

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(D) OF THE
SECURITIES AND EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): August 10, 2010

WESCO International, Inc.

(Exact name of registrant as specified in its charter)

Commission file number 001-14989

Delaware

(State or other jurisdiction of
incorporation or organization)

25-1723345

(IRS Employer Identification No.)

**225 West Station Square Drive
Suite 700**

Pittsburgh, Pennsylvania 15219
(Address of principal executive offices)

(412) 454-2200

(Registrant's telephone number, including area code)

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01 Regulation FD Disclosure

The information in this Item 7.01 is being furnished and shall not be deemed “filed” for the purpose of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Item 7.01 shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended.

On August 10, 2010 members of senior management of WESCO International, Inc. (the “Company”) will deliver a presentation at the 2010 WESCO Investor Day. The presentation will include written communication comprised of slides and will be accessible on the Company’s website via webcast. The slides from the presentation are attached hereto as Exhibit 99.1 and are being furnished in accordance with Regulation FD of the Securities and Exchange Commission.

Item 9.01 Financial Statements and Exhibits

(d) Exhibits

99.1 Slide presentation for investors.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

August 10, 2010
(Date)

WESCO International, Inc.

/s/ Richard P. Heyse
Richard P. Heyse
Vice President and Chief Financial Officer

WESCO INVESTOR DAY | TUESDAY, AUGUST 10, 2010



Welcome



The information contained herein is confidential in nature and considered proprietary to WESCO. We request that no oral or written disclosure of such information be made without the prior written approval by WESCO.

WESCO INVESTOR DAY | TUESDAY, AUGUST 10, 2010



WESCO International, Inc.

John Engel
President and Chief Executive Officer



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Safe Harbor Statement

Note: All statements made herein that are not historical facts should be considered as “forward-looking statements” within the meaning of the Private Securities Litigation Act of 1995. Such statements involve known and unknown risks, uncertainties and other factors that may cause actual results to differ materially. Such risks, uncertainties and other factors include, but are not limited to, debt level, changes in general economic conditions, fluctuations in interest rates, increases in raw materials and labor costs, levels of competition and other factors described in detail in Form 10-K for WESCO International, Inc. for the year ended December 31, 2009 and any subsequent filings with the Securities & Exchange Commission. Any numerical or other representations in this presentation do not represent guidance by management and should not be construed as such.



Agenda

12:00 p.m.	<i>Registration</i>
1:00 p.m.	WESCO Overview John Engel, President and Chief Executive Officer
1:30 p.m.	Financial Results and Expectations Richard Heyse, Vice President and Chief Financial Officer
2:00 p.m.	Profitable Growth Agenda Steve Van Oss, Senior Vice President and Chief Operating Officer
2:30 p.m.	<i>Break</i>
2:45 p.m.	Global Accounts and Integrated Supply Kevin Kerby, Vice President, Global Accounts and Marketing
3:15 p.m.	Government Ben Albu, Manager, Business Development
3:45 p.m.	Data Communications and Security David Bemoras, Vice President and General Manager
4:15 p.m.	Closing Remarks and Q&A John Engel, President and Chief Executive Officer
5:00 p.m.	<i>Cocktail Reception</i>
6:15 p.m.	<i>Dinner</i>

WESCO Profile



- Fortune 500 electrical and industrial distribution and supply chain services company headquartered in Pittsburgh, PA
 - Over 6,200 employees including 2,300 sales personnel
 - 380 locations
- A leading provider of:
 - Global account programs
 - Integrated supply services
 - OEM direct materials and services
 - Electric utility alliance programs
- Industry-leading cost structure
- International operations and global sourcing capabilities

Vision

Global Leader of Supply Chain Solutions that consistently delivers Superior Customer Value and Shareholder Returns

Known for the best customer service and the best people!

Customer Value Proposition

Providing customers the products and supply chain services they need for

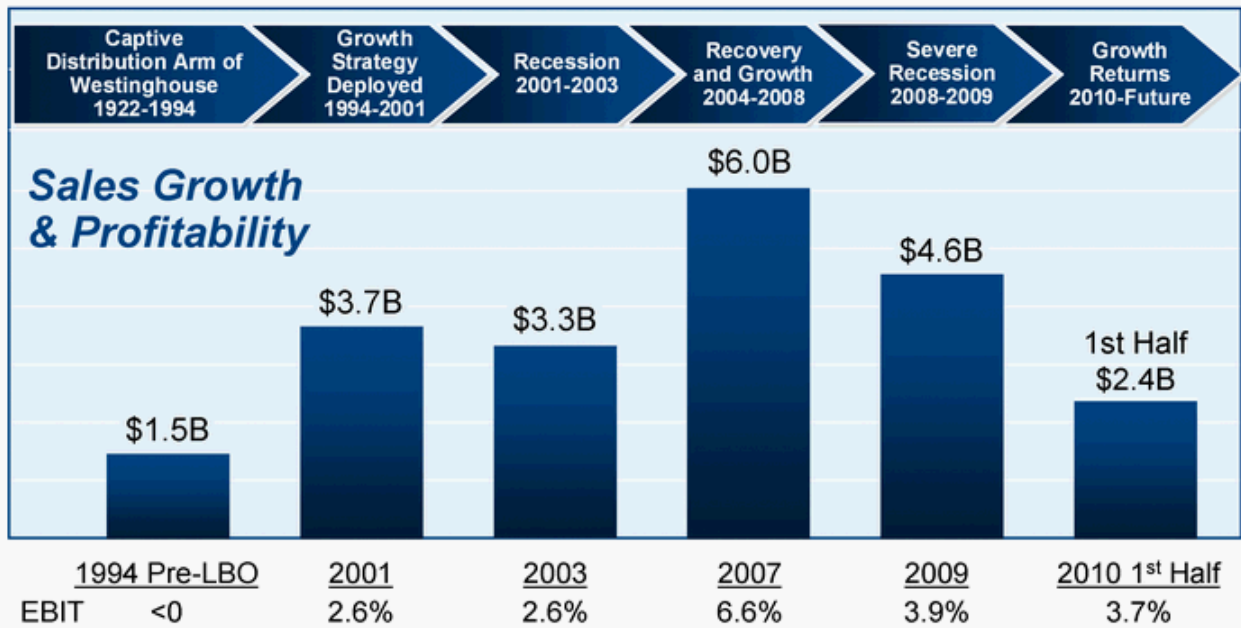
- MRO
- OEM
- Capital Projects

...an industry leader

WESCO Evolution



From captive electrical distributor...



...to diversified global supply chain solutions provider

WESCO Portfolio



Portfolio expanded and strengthened over last 15 years...

