EFFICIENT ROLL-OUT OF STANDARDS WITH ANIXTER’S GLOBAL CAPABILITIES

Products.
Technology.
Services.
Delivered Globally.
AGENDA

• About Anixter
• Global Presence
• Global Structure
• Customer Needs
• Global Service Offering
• Questions
ANIXTER’S GLOBAL PRESENCE

• Unmatched global capabilities and go-to-market strategy
• Dedicated focus on both end-user and channel-partner customers
• Superior technical expertise
• Largest breadth of network infrastructure and security products
• Close partnerships with market-leading suppliers
• Supply chain solution experts

2013 revenue $6.2 billion
Approximately 8,300+ employees
Approximately 450,000 products
Over 220 warehouses
Approximately $1 billion inventory
Approximately 100,000 customers
Over 50 countries
Over 250 cities
35+ currencies
30+ languages
Enterprise Cabling & Security Solutions

- Network cabling solutions
- Wireless and networking
- Voice accessories
- Access control
- Video surveillance
- Sound and paging
- Security, burglar and fire alarm cabling
- Individual Supply Chain Solution

Electrical and Electronic Wire & Cable

- Power cable
- Hook-up / lead wire
- Control cable
- Multiconductor cable
- Multipair cable
- Portable cable
- Audio/video
- Telecommunications
- Coaxial cable
- Accessories
ANIXTER’S NORTH AMERICA PRESENCE

- Founded in 1957
- 2 countries
- 4,500 US Employees
- 730 Canada Employees
- Over $700 million Inventory
- 2012 Revenue $4,424.7 million
- 2 billing currencies
- Over 6 Million sq. ft. warehouse space
- Over 165 Locations

2012 Revenue $4,424.7 million

Over $700 million Inventory
ANIXTER'S PRESENCE: CENTRAL & LATIN AMERICA (CALA)

- Entered region in 1990
- 15 Countries
- 800 Employees
- 2012 Revenue $561.5 million
- Over $70 million Inventory
- 28 Locations
- 12 Billing currencies

Entered region in 1990

800 Employees

Over $70 million Inventory

28 Locations

12 Billing currencies

3/3/2015

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ANIXTER’S EMEA PRESENCE

- **Entered region in**: 1972
- **Countries**: 27
- **Employees**: 2000
- **Revenue**: $1,071.9 million
- **Over inventory**: $225 million
- **Million sq. ft. warehouse space**: 1.6
- **Billing currencies**: 14
- **Locations**: 73

Note: All of Africa is supported by Anixter.
ANIXTER’S ASIA PACIFIC PRESENCE

- Entered region in 1991
- 13 Countries
- 300 Employees
- 2012 Revenue $195.0 million
- Over $30 million Inventory
- 181,000 sq. ft. warehouse space
- 13 Billing currencies Including USD
- 24 Locations

- Headquarters
- Offices and Warehouses
- Sales Offices
MANY DIFFERENT NEEDS AND TOPICS IN MULTINATIONAL ROLL-OUTS (1)

- On Time Deliveries
- Product Support
- Multiple Mfg
- Year over Year Cost Savings
- Leveraged Pricing
- Ease of Doing Business
- Proven Certified Financially Viable Installers
- Financially Viable
- Implement Expertise
- Global Expertise
- Customer Needs
- Information and Risk Mgt
- Local In-Country Support
- Logistics Expertise
- Cost Efficiency
MANY DIFFERENT NEEDS AND TOPICS IN MULTINATIONAL ROLL-OUTS (2)

- Maintaining Your Corporate Standards
  - Are local installers staying within the stated guidelines?
  - Lack of local sales and tech support: do you get the face time you need?
- Working with Quality Contractors/Installers at Every Site
  - Are they well trained and certified?
  - Do you know who they are in country?
- Avoiding Stock-Outs and Project Delays
  - Is there regional or local stock in every continent?
- Leveraging Your Global Spend
  - Are you getting the most competitive prices in every geography?
- Language, Cultural Barriers & Time Zone Challenges
  - Can you get someone on the phone you can effectively communicate with during regular business hours?
- Cost, Currency and Duty Issues
  - Can you conduct business in the local currency?
- Ease of Doing Business
  - Can we improve our process costs in the deployment?
THE “REAL” COSTS OF GLOBAL DEPLOYMENT

- **Duties**: 5% to 30% Additional Cost
  - Are you taking advantage of all available free trade zones and duty deferment programs to avoid this?
    - **ANIXTER SOLUTION**:
      - ✓ Determine if preferential duty opportunities are available
      - ✓ Assess proper tariff classifications

