MANAGED IP
STRATEGY SOLUTIONS

WESCO and Cisco have joined together to offer you the most technologically advanced managed IP network solutions available. In doing so, WESCO has become the only national industrial distributor to have access to Cisco's networking, collaboration, security, and data center solutions. Offering a forward-looking architectural approach, businesses can combine their disparate systems and manage them as one, providing end-to-end visibility throughout the organization. From initial consultation to project analysis and implementation, this relationship will allow your business to embrace today's technology in order to improve efficiency and implement cost savings.

The Internet of Things (IoT) is a development of the internet in which everyday objects have network connectivity, allowing them to send and receive data. Over the past decade, this technology has grown extensively, and it's not slowing anytime soon. The IoT market size is estimated to grow from USD 157.05 Billion in 2016 to USD 661.74 Billion by 2021, at a Compound Annual Growth Rate (CAGR) of 33.3%.

DISCOVER NEW OPPORTUNITIES
with Cisco IoT System

The Internet of Things is considered one of the most profound transitions in technology today, creating unprecedented opportunities for businesses. The Cisco IoT System helps to enable massive revenue streams, efficiency in automation, and overall business growth with IoT products and solutions.

The IoT can transform nearly every industry – locally and globally. It brings networking technology to places where it was once unavailable or impractical. The challenge is to build the right infrastructure. That's where Cisco can help.

Cisco offers new ways to manage the IoT. Utilizing the six key pillars below, a cohesive and comprehensive set of IoT products and solutions can be offered.

6 IoT Pillars to Enhance Your Network

Through its partnership with Cisco, WESCO is capable of providing complete IoT solutions for its customers. The product offering includes, but is not limited to:

- Industrial Switching/Routing
- Embedded Networks
- Platforms: CGR, 8x9 Series
- Ethernet Managed Switches
- Wireless LAN Controller (WLC)
- Access Points

The world of manufacturing is undergoing a monumental shift.

With the growth of Ethernet and wireless on the plant floor, industrial networks are becoming more challenging to manage. Across a range of industries, industrial networking has become essential for efficiency and productivity in any business. Enterprise-wide communication and connectivity provide decision makers with immediate access to critical production data in order to make more informed business decisions that result in better performance, reduced downtime, increased quality, and lower overall costs.

Do you want to see improvements in your own business similar to the statistics below? Find a WESCO Branch near you with the Branch Locator on **www.wesco.com.**

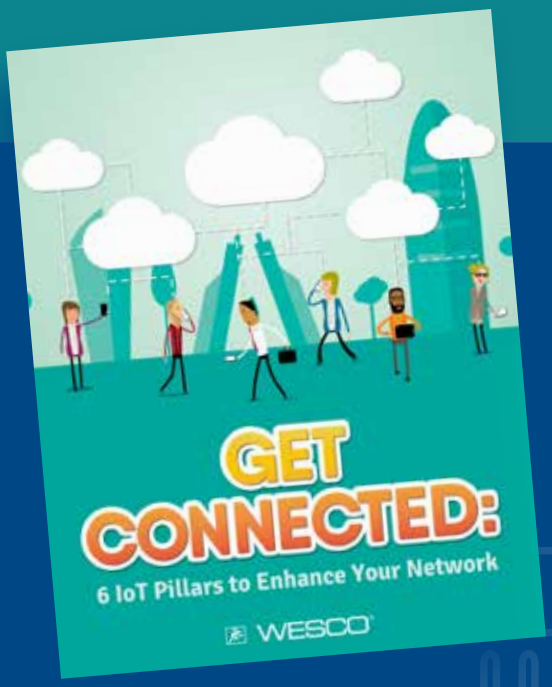
Connected Manufacturing Driving Business Outcomes

REDUCED DOWNTIME	REDUCTION IN DEFECTS	NEW PRODUCT INTRODUCTION	OEE IMPROVEMENT	IMPROVED INVENTORY	REDUCTION IN ENERGY USE
48%	**49%**	**23%**	**16%**	**35%**	**18%**
Unplanned downtime down from 11% to 5%	Defect rate down from 4.9% to 2.5%	New product introduction cycle time reduced from 15 to 11	Average OEE improved from 74% to 86%	Inventory turns increased from 14 to 19	Annual energy cost down from $8.8M to $6.9M

The real economic value is substantial

"Big value opportunity. We believe Cisco can help dramatically improve margins and profitability in manufacturing."

Source: SCM World Cisco "Smart Manufacturing & the Internet of Things, 2015" survey of 418 Manufacturing Business Line Executives and Plant Managers across 17 vertical industries.



Our free eBook, "Get Connected: 6 IoT Pillars to Enhance Your Network," details how a managed network can take your business to a whole new level of success. Learn how you can implement an impressive IP strategy through the use of key IoT pillars such as:

- Network Connectivity
- Security (Cyber and Physical)
- Data Analytics

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WESCO International, Inc. (NYSE: WCC), a publicly traded Fortune 500 holding company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturers (OEM) product, construction materials, and advanced supply chain management and logistic services. 2015 annual sales were approximately $7.5 billion. The Company employs approximately 9,300 people, maintains relationships with over 25,000 suppliers, and serves over 80,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers and utilities. WESCO operates nine fully automated distribution centers and approximately 500 full-service branches in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations.

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