1994 (175 Branches)

Captive Distributor
(1922-1994)
175 branches in U.S. and Canada
with
over **80%** non-residential construction market exposure
and
limited supply relationships other than Westinghouse

2009 (380 Branches)

Markets & Customers

Industrial

- Global Accounts
- OEM including Manufactured Structures
- Integrated Supply

Construction

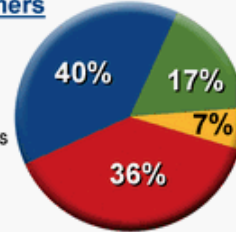
- Non-Residential
- Residential

Utility

- Investor Owned
- Public Power
- Utility Contractors

CIG

- Government
- Education
- Healthcare



Products & Services

Wire, Cable & Conduit

18%

Data Communications

14%

Distribution Equipment

13%

Lighting & Controls

11%

General Supplies

35%

Controls & Motors

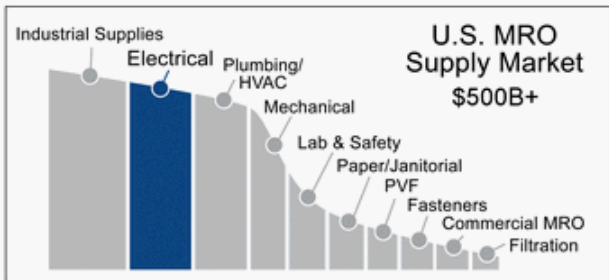
9%

...by diversifying markets, customer base, product lines, and suppliers



Market Opportunity

Large, Fragmented Market



Source: Modern Distribution Management, June 2010

- Thousands of electrical and industrial product manufacturers
- Over 10,000 electrical and industrial distributors
- Top five distributors have an estimated 25% share of electrical distribution industry in U.S.
- Over 75% of electrical products get to market through distribution
- Continuing industry consolidation

Value of Distribution



Market Trends Benefit WESCO

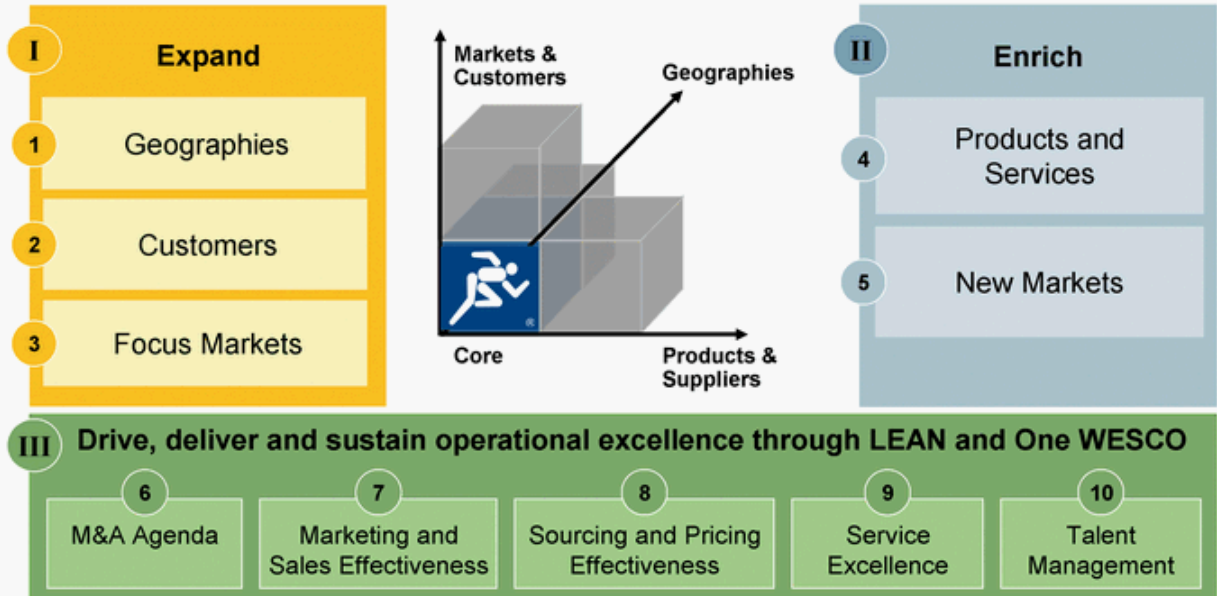
- Increased scale
- Global sourcing
- Outsourcing
- Enhanced interdependence
- Financial strength and liquidity

...large, fragmented market with trends favorable to WESCO

WESCO Growth Strategy



Deliver profitable growth in core markets



...three core strategies supported by ten tactics



Growth Agenda

I Expand

- 1 Geographies
- 2 Customers
- 3 Focus Markets

II Enrich

- 4 Products & Services
- 5 New Markets

III Drive

- 6 M&A Agenda

Priorities: Eight Growth Engines



Global Accounts & Integrated Supply



Data Communications & Security



Government



Utility



EPCs & Contractors



Healthcare & Education



Lighting & Sustainability



International

...take share in core markets while expanding through acquisitions



Margin and Productivity Agenda



Priorities: Six Key Initiatives		
	Marketing Leadership	<ul style="list-style-type: none">• Demand creation programs• Brand management• Dedicated specialists
	Sales Management	<ul style="list-style-type: none">• LEAN Initiative for Sales• Sales, territory and account management• Solution selling and sales training
	Sourcing Effectiveness	<ul style="list-style-type: none">• Category management• Volume leveraging• Inventory optimization
	Pricing Effectiveness	<ul style="list-style-type: none">• Price increase processes• Special pricing management• Rebate management
	Service Excellence	<ul style="list-style-type: none">• Voice of Customer• KPI deployment and goal setting• e-Business
	Talent Management	<ul style="list-style-type: none">• Talent Management process and programs• WESCO University• Performance culture

...LEAN is our foundation for operational excellence



WESCO's LEAN Journey

LEAN Overview



- 2003 launch
- Initial focus on sales and warehousing
- Centralized LEAN team
- 3,500+ Kaizen events
- Enterprise-wide application and results
- Leader in applying LEAN to supply chain
- A competitive differentiator

Customer Focus



Solution Categories

- | | |
|--------------------------|---------------------------|
| Construction | Production Support |
| Data Communications | Safety and Security |
| e-Business | Supply Chain Optimization |
| Energy | Training |
| Engineering Services | Working Capital |
| Green and Sustainability | |

...continuous improvement culture founded on LEAN



The “One WESCO” Mantra

Value Proposition for...

