

Advancing a Connected World.
TOGETHER.



Prepared for 30th Annual WHMA Conference
Wednesday – February 15, 2023



Advancing a Connected World. *Together.*



IEWC attended the very 1st
ever WHMA conference in
Novi, MI

An IEWC representative
has served on WHMA's
Board of Directors
continually since 2004

Agenda

1

Our Purpose, Vision & Values

2

IEWC by the Numbers

3

Acting as Entrusted Partners

4

Accelerating & Simplifying for our Customers

 OUR
PURPOSE

To **ADVANCE** a **CONNECTED** world.

 OUR
VISION

To be our customers' and suppliers' most **ENTRUSTED** partner,
ACCELERATING and **SIMPLIFYING** their business.

OUR
VALUES

Great People Working Together to Do Great Things



WIN the
RIGHT Way



DELIVER on
Our **PROMISES**



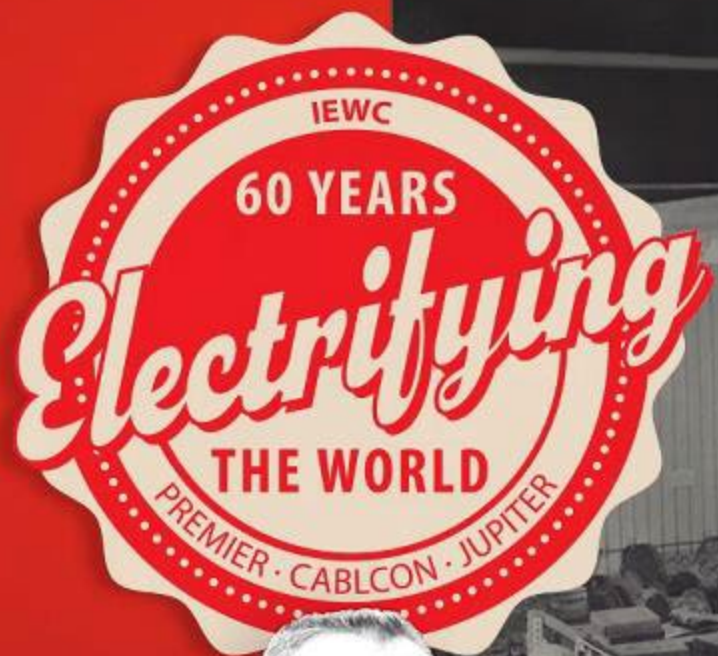
CUSTOMER
Obsession



Be Constantly
CREATIVE



Communicate
HONESTLY





An Employee-Driven Culture

MILWAUKEE BUSINESS JOURNAL



2020 BEST PLACES TO WORK

MILWAUKEE BUSINESS JOURNAL



2021 BEST PLACES TO WORK

MILWAUKEE BUSINESS JOURNAL



2022 BEST PLACES TO WORK

3x Consecutive Winner

Milwaukee Business Journal



journal sentinel

Regional
Winner



JUST ANNOUNCED

journal sentinel

National
Winner

Back-to-Back Winner

Milwaukee Journal Sentinel



By the Numbers

23

Sales Offices

1M

Batches Shipped/Yr

100+

Salespeople

2.4B ft

Cable Sold/Yr

100

Countries Served

1,600+

Daily Transactions



23

Distribution Centers

1,000+

Suppliers

660+

Employees

4x

Around Earth
Avg On-hand
Inventory

10,000+

Global Customers

60

Years in
Business

Global Presence



US/CANADA

12 DCs · 11 Sales Offices
490+ Employees

- Calgary
- Montreal
- Toronto
- Dallas (x2)
- Detroit
- El Paso
- Greenville
- Milwaukee (HQ)
- Phoenix (x2)
- San Francisco (3PL)

MEXICO/CARRIBEAN

4 DCs · 3 Sales Offices
60+ Employees

- Aguascalientes
- Hermosillo
- Monterrey
- Dominican Republic (3PL)

EMEA

5 DCs · 6 Sales Offices
70+ Employees

- Belfast
- Birmingham
- Bristol
- Luton (HQ)
- Dublin
- Frankfurt

APAC

2 DCs · 3 Sales Offices
40+ Employees

- Dongguan
- Hong Kong
- Suzhou



ENTRUSTED PARTNER

What is it?

Earning a deeper partnership with your organization by helping address & solve business challenges to accelerate growth & unlock greater efficiency

Fundamentals of Entrusted Partner

1

Collaborative approach focused on improving organization, productivity & quality

2

Led by Customer – their organization's priorities, challenges, and goals

3

Identifying opportunities through a Continuous Improvement '7 Wastes' philosophy and data-driven problem solving

A journey to become truly Omnichannel

Giving our customer a **seamless** and **consistent** experience in whatever way they prefer to engage us ... even if that method changes over time.



A Spectrum of Digital Connectivity

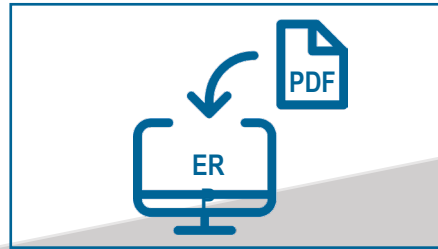
Accelerating and Simplifying how you manage your orders with IEWC

DIGITAL SOPHISTICATION



Email / Fax

Engage your dedicated IEWC Account Management team



Digital Order Entry

Accelerate order processing with no change to your process or IT systems



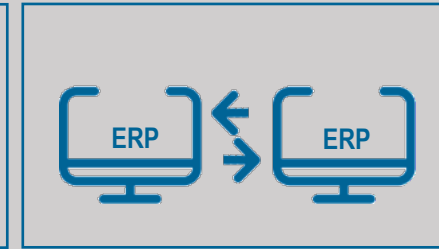
IEWC.com

24/7 access to 60,000+ parts catalog including personalized products, pricing, and order status/history



AIR®

Reduce risk of production disruptions through intelligent inventory & order management



EDI

Boost employee productivity through ERP to ERP data integration

Engage with IEWC in whatever way YOU prefer

Thank you for your time!
Please visit IEWC at Booth # 301