

WESCO Serves Government

WESCO is committed to supporting the Federal, State & Local Government and Education markets through a dedicated team of individuals focused solely on Government and Education customers. The WESCO Government Team delivers results for these important customers through an in-depth knowledge of their unique purchasing processes, available contract vehicles and specific market challenges.

Logistics Services

- On-Site Project Management
- Project Schedules Development
- Just-In-Time Inventory
- Tailored Customer Inventory
- Job Staging (Assembly and Shipping)
- On-Site Drop Shipping
- E-Commerce
- Project Kitting

Service Portfolio

- Inventory Optimization Programs
- Technical Solution Development
- Delivery and Project Support Services
- Energy-Efficient Product Upgrade Consultation
- Safety and Product Training



For More Information:
buy.wesco.com/resources/government
Email: gpn@wesco.com



GPN is a network of strategic government contractors with various business sizes and socio-economic classifications.



WESCO®
GOVERNMENT

Why the Government Partner Network?

For Government Customers

Government customers actively pursue a diverse supplier base that can add value to its business practices and help achieve long-term growth objectives through viable supplier diversity programs. We have developed a global network of strategic contractors to help you identify a partner including:

- Minority-Owned Business (MBE)
- Small Disadvantaged Business (SDB)
- Veteran-Owned Small Business (VBE)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Women-Owned Small Business (WOSB)
- 8(a)
- HUBZone

From our Partners

"This is truly a cutting edge, out of the box concept and I know the potential is endless."

—Triton Supply, WBE

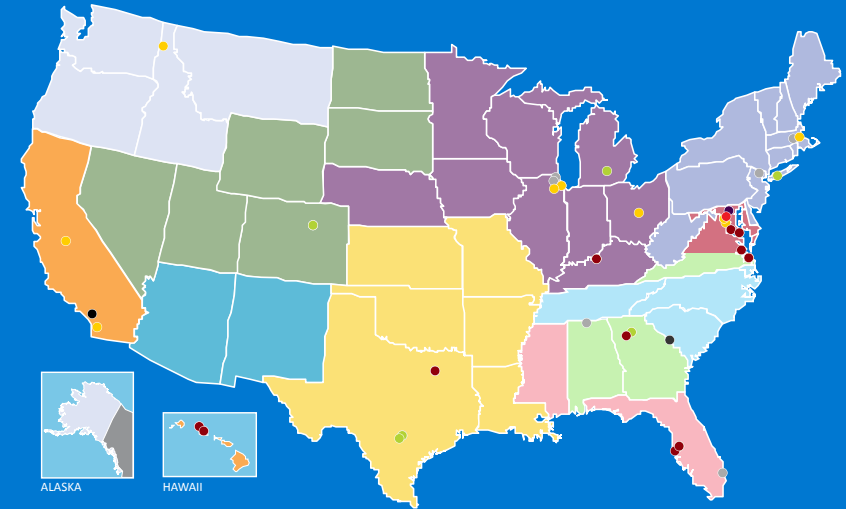
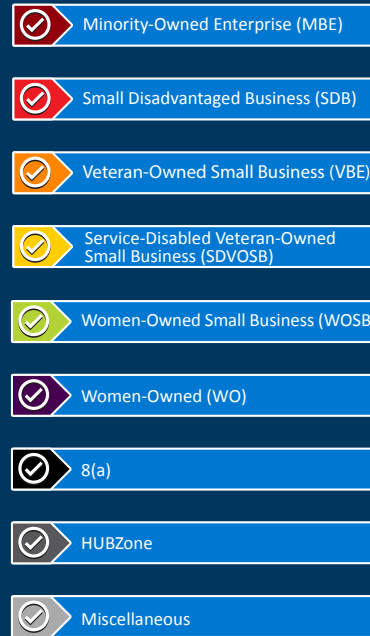
"The WESCO GPN Program provides federally focused small businesses with deliverable results to their bottom line. Some large businesses say they support small business, but WESCO truly invests money, resources and time to their small business partners."

—E2 Optics, WOSB/8(a)

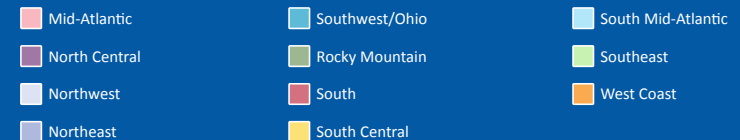
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Government Partner Network Partner Geography

WESCO GPN BUSINESS TYPE



WESCO REGIONAL GOVERNMENT MANAGERS



Government Partner Network Membership Benefits

- **Expanded Sales Team** – our team will champion your business to end customers when appropriate
- **Business Development** – access to WESCO's highly skilled business development team to help qualify opportunities
- **Intelligence Database** – access to various tools to help identify and track opportunity pipelines
- **Marketing Support** – assistance creating co-branded marketing collateral
- **Support System Integrators** – members provide installation and professional services for integrators
- **Dedicated POC** – dedicated Regional Government Manager to navigate WESCO