- **Customers:** emphasizes the full range of products, services, and solutions
- **Suppliers:** emphasizes the market share gains to be made by supporting the Power of WESCO initiatives
- **Employees:** emphasizes the rationale for and benefits of working as one team with all efforts integrated and focused on the customer



people. passion. expertise.
THE POWER OF WESCO®

WESCO works with you to maximize the collective power of our strengths, resources, and innovative capabilities for solutions that add real, measurable value across your entire business enterprise.

The Products You Need...

- Automation
- Electrical
- Electromechanical
- Electronics
- Data Communications
- Non-Electrical MRO
- Physical Security
- Utility

...and the Services to Support

Collaborating with our industry-leading supplier partners, we offer LEAN Value Creation Solutions to help you increase efficiencies, reduce costs, enhance workplace safety, and achieve sustainability goals.

Construction	Engineering Services	Supply Chain Optimization
Data Communications	Green and Sustainability	Training
e-Business	Production Support	Working Capital
Energy	Safety and Security	

WESCO, a leader in supply chain solutions and product distribution offers local service with a global reach from 380 locations around the world.

WESCO Distribution, Inc.
225 W. Station Square Drive, Suite 700
Pittsburgh, Pennsylvania, 15229 USA
412-454-2200 - www.wesco.com

...integrating our multi-company heritage into one operating company



WESCO Financial Objectives

First 15 Years

From \$1.5B breakeven business with 80% non-residential construction exposure at LBO... to Fortune 500 company with market leadership positions, a balanced portfolio of businesses, and an operational excellence culture

Next 5+ Years

Opportunity exists for significant value creation

TODAY	→	TOMORROW
Market-Focused Branches	→	One WESCO
National Accounts	→	Global Accounts
LEAN and Integrated Supply	→	Complete Supply Chain
North American Centric	→	Global

Financial Objectives

- Grow faster than the market plus acquisitions
- Maintain industry-leading cost structure
- Expand operating profit and margins
- Provide superior return on invested capital
- Generate strong operating cash flow through the cycle

Targeting 20-25% annual net income growth

...focused on shareholder value creation

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Financial Results and Expectations

Richard Heyse
Vice President and Chief Financial Officer

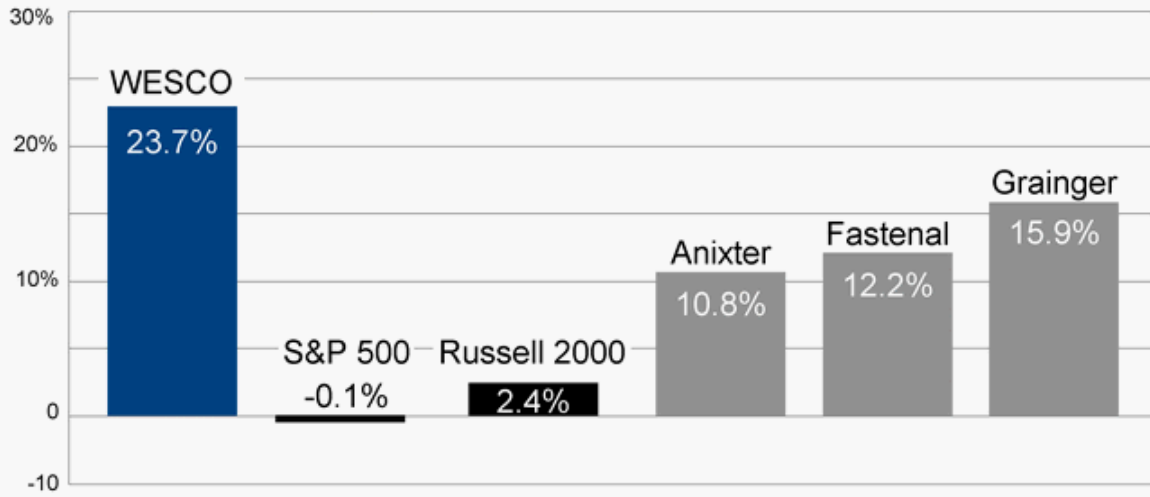


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Shareholder Value Creation



Total Shareholder Return (CAGR 2003 to July 2010)



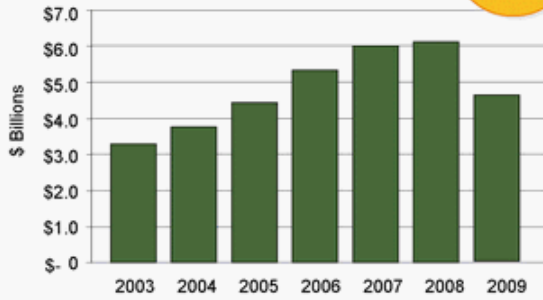
Consistent and Sustainable Long-Term Shareholder Returns



Performance Since Last Downturn

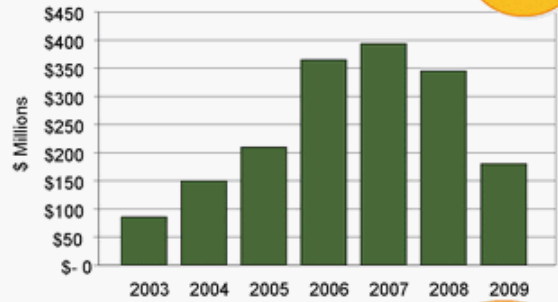
Net Sales

6%
CAGR



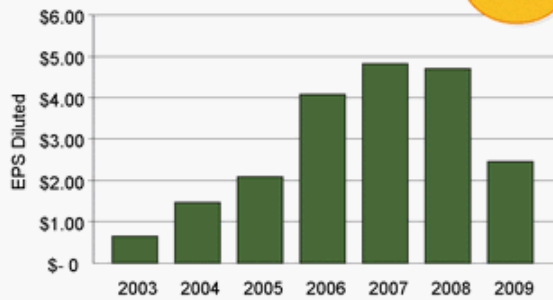
Operating Profit

13%
CAGR



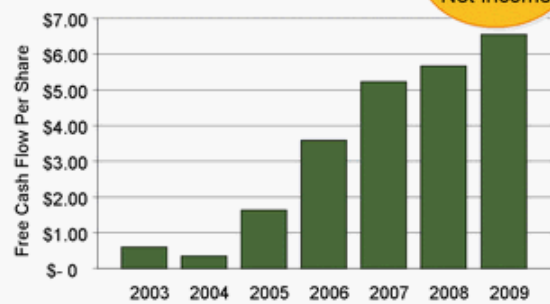
EPS Diluted

25%
CAGR



Free Cash Flow Per Share

114% of
Average
Net Income



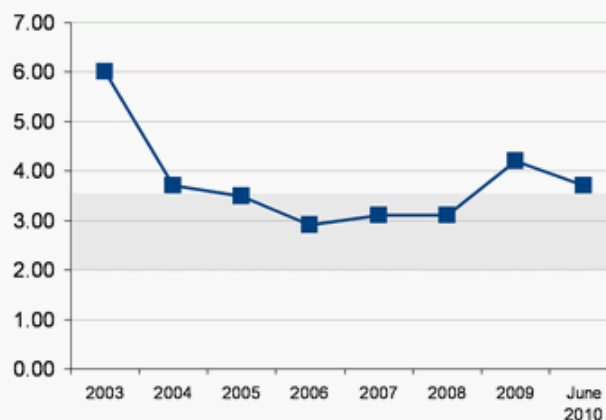


Improving Capital Structure

Strong Capital Structure

- Over \$575 million of free cash flow generated (\$13.30+/share) over last 10 quarters. Primary use was debt reduction.
- Current liquidity in excess of \$550M
- Good access to capital markets, staggered maturities on debt instruments
- Leverage ratio reduced and expected to be in target range of 2.0x to 3.5x by year end

