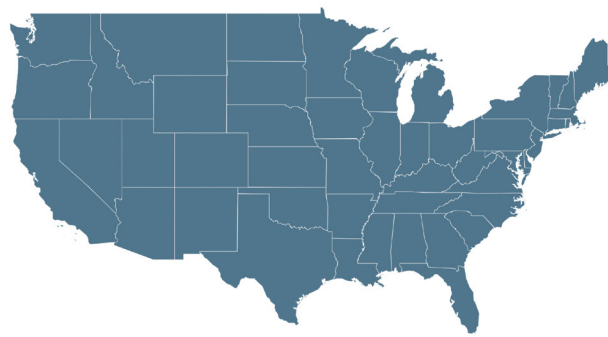
- No fees to participate
- Available to state and local government entities and educational institutions in all 50 states
- Non-exclusive contracts
- No minimum purchase amounts
- No obligations
- Full catalog offering



State Contracts

Wesco carries various state contracts for product categories including lighting, data communications and safety.

For a complete listing of our statewide contracts, please email sled@wesco.com.



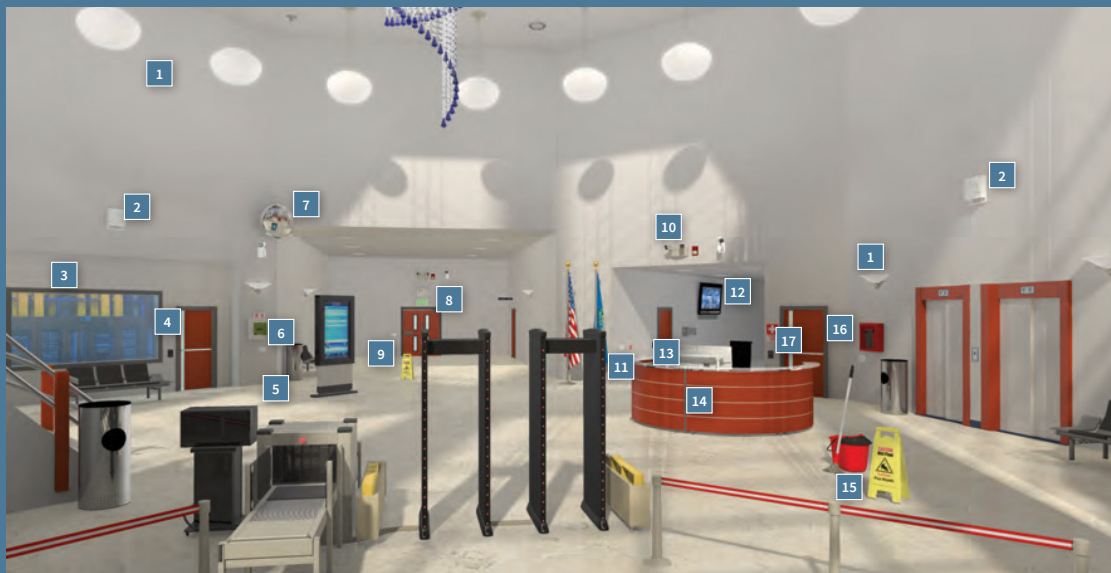
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City Hall (Exterior)

- | | | |
|-------------------------|-------------------------|-------------------------------------|
| 1. Solar panels | 6. Advanced metering | 11. Portable power |
| 2. Video Surveillance | 7. Outdoor lighting | 12. Outdoor digital signage |
| 3. Transformers | 8. Emergency call boxes | 13. Outdoor cabinets and enclosures |
| 4. Generators | 9. Access Control | |
| 5. EV charging stations | 10. Safety equipment | |



City Hall (Interior)

- | | | |
|------------------------------------------------------------------------------------------|--------------------------------------------|-------------------------|
| 1. Lighting | 6. AED defibrillators | 12. Digital Signage |
| 2. Intercom systems | 7. Mirrored Dome and Panels | 13. Power panels |
| 3. Uninterruptible power supply, cabinets, racks, switches, cooling, networking products | 8. Exit signs | 14. Monitoring systems |
| 4. Access Control | 9. Safety equipment | 15. Janitorial supplies |
| 5. Video surveillance | 10. Emergency lights, signals and sounders | 16. Fire extinguishers |
| | 11. Lighting controls | 17. First Aid Cabinet |



Library

- | | | |
|----------------------------|----------------------------------------------|--------------------------------------------|
| 1. Recessed lighting | 8. Raceway | 14. Labeling ID systems |
| 2. Safety equipment | 9. Personal lighting | 15. Wireless solutions |
| 3. Emergency pull stations | 10. AED Defibrillators and First Aid Cabinet | 16. Lighting |
| 4. Video surveillance | 11. Fire extinguishers | 17. Emergency lights, signals and sounders |
| 5. Light switches | 12. Custom floor plates and boxes | |
| 6. Outlets | 13. Surge protection strips | |
| 7. Lighting controls | | |

