

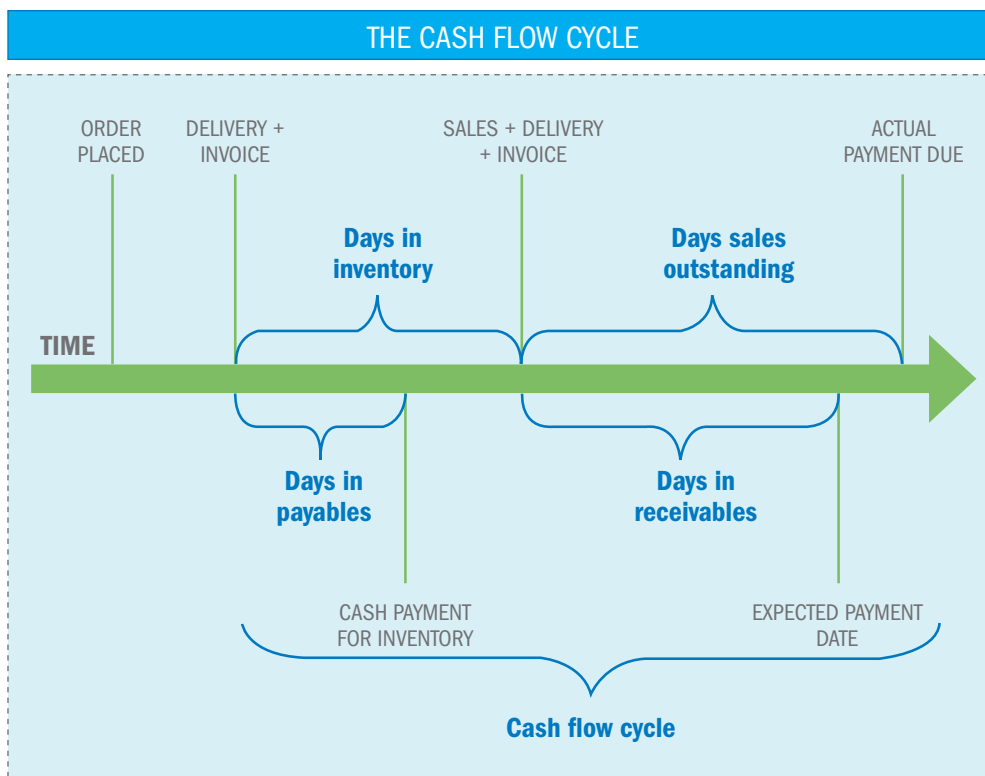
How difficult is it to maintain financial stability in a challenging market?



CONTRACTOR/INTEGRATORS FINANCIAL MANAGEMENT

How do you manage a healthy and profitable company while maintaining adequate cash flow for day-to-day operations? The right partnership can facilitate your financial goals by helping you leverage multiple fiscal strategies to meet your cash flow needs.

FINANCIAL MANAGEMENT CONSIDERATIONS



WHAT WE HEAR

Challenges contractors and integrators face are:

- Salaries and **BENEFITS**
- Profit **MARGINS**
- Cash **FLOW**
- Financial Risk **MANAGEMENT**
- Leasing **OPTIONS**
- Cyclical **DEMAND**

Total inventory carrying costs
average 25% or higher per year.

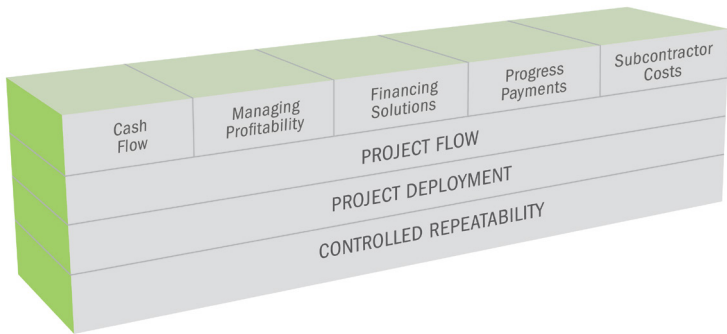
Source: Gartner 2015

Anixter as a Partner
Channel Solutions

Collaborating with Anixter as a Partner connects you with experts who will take the time to understand your current business and future targets. We can offer tailored financial strategies to help you achieve key goals such as increased profitability and growth.

STRATEGIC FINANCIAL ENGAGEMENT

The Anixter Approach



For the different but equally important demands of managing a contractor/integrator business, Anixter offers a relationship that considers the many financial implications of business profitability.

- **Cash flow**

An enhanced distribution partner relationship can help maximise revenue while minimising the cost of goods and labour.

- **Managing profitability**

Leveraging Anixter's experienced finance team can help you navigate your financial options for both projects and operations.

- **Financing solutions**

Developing a strategy to conserve working capital and keep credit lines open can help you mitigate operational risk.

- **Progress payments**

Anixter can help you shorten payables cycles on large projects with consolidated invoicing and material staging at our site, your site or the job site.

- **Subcontractor costs**

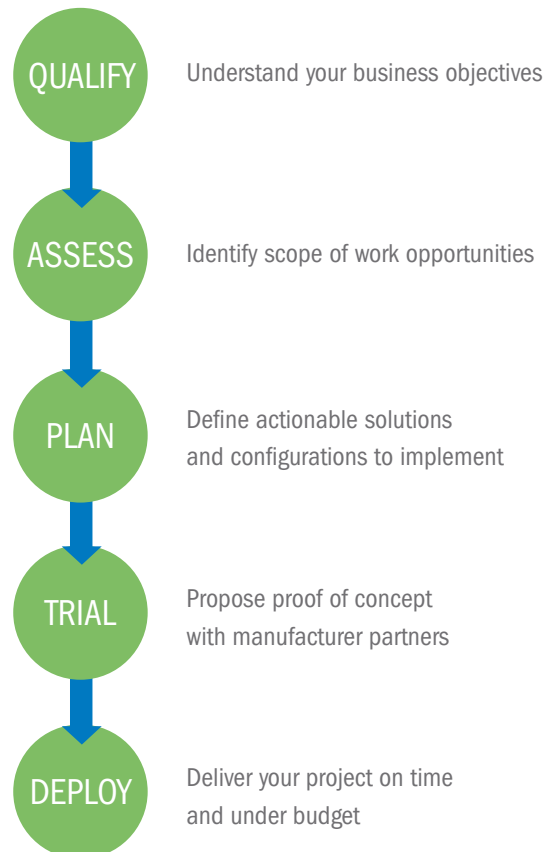
Utilising the right subcontractors can enhance scalability, customise expertise and increase operational efficiencies.

PRODUCT AND DEPLOYMENT SOLUTIONS

Through innovative supply chain solutions and best-in-class manufacturer partners, Anixter distributes enterprise cabling systems, power solutions, enclosures and pathways, professional A/V, industrial communications and control, IT networking, electrical infrastructure, wireless, security and control technologies.

YOUR PARTNER IN GROWING THE BUSINESS

Anixter Engagement Process



FOR MORE INFORMATION, VISIT ANIXTER.COM/PARTNER/EMEA

At Anixter, we enable the connected world. By building, connecting, protecting and powering valuable assets and critical infrastructures, we help to sustain and grow businesses and communities worldwide. We accomplish this by offering full-line solutions, technical intelligence, supply chain expertise and an unmatched global distribution network.