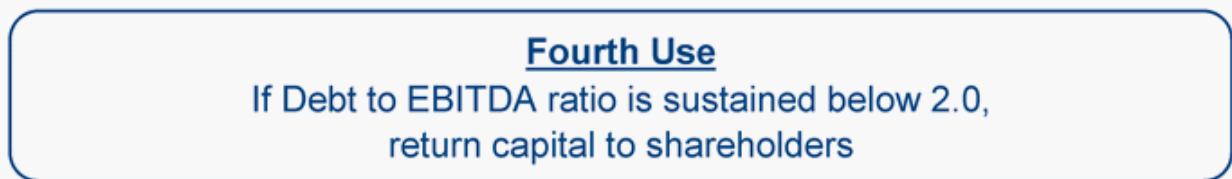
Total Debt to LTM EBITDA



**M&A Capacity of \$1.5B+
of Acquired Sales**

...supports strategy and future growth

Cash Flow Management

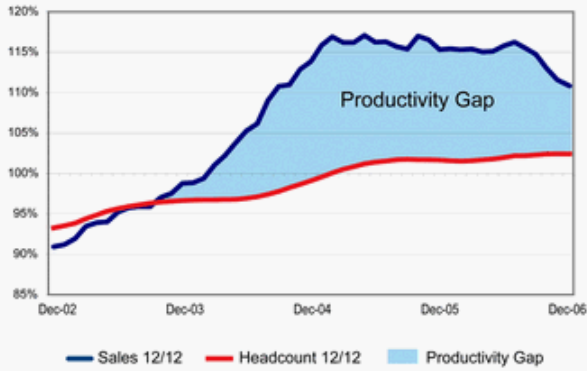


...will maintain discipline while funding growth

Productivity Gains and Operating Leverage



Last Expansion Cycle (2003-2006)



Current Recession/Recovery Cycle (2008 – June 2010)



...driven by industry-leading cost structure and LEAN

2010 First Half Results



1st Half

Sales	-3% in Q1 versus prior year +9% in Q2 versus prior year
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July
sales per workday
up 11% versus
prior year

Operating Margin	3.3% in Q1 4.1% in Q2
------------------	--------------------------

EPS	\$0.44 in Q1 \$0.60 in Q2
-----	------------------------------

Stock Price	Up 25%
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...demonstrate strong operating leverage



LEAN, IT, and One WESCO Initiatives

- LEAN principles applied across the business
 - Sales, operations, and administration
 - Focus on eliminating waste and transfer of best practices
- IT capabilities provide a competitive advantage
 - Numerous IT system enhancements are underway
 - ♦ Customer Relationship Management tools
 - ♦ Program management tools
 - ♦ Oracle Financials
 - ♦ Over 100 functional enhancements
 - Focus on leveraging existing back office and sales resources to record productivity levels
- One WESCO
 - Increasing collaboration across all groups and functions
 - Leveraging competency centers across WESCO

...are key enablers of margin expansion and profitable growth

End Market Key Indicators



End Market	2009	End Market Composition	Key Market Drivers / Indicators	Current Momentum	WESCO Competitive Differentiators
Industrial	40%	<ul style="list-style-type: none"> Global Accounts OEM Integrated Supply General Industry 	Industrial Production	Improving	<ul style="list-style-type: none"> Blue Chip Customers Global Accounts Integrated Supply OEM Direct Material Product Breadth Project Management Global Capabilities 380 Branch Footprint Low Cost Structure Integrated IT Platform LEAN Initiatives Financial Strength
			Manufacturing Employment	Improving	
			ISM Purchasing Managers' Index	Flat	
			Capacity Utilization	Improving	
Construction	36%	<ul style="list-style-type: none"> Non-Residential Data Communications Manufactured Structures Residential 	Architecture Billings Index	Declining	
			Renovations and retrofits	Declining	
			Construction starts and square footage	Declining	
			McGraw Hill / Reed / US Census	Declining	
Utility	17%	<ul style="list-style-type: none"> Investor Owned Utilities Public Power Utility Contractors 	T&D grid maintenance	Declining	
			Generation MRO, upgrades, expansions	Flat	
			T&D line extension	Flat	
			New starts / installed meters	Declining	
CIG	7%	<ul style="list-style-type: none"> Government Education Healthcare 	Government and healthcare spending	Improving	
			Projects and macro spend	Improving	

...are expected to turn green by 2012

2010 2nd Half Expectations



Expect further financial gains...

2nd Half Expectations

Sales	Up 10+% in Q3 and Q4 versus prior year
Gross Margins	Above 1 st half of 19.5%
SG&A	Seasonally stable
Operating Margins	Above 2 nd quarter of 4.1%
Tax Rate	Maintained within 28 to 30%

...as economic recovery continues in 2nd half



Expect improvements in demand over 2010...

