



Capabilities & Solutions Overview

WHO IS GraybaR®?

A leading distributor of
Electrical, Lighting,
Communications, Data
Networking, MRO, Industrial,
and Security products

- Started in 1869
- 2017 Annual Revenue: \$6.6 billion
- No. 420 on the FORTUNE 500 ranking of America's largest companies
- Fully integrated SAP and IBM Infrastructure
- ISO 9001:2008 Registered
- 290+ North American Locations
- 8,000+ Employees



BENEFITS OF USING GRAYBAR



NATIONAL LOGISTICS PLATFORM

Ensures material is where you need it, when you need it



NATIONAL PROJECT MANAGEMENT

Ability to implement nationwide with the same consistency



TECHNICAL EXPERTISE

Lighting, energy, wifi, automation, e-commerce, safety & more



CONTINUOUS IMPROVEMENT

Reviewing process & procedure to make everyone more efficient



ESTABLISHED COST SAVINGS PROCESS

Before/during/after project

TYPES OF PRODUCTS



Electrical



DataComm



Lighting & Controls



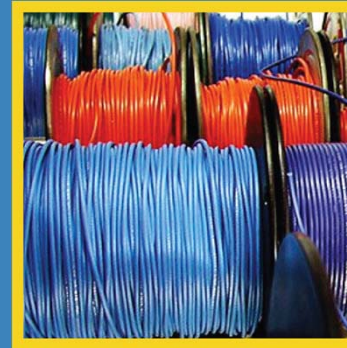
Power Distribution



**Industrial Control
& Automation**



**Conduit, Raceway
& Cable Support**



**Wire, Cable &
Wiring Devices**



**Power Protection &
Maintenance Supply**

Branch Inventory & Support

- Branch Locations in Tennessee
 - Bristol
 - Chattanooga
 - Clarksville
 - Jackson
 - Knoxville
 - Memphis
 - Nashville
- Zone Warehouse in Atlanta
 - \$30 Million in Inventory available the next day

Support Personnel

Johnny Miller | Branch Manager
Knoxville, TN | Office (865) 251-5924 | johnny.miller@graybar.com

Jeffery D. Cody | Outside Sales Representative-Comm/Data
Knoxville, TN | Office (865) 251-5914 | jeff.cody@graybar.com

Deron Applegate | Outside Sales Representative-Electrical
Knoxville, TN | Office (865) 251-5910 | deron.applegate@graybar.com

Clarence Dobbs | Branch Manager
Chattanooga, TN | Office (423) 308-1904 | clarence.dobbs@graybar.com

Erin Gray | Outside Sales Representative-Comm/Data
Chattanooga, TN | Office (423) 308-1909 | erin.gray@graybar.com

Tony Edge | Branch Manager
Memphis, TN | Office (901) 322-4901 | tony.edge@graybar.com

Ray Hill | Outside Sales Representative-Comm/Data
Memphis, TN | Office (901) 322-4913 | raymond.hill@graybar.com

Mischelle Naylor | Outside Sales Representative-Electrical
Memphis, TN | Office (901) 322-4917 | mischelle.naylor@graybar.com

Toby Nidiffer | E-Business Development Manager
Norcross, GA | Office (678) 291-5229 | toby.nidiffer@graybar.com

Jeremy Dunn | Business Development Manager - Lighting
Nashville, TN | Mobile (615) 499-0691 | jeremy.dunn@graybar.com

Mark A Bradley | Business Development Manager-Power Distribution
Knoxville, TN | Office (865) 251-5938 | mark.bradley@graybar.com

Joe Cyr | Business Development Manager-Automation and Control
Chattanooga, TN | Office (423) 308-1927 | joe.cyr@graybar.com

Russ Tomlin, RCDD | Business Development Manager
Nashville, TN | Office (615) 743-3206 | russ.tomlin@graybar.com



Graybar/U.S. Communities Strategic Management Team

Ron Drescher | National Sales Manager - Government
Mobile (301) 830-1424
Email Ronald.Drescher@Graybar.com

Rob Rhoads | Strategic Contract Manager
Graybar East Districts
Atlanta, Boston, New York, Pittsburgh, Richmond, Tampa
Office (314) 573-7159 | Mobile (202) 445-8992
Email Robert.Rhoads@Graybar.com



THE U.S. COMMUNITIES PROGRAM BENEFITS

- ***"U.S. Communities is a Government Cooperative Purchasing program that was developed for Government by Government."***
 - Think of U.S. Communities as a contract manager who develops, coordinates and maintains lead agency solicited contracts on behalf of local government entities nationwide.
 - The U.S. Communities program provides an alternative to multiple bid processes by establishing a competitively bid contract through a single lead agency.
 - These contracts offer local Government customers no cost, non-binding and competitively priced national contracts that are easy to use, and in the Government customers case, gives a legal option to the three bid process.
 - Graybar's new contract is based on the award from the City of Kansas City, MO.

