



## OEM ENGINEERING SERVICES



Product Selection



Specification Review



Value Engineering



Compliance Requirements



Engineering Services

### Product selection

The right products can help achieve compliance and optimal performance. We can help you select products to meet form, fit and function requirements, standards (UL, CSA) and environmental requirements (REACH, RoHS).

We can help you improve your processes and reduce costs through analysis of:

- Global product sourcing alternatives
- Minimum order quantity and lead time alternatives
- Total cost of ownership

We work with you to understand your specific needs and environmental factors. With access to more than 7,000 manufacturers, we can develop a commercial solution that can help you minimize engineering and leverage your spend.

### Specification review

Specification reviews help:

- Find the best solution, regardless of vendor, through independent review
- Understand what is driving the project by defining the job requirements
- Determine the interoperability of your system with proposed solutions

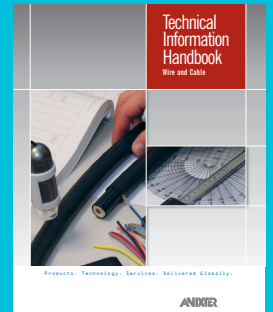
### Value engineering

We offer alternative technology solutions to reduce your cost of install/ownership. By leveraging best practices, we optimize the flow of raw materials and reduce your labor costs.

### Technical resources

- 50+ technically focused sales engineers
- 6 technology labs
- Technical sales force
- Infrastructure Solutions Lab<sup>SM</sup>

We literally wrote the book on wire and cable.



### Compliance requirements

Our Quality Program follows ISO 9001 guidelines.

We can assist you with compliance for:

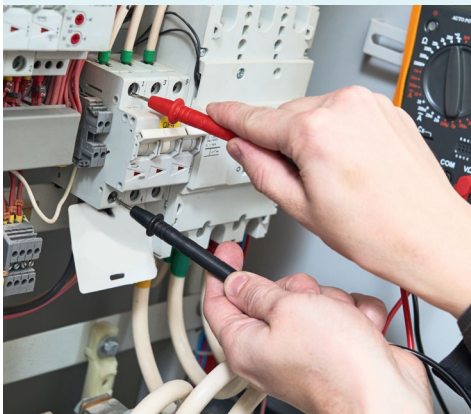
- North American environmental legislation: TSCA, Prop 65, conflict minerals, decaBDE restrictions, LEED
- European environmental legislation: RoHS, REACH, WEEE
- Industry standards bodies such as IEEE, TIA, BICSI, NFPA, UL, ICEA, ASTM, CSA, IMSA, NECA, NEMA, IEC, ATEX
- Local code compliance (NEC, CEC, other wiring regulations)
- Reporting and technical documentation

### Engineering services

So you can purchase with confidence, we offer:

- Product trainings
- Product configurations
- Design alternatives
- Installation recommendations
- Troubleshooting
- Third-party testing

## Corporate Snapshot



## Meeting manufacturing challenges

Manufacturing is challenged today with:

- Lack of skilled labor
- Cost reduction
- Continuous improvement

Organizations typically try to address these challenges by increasing efficiency within each area of the product lifecycle – engineering, sourcing, manufacturing and services – with each functional team working to achieve its own objectives in isolation. This approach often results in “siloes” improvements, with sub-optimal returns.

Anixter’s Operational Efficiency Model is committed to leveraging best practices – learned from various manufacturers – to implement holistic solutions across the entire supply chain. Engineering is the essential first step in this optimization process.



## Case study: parts proliferation

A global manufacturer had a parts proliferation problem. The database they used to select parts had inadequate descriptions, unorganized nomenclatures and no stock/made-to-order designations. This made it difficult for engineers to find parts and follow best practices. This created numerous downstream issues, including excessive inventory and storage challenges, which led to sub-optimal production capacity and plant utilization.

### Solutions

Manufacturer’s challenge	Anixter solution
Engineering/estimation database enabled “parts proliferation”	Anixter engineering team harmonized database which minimized design time by 5%
Made-to-order parts with large minimum order quantities and lead times delayed production	Engineered alternatives to eliminate minimums and lead time
Excess raw material inventory	Anixter stocked alternative parts and reduced inventory at site by 40%
Sub-optimal plant utilization based on material planning	Mated material plan to production schedule to phase deliver products; optimized plan labor by 1%
Too much conformance documentation effort	Conformance documentation provided by Anixter

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