Assumptions

- End market demand remains solid with exception of non-residential construction
- Industrial growth continues
- U.S. non-residential contractor demand projected to begin recovery phase by 2012
- Utility expected to enter recovery phase
- Stimulus projects should provide continued growth opportunities
- Expect M&A to supplement organic sales growth

...as economic recovery cycle continues in 2011



2013 Expectations and Assumptions

- Return to 2008 sales levels by 2013 based on the following assumptions
 - GDP driven demand of 2-3% per year
 - Cyclical recovery demand growth of 2-3% per year
 - Growth initiatives of 1-2% per year
 - M&A of 2-3% per year
- Operating margin expansion of 50 to 70 basis points per year
 - Gross margin expansion
 - Operating cost leverage
- Tax Rate: 30% or less

2013 Expectations and Assumptions



	2009 Actual	2013 Expectation
Sales	\$4.6B	\$6.2B+
Operating Margin	3.1%	6%+
Net Income	\$106M	\$200M+
EPS – Diluted	\$2.46	\$4.00+*
ROIC %	8.1%	15%+
Leverage Ratio	4.2	2.0 to 3.5

*Utilizes diluted share count of 50 million

Targeting 20-25% Annual Net Income Growth

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Profitable Growth Agenda

Steve Van Oss
Senior Vice President and Chief Operating Officer



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Growth Agenda

I Expand

- 1 Geographies
- 2 Customers
- 3 Focus Markets

II Enrich

- 4 Products & Services
- 5 New Markets

III Drive

- 6 M&A Agenda

Priorities: Eight Growth Engines



Global Accounts & Integrated Supply



Data Communications & Security



Government



Utility



EPCs & Contractors



Healthcare & Education



Lighting & Sustainability



International

...take share in core markets while expanding through acquisitions





Growth Engines – Market Trends

	2010 End Markets	WESCO vs. End Markets		2010 End Markets	WESCO vs. End Markets
 Global Accounts & Integrated Supply			 EPCs & Contractors		
 Data Communications & Security			 Healthcare & Education		
 Government			 Lighting & Sustainability		
 Utility			 International		





Growth Engines – Priorities

	Priorities	Current State	Opportunity
 Global Accounts & Integrated Supply	<ul style="list-style-type: none">• Fortune 1000 focus• Sell all WESCO products and services• Capture new customers and expand with current customers• Maintain customer renewal rate	<ul style="list-style-type: none">• Undisputed leader• Serve majority of Fortune 500 customers• \$2.0B+ opportunity pipeline• Encompasses over 1/3 of WESCO's sales	<ul style="list-style-type: none">• Expand account base globally• Double-digit annual sales growth rate
 Data Communications & Security	<ul style="list-style-type: none">• Leverage WESCO Global Accounts position and geographic footprint• Data centers (data plus electrical products)• Targeted marketing initiatives (secure networking, low voltage security products, etc.)	<ul style="list-style-type: none">• Over \$10B market opportunity• Growing backlog• Expanding locations• Favorable trends in data centers, security, and mobility• \$0.7B sales run rate	<ul style="list-style-type: none">• Solution provider of choice• 10-20% compounded annual growth rate





Growth Engines – Priorities

	Priorities	Current State	Opportunity
 Government	<ul style="list-style-type: none">• One team of WESCO government resources• Expand government sales resources• Dedicated stimulus team in place	<ul style="list-style-type: none">• \$16B addressable market• \$0.4B opportunity pipeline• Adding resources	<ul style="list-style-type: none">• Comprehensive and coordinated WESCO solutions for government customers• 15-25% compounded annual growth rate
 Utility	<ul style="list-style-type: none">• Expand scope of supply and value proposition to Investor Owned Utilities• Grow share in Public Power• Grow high voltage business serving transmission, substation and alternative energy markets	<ul style="list-style-type: none">• Effectively serving public power, investor-owned utilities, and alternative energy markets	<ul style="list-style-type: none">• Undisputed leader• Return to growth



Growth Engines – Priorities

	Priorities	Current State	Opportunity
 EPCs & Contractors	<ul style="list-style-type: none">• Sell electrical plus data communications• Apply Global Accounts model to contractors• Enhanced construction project management services• Implement LEAN across construction life cycle	<ul style="list-style-type: none">• Growing backlog• Global account focus• Challenged end markets• \$1.8B sales run rate	<ul style="list-style-type: none">• Deeper penetration with EPCs and Contractors• Continuous above market growth
 Healthcare & Education	<ul style="list-style-type: none">• Use LEAN Value Creation toolset as a differentiator• Target major metropolitan markets with a density of healthcare institutions• Expand agreements with Group Purchasing Organizations (GPOs) and Integrated Delivery Networks	<ul style="list-style-type: none">• Sales force effectiveness• Project focus• GPO penetration	<ul style="list-style-type: none">• Expand served customer base and MRO focus• 20-30% compounded annual growth rate



Growth Engines – Priorities

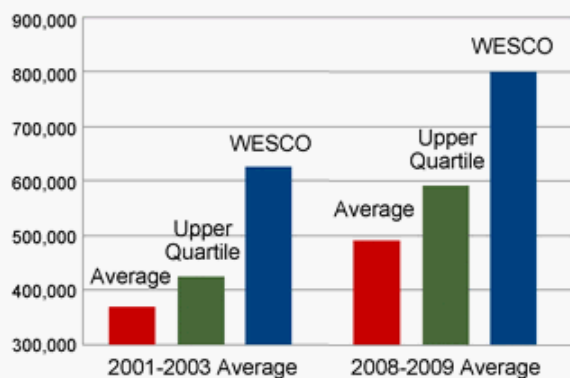
	Priorities	Current State	Opportunity
 <p>Lighting & Sustainability</p>	<ul style="list-style-type: none">• Invest and take share• Dedicated region resources coupled with focused sets of lighting branches• Marketing and sales initiatives focused on lighting and sustainability solutions	<ul style="list-style-type: none">• \$18B addressable market• Take advantage of Stimulus opportunities• \$0.5B sales run rate	<ul style="list-style-type: none">• Lighting solutions provider of choice• Continuous above market growth
 <p>International</p>	<ul style="list-style-type: none">• Continue migration from National to Global Accounts• Invest and take share in Canada• Broaden geographic reach in Mexico• Expand global footprint in conjunction with customer opportunities	<ul style="list-style-type: none">• Record backlog• Investment in inventory, facilities, and personnel• Expand with customers globally	<ul style="list-style-type: none">• Support our key customers globally• 15-25% compounded annual growth rate outside of North America



Sales Capacity Expansion

Productivity

Sales Per Employee



Sales Capacity

- 2,300 inside and outside sales personnel
- Highly productive sales force
- Capacity expansion for continuous double-digit organic growth:
 - GDP 2-3%
 - Productivity 2-3%
 - Personnel additions 4%+

...will drive profitable growth



Margin and Productivity Agenda



Priorities: Six Key Initiatives		
	Marketing Leadership	<ul style="list-style-type: none">• Demand creation programs• Brand management• Dedicated specialists
	Sales Management	<ul style="list-style-type: none">• LEAN Initiative for Sales• Sales, territory and account management• Solution selling and sales training
	Sourcing Effectiveness	<ul style="list-style-type: none">• Category management• Volume leveraging• Inventory optimization
	Pricing Effectiveness	<ul style="list-style-type: none">• Price increase processes• Special pricing management• Rebate management
	Service Excellence	<ul style="list-style-type: none">• Voice of Customer• KPI deployment and goal setting• e-Business
	Talent Management	<ul style="list-style-type: none">• Talent Management process and programs• WESCO University• Performance culture

