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."*
  
  o 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.
  
  o The U.S. Communities program provides an alternative to multiple bid processes by establishing a competitively bid contract through a single lead agency.
  
  o 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.
  
  o 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


- 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

- 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
# Framework Purchase Order

**Vendor Address**

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

**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. | | |

This purchase order is subject to the University's general bid condition which can be found at: [https://porecurement.tennessee.edu/gbc/](https://porecurement.tennessee.edu/gbc/)

**Signature**

This purchase order is subject to the University's general bid condition which can be found at: [https://porecurement.tennessee.edu/gbc/](https://porecurement.tennessee.edu/gbc/)

**For University:** Lisa Pate  
**For Supplier:**
Service Solutions

*Expert Solutions, Outstanding Service*
SmartStock

For those who would rather count profits than parts.

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, locating maintenance and a host of usage reporting.

SmartStock Options

- **Select Level 1 - Replenishment**
- **Select Level 2 - Truck Inventory Management**
- **Select Level 3 – Checkout with Accountability**
- **Vending Machines**

Key Features

- Choose from 4 levels of SmartStock, based on the level of support your company needs.
- User-friendly technology.
- Automated replenishment.
- In-depth reporting capabilities.
- Adjustable material rules.

Customer Benefits

- Streamlined replenishment process.
- Less downtime.
- Reduced shrinkage.
- Lowered labor costs.
- Operational cost savings.

Graybar Sustainability

More accurate inventory management can mean less unused product and less packaging waste, thus reducing the impact on our landfills. In addition, transportation fuel costs are reduced by minimizing the number of deliveries and trips the customer takes.
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

- 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

Your total materials management provider.

Graybar Can Help You:
- Determine usage
- Deliver parts to users via:
  - Vending options
  - ‘Free issue’ where appropriate
  - Traditional dissemination
- 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 brands 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 processes to help ensure your parts are
    there, when and where you need them.

Why Vending?
- Put what you use, close to the user
- Minimize cost: Typically a vending solution reduces
  use and expense by about 20-36 percent.
- Reduce your time and involvement in the MRIO
  purchase and replenishment process
- Types 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.

Questions to Consider:
- How many hours do you lose due to waiting, walking 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
  undersized, lost or misplaced?
- Graybar SmartStock Vending inventory management
  service solutions can help address those and other MRIO,
  OEM and job-site product concerns.

Contact your local Graybar sales representative today!

graybar.com 1-800-GRAYBAR

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 1-800-GRAYBAR
Thank you for your business!