



Comprehensive Global Solutions

Helping You Simplify Complex Global Operations



Ingenuity delivered.

Ingenuity delivered.



Navigating the Challenges of Global Operations

Multinational operations can present a wide array of challenges, regardless of your market or business objectives. Global market complexities are greater than ever when considering health and safety concerns, skilled labour shortages, supply chain continuity, environmental and regulatory requirements, and rapidly changing inflationary pressures.

Wesco Anixter is your key partner for complex global operations through the creation of customisable programmes that fit your business needs and help you succeed on a local, national and global scale.

Common Challenges of Global Operations



Commerce

International commerce offers significant opportunities as countries and governments embrace new ways of doing business while adapting their economies to the global marketplace.



Uniform Standards

Traditional, local standards can create barriers to business and limit prospects. Embracing international best practices can increase opportunities and streamline processes.



Digital Divide

The digital divide and digital transformation create complexities for international business. Some countries will struggle to evolve from analog systems to new online solutions.



International Expansion

- Tax code compliance issues
- Regulatory compliance issues
- Managing unique market conditions
- Volatility of emerging markets
- Local government approved/agency approved product



Business Resiliency

- Operational resource limitations
- Technology integrity and reliability
- Managing transaction costs and reporting business
- Vulnerable risk management processes
- Currency exchange risk
- Manage competitive landscape and customer expectations



Economic and Cultural Conditions

- Supplier capabilities, negotiations and limitations
- Inconsistent standards and quality
- Adapt to unfamiliar business practices
- Geographic, cultural, language and institutional distance
- Limiting transportation and waste

Global Business Considerations

Key factors for navigating organisational objectives, compliance, technology selection and supply chain resiliency.

Business planning through shared documentation to stakeholders of defined technology and deployment solutions establishes rules of engagement with review cycles and cost savings analyses to meet agreed objectives.

Financial risk mitigation can limit financial exposure and improve working capital by actively managing exchange rate volatility and currency transactions through the use of multi-country credit facilities.

Procurement metrics leverage supplier rationalisation, deliver transactional efficiencies and provide visibility of both direct and indirect spend.

Global pricing versus project pricing offers a strategic approach that enables improved commercial coordination, corporate compliance and specific contract terms with service level and budget expectations.

Political situational awareness helps to navigate and optimise material management related to international sanctions, government embargoes, importation costs and country-specific commercial regulations.

Legal frameworks and existing contracts, which recognise local legal entities that comply with in-country requirements, encompass preparation, administration and support for supplier agreements, purchase order terms and project-specific scopes of work.

Best Practices for Global Operations

Selecting the right partner will help you develop best practices to speed and streamline project deployment and help your operations run more smoothly.

Global supplier partners that have a worldwide presence and trained local manufacturer-certified contractors help to adopt a consistent approach for international transactions, product standardisation and deployment through a global distribution partner network.

Skilled labour networks of authorised contractors, installers and integrators can improve project outcomes for compressed schedules and comply with your enterprise specifications.

Technology advisors that assist in product selection, application design, site assessments and education can help with technology roadmapping and improving ROI.

Global sourcing and inventory management offer supplier standardisation, alternative product selection, inventory pre-provisioning and just-in-time material management services for faster, more efficient deployments.

Supply chain logistics and global material management address product specifications, local restrictions, expediting, environmental compliance, importation administration, taxes, tariffs, fees and insurance, removing the burden from the integrator and/or end user.

Value-added services, beyond single cost of product, deliver value through installation enhancement, project deployment and supply chain programmes to save time, improve productivity, increase profitability and mitigate risk.

Leverage Our Global Expertise

Our team of experts will help implement international best practices and streamline purchasing to simplify your complex global operations.

Contracts

- Legal
- Global contracts
- Preferred terms and conditions (T&Cs)
- Compliance

Operations

- Supply chain services
- Inventory team
- Transportation
- Warehousing

Financial

- Leveraged pricing
- Credit
- Business management
- E-commerce

Management

- Single point of contact
- Global transactions
- Implementation
- Technical resources

Coordinate

- Suppliers
- Integrators
- Contractors
- Consultants

Comprehensive Solutions

- Automation
- Communications and networking
- Electrical and lighting
- Energy management and renewables
- MRO and safety
- Power generation and distribution

For more information on our strategic global support programs, visit Wesco.com/global.



Environmental, Social and Governance (ESG)

Wesco Anixter provides responsible solutions that support our customers' growth and operational excellence, and we do our part to protect the planet through our own corporate sustainability initiatives. In addition, Wesco Anixter creates a culture that starts with engagement and values. We believe that the diversity of our team members drives more powerful solutions that improve our customers' business outcomes.

How Can Wesco Anixter Help You Meet Your Sustainability Goals?

Wesco Anixter uses its global distribution network and extensive inventory to implement and execute a more sustainable supply chain. We can kit, package, label and preassemble products at our distribution centres before we ship to the jobsite, enabling us to divert packaging waste to the appropriate recycling center. We also offer custom, turnkey solutions for energy reduction and building optimisation.

Sustainable Supply Chain Solutions

- Our prefabrication and packing services can save freight, coordination expense and packaging waste by efficiently shipping complete units rather than component parts.
- Optimised inventory and materials management can reduce shipping and transportation costs.
- Sourcing products with superior life cycles promotes sustainability by reducing the need for replacement parts.
- Online purchasing helps improve your balance sheet through reduced order cycle time, less tail spend and streamlined invoicing. Measure tangible impact through tracking diverted waste by volume or weight.

Energy Solutions

- LED lighting
- Smart metering
- Electrical vehicle (EV) charging stations
- Peak demand charge avoidance
- Compressed air
- Solar panels
- Smart building controls and IoT
- Building health enhancements

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