Graybar helps its customers: power, light, network, monitor and secure their facilities with speed, intelligence and efficiency

- Electrical, Lighting, Utility & Related MRO Products
 - Conduit, Wire, Boxes, Fittings, Power Distribution & Control, General Electrical Commodities
 - Lamps, Ballasts, LED, Drivers, Retrofits, Indoor / Outdoor Fixtures, Energy Management & Control
 - All Other Related MRO, Safety, Test, Measurement & Related Products
- Data/Communications, Networking, Wireless, Service Provider, Security & Related Products
 - Networking & Wireless, Copper/Fiber Cabling, Connectivity & Termination, Testing
 - Power Backup & Power Protection, Racks, Cabinets & Enclosures, Raceway, & Wireway
 - Security - Cameras, Monitoring, Entrance Protection, Biometrics, Fire, Intrusion



Comprehensive Services Offering:

- Key areas for services are, but not limited to: Assessment, Analysis, Retro-Fit, Upgrade, Installation, Repair, Emergency, Recovery, Training, Integrated Services or Systems Integration
- Key areas of interest Include, but not limited to: Lighting & LED, Energy Management & Power Distribution, Start-Up & Commissioning, Repair & Retrofit, Test & Certification, Power Conditioning & Back-Up, Data Center & Technology Upgrades, Security, Wireless, Systems Integration & Testing.
- Services can be provided through established relationships with approved Graybar contractors or integrators, agency preferred contractors or supplier approved contractors or integrators.
- Graybar acts as GC where allowable, Sub-Contract Plans define scope & responsibility
- Pricing is C+ NTE



GRAYBAR'S PRICING – U.S. COMMUNITIES

- Pricing applies to normally stocked Graybar materials. Discounts are based on Graybar List Price or Cost in effect at time of order.
- The majority of pricing on the Graybar contracts is based on a list less discount structure. Cost-Plus discounting is used for market sensitive commodities and lighting fixtures.
- Not-To-Exceed discounting is used for value added services and material with no list price or cost in our system.
- Graybar cannot sell at levels above the base contract price and reserves the right to offer a lesser cost for projects, or where large quantity discounts or localized supplier negotiations are available.
- Pricing was established through competitive solicitation process with City of Kansas City, MO. Our Pricing Commitment through City of Kansas City and U.S. Communities agreements dictate that Graybar lead with the U.S. Communities contract first and foremost for any opportunity within the applicable government procurement segment.
- Our contracts represent pricing discounts from an extensive list of best-in-class suppliers offering unique opportunities to streamline your supply chain and find innovative or integrated solutions.




Benefits of UT Market Place

- Improved efficiency and productivity in the procure-to-pay process.
- Improved customer service
- Cost savings
- Reduction of errors
- Reduction in inventory
- Improved communications, information and knowledge sharing
- Harmonization and standardization of business processes



UT Market Place




[Pick Up In: Knoxville, TN](#)
[Hello, My Account](#)

[My Cart](#)
[Need Help?](#)

[Products By Category](#)

[Home](#)
[Lighting and Lighting Controls](#)
[Lamps](#)
[Fluorescent Lamps](#)
[Ecolux® Starcoat® Fluorescent Lamp, T8, G13 Base, 48 in.](#)
[Ecolux® Starcoat® Fluorescent Lamp, T8, G13 Base, 48 in., 32W, 4100K : 25437757](#)



Ecolux® Starcoat® Fluorescent Lamp, T8, G13 Base, 48 in., 32W, 4100K

Manufacturer: GE Lighting

Manufacturer #: F32T8/SP41/ECO

SKU: 25437757

My Price: \$1.69

Quantity:

ADD TO CART

Availability for your Ship To: Knoxville, TN

Ship:

38 In Stock

Product Detail:

Manufacturer	GE Lighting	Initial/Mean Lumens	2900/2725
Manufacturer #	F32T8/SP41/ECO	Length (Inch)	48
UNSPSC	39101605	Rated Life (Hour)	30000
Base Type	G13	Wattage	32
Brand	Ecolux Starcoat	SKU Spec Sheet	F32T8/SP41/ECO Specification Sheet
Bulb Shape	T8	ECCN	EAR99
Color Temperature (Kelvin)	4100	Country of Origin	US - USA

Product Overview:

T8 32W linear fluorescent lamp with G13 base, color temperature 4100K, 30000 rated life hours, initial/mean lumens 2900/2725 for full wattage applications.