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Meeting Hall

- | | | |
|-------------------------------------------|-------------------------------------------------------------------------------------------|----------------------------------------------|
| 1. Speakers | 8. Light switches | 14. Access Control |
| 2. Multi-media outlets, GCFI | 9. Outlets | 15. Recessed lighting |
| 3. Custom floor plates and boxes | 10. Uninterruptible power supply, cabinets, racks, switches, cooling, networking products | 16. Exit signs |
| 4. Emergency lights, signals and sounders | 11. Projector screens | 17. AED Defibrillators and First Aid Cabinet |
| 5. Lighting | 12. A/V equipment | 18. Fire extinguishers |
| 6. Wall enclosures | 13. Raceway | |
| 7. Emergency pull stations | | |

Develop a Successful Purchasing Partnership

As a purchasing professional, it can seem like your biggest hurdle is figuring out how to do more with less, especially in today's ever-changing work environment. Getting the highest quality product for the lowest possible cost can be challenging.

Working together with expert partners can often yield better results than going it alone. That's especially true in negotiating prices. Joining a network of like-minded professionals as part of a cooperative contract provides an innovative way to get better pricing and save time.

Once a price is established upon a contract award for a specific product, for example, thermal detection cameras, this price would remain constant for an agreed upon time period. Knowing the price will remain stable can make budgeting easier and provide long-term peace of mind for purchasing departments even as markets fluctuate.

A purchasing cooperative is an arrangement between businesses to combine demand to get lower prices from suppliers. Cooperative contracts are most commonly used by counties, municipalities, school districts, colleges, and universities to streamline purchasing.

As these organizations now look to provide safety solutions for on-site staff and visitors, purchasing through one contract vehicle can simplify the process. Cooperatives vary in size, but most are based on voluntary membership and democratic leadership. In order to use a cooperative contract, an organization usually must confirm their eligibility. While processing and assessing options, the purchasing agent or manager needs to access a Request for Proposal (RFP). The RFP information can be used to ensure that local requirements were met through the competitively-bid and legally-awarded contracts offered.



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3 Ways a Cooperative Contract can Benefit You

1 Increased Demand Lowers Prices

The ability of a purchasing agent to precisely budget costs can have a direct impact on an organization's profitability. Cooperative contracts provide members with access to an aggregate volume of specific supplies. This results in better pricing than a purchasing department could have acquired on its own.

2 Streamline Purchasing by Eliminating Steps

Tasks such as researching the latest product categories, sourcing competitive quotes and negotiating pricing can be time-consuming. Cooperatives have a contract development process in place to eliminate these tasks. This allows the purchasing department to focus their time and resources on other areas and can help increase productivity.

3 Growing Your Network

Cooperatives act as an extension of a purchasing department to save time, money and resources. They also provide a way for members to gain education and training while growing their personal and professional networks. By becoming a member of a cooperative, your organization becomes part of a tight-knit network. Take advantage of these networks by attending virtual cooperative events and staying up-to-date with exclusive training and engaging with other members to leverage their expertise.

How to Register to become a Cooperative Contract Member



- Go to www.omniapartners.com.
- Click *Register* on the top, right-hand side of the screen. Complete the requested information.
- Hit *Submit*.

Ingenuity Delivered for State and Local Government

The Wesco State and Local Government Advantage

- Your single source for tech-enabled solutions
- \$2B+ total inventory for prompt fulfillment
- Same-day and next-day delivery
- 1.5M+ products
- Trusted partner to leading OEMs
- Network of 30,000 suppliers representing the industry's premium brands 8,000 professionals worldwide

8,000 Professionals Worldwide

- Dedicated technical experts focused on the latest technologies
- Nearly 100 years of excellence and experience
- State-of-the-art lab and technology briefing centers

Global Reach, Local Expertise

- Extensive experience in serving global accounts
- More than 800 facilities around the globe
- Operations in 50+ countries and 300+ cities
- 24/7 service capability
- Serving more industry verticals than any other distributor in the world

Comprehensive Value-Added Services

- Advisory Services
- Installation Enhancement
- Integrated Supply
- Project Deployment
- Supply Chain Services

Smart, Digital Solutions

- Vendor-managed inventory
- Punchout, CIF catalog and catalog exchange (Ariba, SAP, Oracle)
- eBusiness (EDI, CXML, and electronic invoicing)
- Point of use material management (vending and store room solutions)

eCommerce

- Access essential details including price, UOM, specs and product images
- Over 300,000 SKUs
- Our digital capabilities are expanding to serve the growing demand for online sourcing, product information and purchasing options, so you can save time and drive continued success

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Wesco.com

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