...LEAN is our foundation for operational excellence



Marketing and LEAN Programs

Marketing ... Demand Creation

Direct Marketing Campaigns



Catalogs



Themed Trade Shows



Supplier-focused Marketing Managers



LEAN for Sales ... Sales Execution

Perpetual Sales Development

- Joint Calls
- Supplier Sales Planning System
- Pipeline Management
- Solution Selling

Sales Management Control

- Sales Effectiveness Training
- Territory Management
- Sales Call Management
- Sales Recruiting & Development

Daily Rally for Sales

- Daily Branch Team Meeting
- New Business Opportunities
- Quotation Status Review
- Sales Success Stories



Customer Sales

Kaizen Events

- Supplier Involvement
- Recovery & Retention
- Prospecting
- Cost Walks (Value Add)

LEAN Sales Order Management (SOM)

- Systems & Application Training
- WESNET Enhancements
- Cycle Time Reduction
- Error Reduction



LEAN Value Creation



- ➔ Differentiating value to our customers
- ➔ Collaborative effort
- ➔ Results-driven
- ➔ Competitive advantage

Over 500 customer engagements resulting in cost and productivity savings

- 1 Voice of the Customer**
Understanding of customer needs and business priorities
- 2 Suite of value-add solutions**
Deploy to address customer needs
- 3 Search for Savings Event**
Hands-on, intensive "process walk" to pinpoint improvement opportunities
- 4 Customize LEAN Solutions Kaizen**
Application of LEAN to provide customized solutions

Over 40
LEAN
Value
Creation
Solutions
(LVC)

- Construction
- Data Communications
- e-Business
- Engineering Services
- Energy
- Green and Sustainability
- Production Support
- Safety and Security
- Supply Chain Optimization
- Training
- Working Capital



Sourcing and Pricing Initiatives

Sourcing

PRIORITIES

- Customer-specific price negotiations
- Category management
- Volume leveraging
- Inventory optimization
- Increase utilization of preferred suppliers



INITIATIVES

- Expanded use of special pricing allowances
- Regional procurement coordination
- Supplier rationalization
- Supplier rebate expansion
- Excess and obsolete inventory protection

} **100+ bpts opportunity**

Pricing

PRIORITIES

- Price increase management
- Customer rebate management



INITIATIVES

- Customer class price points
- List/discount vs. cost plus price models
- Price increase pass through
- Enhanced freight recovery
- Inside sales incentive program
- Customer cash discounts and rebates

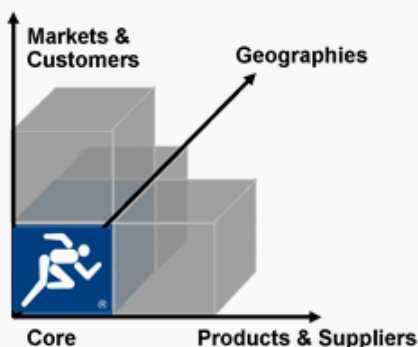
} **100+ bpts opportunity**

...focused on gross margin expansion



WESCO's Acquisition Strategy

Growth Framework



Acquisition strategy is focused on:

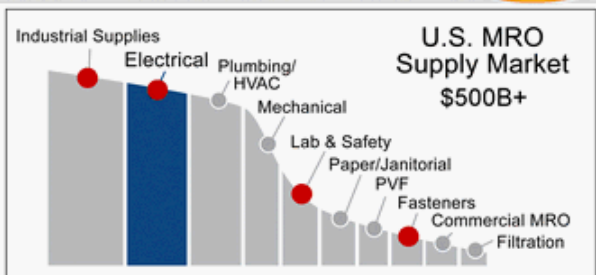
- Expanding product and service portfolio
- Targeting core and new markets
- Strengthening geographic position (North America and Rest of World)

Current Acquisition Environment

- Highly fragmented industry
- Many profitable niches
- Primarily privately owned
- Generational change

M&A capacity of \$1.5B+ of acquired sales

Acquisition Targets



● PRIMARY TARGETS Source: Modern Distribution Management, June 2010

We are building on our track record of 33 acquisitions which added \$2.5B in acquired revenues from 1995 through 2010

...adds capabilities, revenues, and profits

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Global Accounts and Integrated Supply

Kevin Kerby
Vice President, Global Accounts and Marketing



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Global Accounts and Integrated Supply



Global Accounts & Integrated Supply

- Fortune 1000 focus
- Sell all WESCO products and services
- Capture new customers and expand with current customers
- Maintain customer renewal rate

Providing Solutions for Sophisticated Customers

- Extensive products and services
- Broad geographic coverage
- Deep penetration into customer processes
- Difficult to disintermediate



Customer Needs

- **Indirect Material (MRO)** – manage complex supply chain and drive strategic programs in plants
- **Direct Material (OEM)** – global sourcing and procurement, inventory management and kitting assistance
- **Capital Expenditures** – project management and engineering expertise

Market Opportunities



...WESCO – a complete supply chain solutions provider



Opportunity Pipeline



4-Stage Process

- | | | |
|---|-----------------------|---------|
| 1 | Target Identification | \$700M+ |
| 2 | Discovery Meetings | \$570M+ |
| 3 | Proposals | \$530M+ |
| 4 | Negotiations | \$200M+ |

Total \$2.0B+

...record pipeline in excess of \$2.0B



Significant Growth Potential

Business Development Life Cycle



Targeting
Key
Verticals

Key Verticals

1. Petrochemical
2. Government
3. OEM materials
4. Contractors
5. Utilities
6. Metals and Mining
7. Food Processing
8. Aerospace and Defense
9. Pulp and Paper
10. Healthcare and Education
11. Electrical and Electronics
12. Integrators and e-Commerce
13. Commercial and Retail
14. Transportation

...to increase customer share and add new customers

Customer Engagement



Extending our lead through...