- CRI 80
- High Color Rendering
- Rated Life at 3 hours is 30000 hours
- Rated Life at 12 hours is 36000 hours
- Alternate Part Number: 06349

- Place orders
- View quotes
- Find material spec sheets
- Obtain PODs on orders
- View invoices

UT Market Place Features

- Multiple Product Search Options
- Real Time Customer Pricing and Availability
- Quote Feature – Create, Review, Change and Convert to Order
- Multiple Payment Options
- Order Acknowledgment
- Designate Premium Freight
- Designate Will Call
- Consolidate Shipments
- Order Approval Work Flow
- Currently 100,000+ Items
- Access To All Orders Entered Online or by Graybar Personnel in Real Time
- Multiple Order Search Features
- Review Order and Delivery Information
- Link To UPS and Fedex Tracking
- Proof of Delivery on Graybar Deliveries (where available)
- Ability To View and Print Invoices
- Report Requests
- Customer Account and User Administration



THE UNIVERSITY OF TENNESSEE

Purchasing Department
5723 Middlebrook Pike
Knoxville, TN 37921

Page 1 of 2

Ship To:

C/O Department
All University of TN Campuses
Address designated by Dept.
Details designated by Dept.
City to be given at order placement , TN 37996

Vendor Address

Vendor No. 1017188
GRAYBAR ELECTRIC COMPANY
34 N MERAMEC AVE
CLAYTON MO 63105-3941

Framework Purchase Order

Information

Date: 07/13/2018
Framework PO #: 5500006698
Payment Terms: within 30 days Due net
Delivery Date: 04/01/2017
F.O.B. U.T. Destination
Buyer: Lisa Pate
Phone: 865-974-3101
Fax: 865-974-2973
Validity Dt: From 02/01/2018 To 01/31/2023

Bill To:

All University of TN Campuses
Address designated by Dept.
Details designated by Dept.
City to be given at order placement

Item	QTY	UM	Material/Description	Price Per Unit	Net Amount
			NOTICE OF MODIFICATION		
			See attachments for updated lists and pricing		
			Validity period: 2/1/2018 - 1/31/2023		
			Extensions: 3 additional periods of 2 years each upon mutual agreement.		
			Vendor Contact Rep's Name: Johnny Miller Phone: (865)251-5924 Email: johnny.miller@graybar.com		
			This agreement is extended to all University of Tennessee campuses and institutes, all Tennessee Board of Regents schools, and the state of Tennessee.		
			Items listed below will not be purchased at one time but over the term of the agreement.		
			This agreement is based on the following: 1. EV2370 Master Contract		
			Any questions regarding this agreement should be directed to Lisa Pate at lpate@tennessee.edu		

This purchase order is subject to the University's general bid condition which can be found at:
<https://procurement.tennessee.edu/gbc/>

Signature _____

THE UNIVERSITY OF TENNESSEE

Purchasing Department
5723 Middlebrook Pike
Knoxville, TN 37921

Page 2 of 2

Ship To:

C/O Department
All University of TN Campuses
Address designated by Dept.
Details designated by Dept.
City to be given at order placement , TN 37996

Vendor Address

Vendor No. 1017188
GRAYBAR ELECTRIC COMPANY
34 N MERAMEC AVE
CLAYTON MO 63105-3941

Framework Purchase Order

Information

Date: 07/13/2018
Framework PO #: 5500006698
Payment Terms: within 30 days Due net
Delivery Date: 04/01/2017
F.O.B. U.T. Destination
Buyer: Lisa Pate
Phone: 865-974-3101
Fax: 865-974-2973
Validity Dt: From 02/01/2018 To 01/31/2023

Bill To:

All University of TN Campuses
Address designated by Dept.
Details designated by Dept.
City to be given at order placement

Item	QTY	UM	Material/Description	Price Per Unit	Net Amount
00001	1	LOT	Graybar items (Electrical, Lighting, Data Communications and Security Products and related products, services and solutions). See attachments for additional details and pricing.		
00002	1	LOT	Graybar items (Electrical, Lighting, Data Communications and Security Products and related products, services and solutions). See attachments for additional details and pricing.		
			The University of Tennessee conforms to all applicable rules, regulations and relevant orders of the Secretary of Labor. Affirmative action clauses and supporting regulations are incorporated by reference, 41 C.F.R. 60:1.4 sections 60-250.22, 60-741.22 and C.F.R. 61-250.10.		