- **Value Added Taxes**: 8% to 25% Additional Cost
  - Are you procuring your material correctly in order to recoup this tax?
    - **ANIXTER SOLUTION**:
      - ✓ Design deployment model to optimize VAT recovery

- **Freight**: up to 30% Additional Cost
  - Are you minimizing your freight costs?
    - **ANIXTER SOLUTION**:
      - ✓ Forward deploy product based on forecasting
      - ✓ Perform regular reviews of price and service with international carriers

- **Local Customs**: Additional Border Fees and Associated Paperwork
  - Are you effectively managing your importation processes to avoid this?
  - Do you have the internal resources to manage this process?
    - **ANIXTER SOLUTION**:
      - ✓ Employ import specialists by country to move product across borders efficiently
SOLUTIONS THAT ADDRESS YOUR NEEDS

• …understand the local business climate, culture and challenges

• …communicate in local languages

• …support you in the local time zone

• …offer local stock in local units of measure

• …conduct business in the local currency (31 currencies globally)

• …facilitate local manufacturer support while leveraging global spend

• …build strong local contractor/integrator relationships

• …all managed in a globally coordinated and centralized approach

• …reinforce the implementation of your standards

• …reduce process cost in the deployment
RACK/ CABINET BUILDS AND KITTING

- Rack unpacked and built
- Panels, PDU’s and cable management installed

Items kitted per zone, room or floor
FINISHED GOOD STAGING

Ensure: your specification, standards, layouts and ease of ordering

Reduce storage need on site
Reduce time spent on material handling

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SPACE REQUIREMENT FOR MATERIAL PREPARATION

Cabinets pictured represent 10% of total project

Materials prepared and Ready!
For installation before shipping
WASTE MANAGEMENT

Unpacking and cleaning up...
Such a “waste” of time and money!

Waste that comes with a Project rollout.
CAGES WILL ELIMINATE WASTE AND OPTIMISE FLEXIBILITY
READY!™ Camera includes cameras, housings, mounts, lenses and accessories packaged together as one solution ready-to-install.

1: Kit or preassemble material
   - Camera
   - Lens
   - Housing
   - Mounts
   - IR Illuminator
   - Ethernet switch
   - Accessories (surge protection, baluns, etc.)

2: Bundle with DOA check, IP addressing, and serial number capture for IP equipment
# IP ADDRESS AND SERIAL NUMBER CAPTURE

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<th>Device Manufacturer</th>
<th>Device Model</th>
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READY!SM Server

- Updating Windows
- Uploading VMS
- Uploading IP addresses
- User names and passwords
READY! TO GO

READY!SM To Go

• Complete solution (edge to core)
• Cabinet assembled and loaded
• VMS on server
• Cameras DOA tested and firmware upgraded
• Customizable
• One part number

Benefit:
• Easy to order
• Quick installation
• Lower deployment cost
OUTDOOR CABINETS AND BOXES

Configuration

Wiring

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CUSTOM LABELING AND PACKAGING

Patch cord labeling

Panel labeling

Box labeling

Coloured shrink-wrap
LAST MILE DELIVERY

Ready Deployment Delivery Process

- Last Mile delivery
  - Anixter’s specialist couriers perform last mile services to deliver the cabinets within a building/ floor/ room/ zone/ row.

- Cabinet Site Survey
  - Address’s Building restrictions
  - Door, Lift, Stairs dimensions/ restrictions
  - Access complexities
  - Vehicle Restrictions
  - Waste Removal
  - Manpower Required
  - Additional Equipment needed
Anixter Sustainable Deployment

This certificate acknowledges that ABC achieved an Anixter Green Deployment award.

By using Anixter’s READYSM Services, ABC was able to demonstrate a carbon-friendly approach to the technology deployment in the United Kingdom, which resulted in:

- 1400 kilograms of cardboard (88 percent of the total) being diverted from the job site and recycled
- 2 kilograms of plastic (55 percent of the total) eliminated from job site
- 5,466 kilograms of wood products (100 percent) collected from site and recycled (mostly pallets)
- Eliminated 2 x 17.5 ton vehicles needed for delivery
A SUPPLY CHAIN SOLUTION PARTNER WHO CAN....

Products That Save Time

• Simplify material management at the job or production site
• Simplify on-site storage requirements
• Ensure product specification
• Increase speed of deployment
• Improve the accuracy of replenishment
• Reduce damaged, lost/stolen material at the job site
• Reduce packaging waste at the construction site
• Simplify project management
• Minimize will calls, go backs and set-up time
• Save time so you allocate labour to other revenue producing projects

Programs That Save Time and Increase Profit

• Helps you address your sustainability goals
Thank you!