	Target Audience	Mission
Centralized lead generation and qualification	CPO, CIO	New customer acquisition
Global account managers with vertical market and customer account focus	CPO, CFO, CIO, VP Operations	Existing customer penetration and C-level relationships
Geographic implementation teams	Plant Manager Plant Engineer Sustainability Manager	Driving plant-level sales and LEAN initiatives
Branch sales, service, and support personnel	Plant Engineer Maintenance Engineer	Local sales, service, and technical support

...working all organizational levels and key customer decision makers



Market Trends & Drivers

Industrial and Electrical MRO

Trends

- Increasing focus on supply chain core competencies
- Supply base and product rationalization
- Global MRO partners

WESCO Position

- #1 provider of MRO Outsourcing
- Product line expansion
- Expanding global footprint

Direct Materials (OEM)

Trends

- Seeking partners to focus on strategic direct material parts and assemblies
- Optimize inventory, cash flow, and supply chain personnel
- Improve supply chain integrity

WESCO Position

- WESCO OEM centers of excellence
- Industry leading Lean Value Creation team
- Expanding global footprint

Capital Projects

Trends

- Increasing influence of EPCs
- Desire for material management technology to drive reduction in total cost of ownership
- Global providers

WESCO Position

- Dedicated WESCO EPC Sales team
- Customers looking to leverage MRO blankets in project procurement
- WESCO proprietary material and project management technology

...WESCO is well positioned to take advantage of market trends



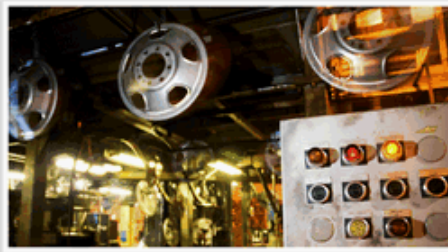
Success Stories – Industrial

Petrochemical Company: **Going Global**



- Comprehensive electrical MRO coverage
- Broad geographic footprint (North America, Australia, Asia, Africa)
- Participating in large capital projects leveraging WESCO project technology while partnering with a major EPC

Diversified Manufacturer: **Addressing All Spend**



- Direct material (OEM) solutions provider including:
 - Global sourcing and procurement
 - LEAN consulting
 - Kitting and inventory optimization
- Strategic supplier of industrial MRO outsourcing including onsite personnel



Fortune 50:

Strategic Outsourcing Solution



- 17-year customer – providing global supply chain outsourcing (North America, Asia, Europe)
- WESCO personnel on site at plants
- Industrial MRO spend processed utilizing WESCO technology platform
- Best in class supply chain processes drive year over year cost savings, product rationalization, and supplier consolidation

Global Accounts and Integrated Supply



Summary

- WESCO is the leader in developing and deploying global supply chain solutions for indirect material, direct material, and capital spend projects
- Customers are increasingly seeking partners to help them improve performance in their non-core supply chain capabilities
- We have developed highly scalable sales processes and technologies
- We are investing in our sales and sales support team in North America and in key global markets
- Growth opportunity is consistent double-digit sales growth



Government

Ben Albu
Manager, Business Development



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Government and Stimulus



Government

- One team of WESCO government resources
- Expand government sales resources
- Dedicated stimulus team in place

Attractive Market

\$16B+ Addressable Market

WESCO Government Opportunities

Day-to-Day Transactions



Major Projects



Government Contracts

Comprehensive WESCO Offering

- Providing federal, state and local government customers with the entire suite of WESCO products and services
 - Data communications
 - Electrical products
 - Maintenance, repair and operating supplies
 - Security
 - Utility products
 - Electronic and electromechanical

Financial Results

Government Sales Growth versus prior year



\$400M WESCO position

...WESCO – an expanding position in a large market



Government Trends Favor WESCO

Government Market Trends

- Recovery Act projects are ramping up (building renovations, lighting retrofits, and new construction)
- Increased energy efficiency, renewable, and alternative energy programs, incentives, and mandates
- Enhanced network and physical security requirements
- Information technology spending is forecasted to grow 6% CAGR over next 5+ years
- Government market is expected to grow

WESCO's Position

- Launched the WESCO Stimulus program in early 2009
- Stimulus project pipeline now in excess of \$250M
- Enhanced marketing efforts focused on sustainability
- Offering our exclusive Secure(it) solution, which provides DoD and intelligence community customers with a bundled solution to reduce the cost and complexity of secure network deployments
- Integrated WESCO government sales organization focused on demand creation



Government Priorities and Initiatives

Investing in our government capability and capacity...

Execution Plan

Lead Generation



Pipeline Management



Solution Selling



Account and Project Management



Service and Support
(Branch Network)

Five Key Initiatives

1. Business development
2. Marketing and WESCO government brand
3. Sales capability and capacity
4. Target programs (stimulus and BRAC)
5. One WESCO Government Team

...opportunity to deliver consistent double-digit sales growth



Five Key Government Initiatives

1 Business Development

Priorities

- Centralized lead qualification team
- Contractor partnerships

Results

- Over 2000 qualified government sales leads per year
- Contributing ~\$250M+ to the sales pipeline

2 Marketing and Brand

Priorities

- WESCO brand development
- Government strategic marketing programs
- Demand creation

Results

- Integrated Government marketing teams
- Clearly defined value propositions
- Solution selling kits

3 Sales Capacity and Capability

Priorities

- Engage customers at an early stage
- Solution selling
- Territory management
- Sales pipeline management

Results

- \$390M active sales pipeline
- Delivering 30%+ sales growth in 2010
- Deployed more than 90 government sales representatives

4 Key Programs

Priorities

- Capture Recovery Act opportunities
- Engage BRAC opportunities

Results

- Dedicated WESCO Stimulus team has delivered \$80M+ in bookings
- \$250M Stimulus project pipeline
- WESCO's Stimulus Clearinghouse contains 90,000 opportunities

5 Government Team

Priorities

- Expand the WESCO Government team
- Extend best practices and Government market knowledge across WESCO

Results

- Consolidated Government activities under a single leader
- Dedicated government business development, sales, marketing, contracts and compliance personnel

Success Stories – Advanced IT Application



U.S. Army Forces Command HQ (FORSCOM) BRAC

Project Details

- WESCO providing electrical and data communications solutions
- WESCO customer awarded task order to provide engineering, procurement, installation, cutover, and testing services in support of the Command, Control, Communications, Computers and Intelligence/Information Technology (C4I/IT) systems in the new HQ facilities
- Location: Fort Bragg, NC



An artist's rendition of the U.S. Army Forces Command/U.S. Army Reserve Command Headquarters Complex under construction at Fort Bragg, N.C.

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...demonstrates the breadth and depth of WESCO's capabilities



Success Stories – Renewable Energy

Stimulus-funded U.S. HUD Monterrey Solar Installation

Project Details

- WESCO providing entire solar product offering:
 - Solar Modules
 - Inverters
 - PV Fuses
 - Software
 - Disconnects and Metering
 - PV Cable
 - PV Connectors
 - Anchors
 - Enclosures
 - Conduit
 - Grounding
- Location: Monterrey, CA



600 multi-family unit PV solar installation



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...demonstrates the effectiveness of WESCO's stimulus program



Success Story – Stimulus Lighting Retrofits

Stimulus funded – Amtrak lighting retrofits

Project Details

- Amtrak was allocated \$1.3B in ARRA capital funds
- \$850M for infrastructure modernization
- WESCO has teamed with strategic suppliers to provide lighting and electrical solutions to Amtrak contractors across the U.S.
 - Aligned around Amtrak’s continuing corporate objectives “*Safer, Greener, and Healthier*”
 - Enhanced platform safety and security
 - Improved energy efficiency
- Multiple locations across U.S.