This purchase order is subject to the University's general bid condition which can be found at:
<https://procurement.tennessee.edu/gbc/>

For University: Lisa Pate

For Supplier: [Signature]

Service Solutions

Expert Solutions, Outstanding Service



SmartStock

Graybar SmartStock®



For those who would rather count profits than parts.

Graybar SmartStock® is an inventory management system designed to manage all of your jobsite materials. It is so accurate and reliable that it can free up your time to do what matters most: grow your business.



SmartStock Basic

This is a basic, manual service for smaller and simpler inventories. It is ideal for non-critical inventories of 50 items or less. Inventory is generally tracked via spreadsheet.

SmartStock Plus

This service automates the use and replenishment of items provided by Graybar. This service utilizes a smartphone, QR code and sophisticated order processes.

SmartStock Select

This is a fully automated inventory management solution. Via a unique combination of PDA scanner technology, barcoding and leading-edge technology, you can improve visibility across your entire inventory, including items from Graybar and other vendors. Features include automated order replenishment, cycle counting, locator maintenance and a host of usage reports.

SmartStock Vending

Point-of-Use vending options provide you with security, accountability and flexibility for your facility or jobsite product needs. These vending options also allow you to control your expenses by monitoring product usage, lowering consumable shrinkage, and reducing waste. You can also save your personnel time by placing the product where they need it.

Key Features

- Choose from 4 levels of SmartStock, based on the level of support your company needs
- Best-in-class technology
- Automated replenishment
- In depth reporting capabilities
- Adjustable material levels

Customer Benefits

- Streamlined replenishment process
- Less down time
- Reduced shrinkage
- Lowers labor costs
- Operational cost savings



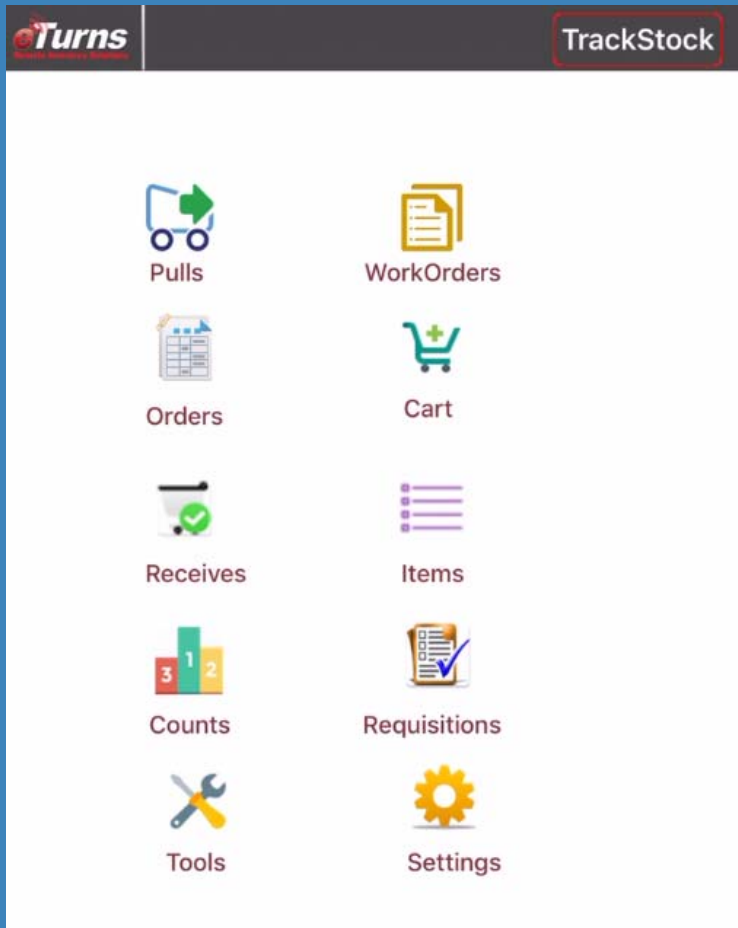
Graybar Sustainability

More accurate inventory management can mean less unused product and less package waste, thus reducing the impact on our landfills. In addition, transportation-related emissions and fuel usage can be reduced by lessening the number of deliveries to and from the jobsite.

- Point of use inventory management
- Simplifies the replenishment for the customer
- Lowers business cost for customer
- Reduces stock-outs
- SmartStock Options
 - Select Level 1 - Replenishment
 - Select Level 2 - Truck Inventory Management
 - Select Level 3 – Checkout with Accountability
 - Vending Machines



SmartStock Select



- Compatible with Apple and Android – Free Download
- Barcode scanning or select material from dropdown list
- Submits POs to Graybar as either order or quote, with emailed acknowledgements
- Customizable reporting
- Tool and asset management including scheduling of maintenance
- Cloud based system
- Handle multiple vendors
- Suggested order alerts
- Approval process
- Requisition process

Smart Bin System

Smart Bin System
Powered by Apex Connect n' Go™ Technology.

eliminates stock-outs and emergency orders



Time-Saving Smart Bins
Each bin automatically detects restock levels and sends real-time replenishment orders, eliminating the need for counting trips.

Faster Low-Stock Notifications
Automated alerts let you receive restock notifications 15-20 minutes earlier than a manual process.

Easy Replenishment
Restock in established quantities, full packages, boxes or Kanban lots.

Flexible Configurations
From assembly cells to large deployments, create the ideal solution by selecting shelf number, spacing and bin sizes.

Bright Lighting
Interior lights keep bin contents visible to ensure quick selection with no surprises.

Fast and Easy Set-Up
Respond to customers' needs with same-day set-up - no complicated pre-implementation or product testing.

- **Increase productivity and efficiency**
Automated low-supply alerts eliminate manual counting and "milk runs," reducing the costs and time to stock your bins by 30% or more.
- **Serve more customers, better**
Make better use of your team's time, freeing them to spend more time with customers and identify new opportunities.
- **No more lines down**
Real-time replenishment alerts ensure customers never run out of critical supplies. You keep their bins full and your customers happy.



Single-wide and double-wide bins are ergonomically designed to make it easy to scoop up small parts or bulky, irregularly shaped items.

- Increases production and efficiency
- No manual counting of material
- Suggests orders based on weight
- Real-time alerts send restock notifications
- Restock by piece, package, or boxes
- Flexible configurations
- Heavy duty shelving

SmartStock Vending

SUPPLYPRO®

Graybar SmartStock® Vending



Your total materials management provider.

Graybar Can Help You:

- Determine usage
- Deliver parts to users via:
 - » Vending options
 - » "Free issue" where appropriate
 - » Traditional storeroom
 - » Your local Graybar location
- Drive contract pricing compliance and manage spend
- Source product
 - » Your parts, your brands. We will supply the parts you need. If we don't normally distribute the brand you want (and we are proud to distribute many of the top brands), we can work with you to source the parts that your team needs.
- Increase efficiency
 - » ISO 9001:2008 process to help ensure your parts are there, when and where you need them.
- Make work simpler
 - » Your team of Graybar sales professionals and technical specialists will understand your challenges, identify your objectives and work with you to develop an effective vending solution.



Questions to Consider:

- How many hours do you lose due to walking, waiting and searching for the right product?
- What is the cost of facility downtime due to wait time for mission critical parts?
- Do you want to reduce your spend in supplies that are underutilized, lost or misplaced?
- Graybar SmartStock Vending inventory management service solutions can help address these and other MRO, OEM and jobsite product concerns.

Why Vending?

- Put what you use, close to the user
- Minimize costs! Typically a vending solution reduces use and expense by about 20-30 percent
- Reduce your time and involvement in the MRO purchase and replenishment process
- Type of machine — open bin or storage locker — will determine the security of available items
- 24/7/365 availability
- Ability to stock what you need
- E-Commerce — our Graybar SmartStock Vending machines are connected to the Graybar network. We efficiently replenish and handle the order delivery/billing process with minimal hassle.

graybar.com

Contact your local
Graybar sales
representative today!

1-800-GRAYBAR

Graybar SmartStock® Vending



INVENTORY	SmartDrawer	SupplyLocker	SupplyAgent	SupplyBay	Smart Bin
Abrasives	*	*	*	*	*
Adhesives/Sealants	*		*	*	*
Calibrated Instruments and Equipment	*	*			*
Cleaning Supplies		*	*		*
Cutting Tools	*			*	
Electrical (Consumables)	*		*	*	*
Hand Tools	*		*	*	*
Lab and Research Materials			*	*	
Laptops/Scanners/Radios		*			
Maintenance Tooling	*	*	*		*
Mission Critical Parts	*	*			*
Paint Department			*	*	
Personal Protection Equipment	*	*	*	*	*
Vehicle Keys	*				*
Welding Supplies	*	*	*	*	*



Graybar Sustainability

Reduced errors in purchasing means less wasted resources in transporting and storing unused product, thus reducing the impact on our environment.

graybar.com

Contact your local
Graybar sales
representative today!

1-800-GRAYBAR

GraybaR®

Thank you for your business!