Amtrak platform and train



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...demonstrates the effectiveness of WESCO’s stimulus program

Success Stories – Global Logistics Solution



WESCO supports the global deployment of U.S. Forces

Project Details

- Communication packages to support the infrastructure expansion of installations located in Afghanistan
- WESCO is providing secure networking equipment, inside and outside plant infrastructure, and communication hardware
- WESCO services include project integration, kitting, containerization and logistics coordination to Bagram and Kandahar Air Fields in Afghanistan



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...demonstrates the breadth and depth of WESCO's capabilities



Government and Stimulus

Summary

- Bringing the complete WESCO solution to government customers
- Differentiated via demand creation
- Using business development team as a sustainable competitive advantage
- Operating as One WESCO integrated team
- Continuing to invest in talent, capabilities, and partnerships



Growth opportunity of 15-25% annual sales growth

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Data Communications and Security

David Bemoras
Vice President and General Manager



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Data Communications and Security



Data Communications & Security

- Leverage WESCO Global Accounts position and geographic footprint
- Data centers (data plus electrical products)
- Targeted marketing initiatives (secure networking, low voltage security products, etc.)

Attractive Market

- Over \$10B market opportunity
- End markets served (direct to user or through contractor channel)
 - Corporate end users
 - Institutions
 - Healthcare
 - Service providers
 - Government (local, state, and federal)
 - Residential
 - Utilities

WESCO Offering

- A wide range of customer applications are supported
 - Voice & Data Communications
 - Security (Surveillance and Access Control)
 - Life Safety
 - Building Automation
 - In-Building Wireless (Cellular & LAN)
 - Audio and Video
 - Mass Notification
 - Smart Grid
 - Broadband Connectivity

Customer Value Proposition

“One-Stop” Shop
WESCO is a single destination for a wide variety of data communications, security, and electrical products





Market Trends Favor WESCO

Key IT Market Trends

1. Data center capacity
2. Increased Security
3. Mobility and Accessibility
4. Secure Networks
5. Globalization
6. Connected Real Estate

Technology & Security demands will continue to stimulate investment across all market segments

➔ *Our digital world is rapidly accelerating...*

WESCO Position

- Supplier advocacy and support
- Management expertise
- Capitalization
- Geographic reach
- Marketing resources
- Limited competitive landscape





Market Trends and Drivers

1. Data Center Capacity

- Bandwidth, power, cooling and space demands at all-time high
- Mobility, cloud computing and virtualization
- Reduce power and increase efficiency



WESCO Actions

- Creation of dedicated Data Center Sales team
- Formation of Data Center Services offering centered around power reduction

2. Increased Security

- Camera coverage in metro areas is at an all-time high and growing
- Campus security concerns
- Customer demand for bundled IP security systems



WESCO Actions

- Expansion of dedicated overlay Security Sales team
- Introduction of industry-first online bundled IP security platform

3. Mobility and Accessibility

- 24/7/365 connectivity driving bandwidth demand
- Cloud computing and virtualization
- Demand for Borderless Experience



WESCO Actions

- Rollout of Distributed Antenna Systems (DAS) sales and marketing strategy
- Evaluation, procurement and sale of corporate-grade wireless networks



Market Trends and Drivers

4. Secure Networks

- American Recovery and Reinvestment Act (ARRA) is the tip of the iceberg
- Base Realignment and Relocation
- Secure networks and government controlled data centers



WESCO Actions

- Expansion of Government Sales team
- Aligning with government contractors and industry-leading suppliers via Secure(it) program

5. Globalization

- Fortune 1000 trying to consolidate total spend as economy recovers
- Customers looking for single partner to manage complex international data center rollouts



WESCO Actions

- Continued investment and expansion of Global Accounts team
- Enhancements to international distribution logistics platform
- e-Business suite

6. Connected Real Estate

- Converged infrastructure is now a reality and being driven by bandwidth demands
- Enterprise customers see this as a long-term cost cutting measure



WESCO Actions

- Strategic engagement with industry-leading suppliers
- Technical training for dedicated end-user sales force



Go To Market Strategy

Execution

- Offense-minded, empowering, “play to win” culture
- Overlay resources (global accounts, government, utility, security)
- Utilizing the Power of WESCO
- Leading with proprietary value-added solutions:



the DATA CENTER
COMPASS™



Investing for Growth

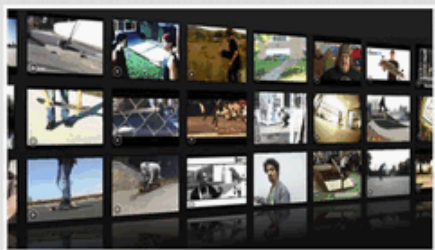
- Geographic expansion
- Business development
- Expanding distribution logistics platform
- Product portfolio augmentation
- Talent acquisition
- Technical sales training
- “Manufacturing Growth” Marketing Strategy supported by:





Success Stories

Global Media Conglomerate **International Data Center Deployment**



- Introduced in October 2009
- Incumbent could not meet customer's needs
- International team collaboration
- Selected as global provider of choice
- "Aurora" data center consolidation project now underway
- Currently selling network cabling, racks, cabinets, and PDUs
- Recent deliveries in U.K, Singapore, and Hong Kong

National Colo Services Provider **"One-Stop Shop" Execution**



- Began engagement in September 2009
- Supporting flow of products to serve US and international data centers
- Currently selling wide variety of network cable, network connectivity, and electrical products
- e-Business suite for auto replenishment
- LEAN Value Creation driving value through cost reduction programs



Success Stories

Global Software/Hardware Company New Branches Taking Share



- Salt Lake City opened in January, 2010
- Began relationship after customer started looking for alternatives to long-time incumbent
- WESCO's value proposition was so strong that customer made calls to manufacturers to ensure CSC received preferred pricing
- Currently meeting customer's needs for customized, local inventory for data center rollouts
- Customer is now investigating WESCO e-Stock service

National Drug Store Chain The Power of "One WESCO"



- Began relationship in 2006 with 10 store pilot rollout
- Developed creative kitting, labeling and packaging standard
- Customer competed 3 national distributors
- WESCO was awarded all 50 states for new stores, remodels and acquisitions
- Meeting drug store chain's requirement for cost reduction targets
- Now selling "One WESCO" solutions for Energy Management Systems



Data Communications and Security

Summary

- Market trends favorable for sustainable growth
- Aggressive geographic expansion plan well underway
 - Original footprint of 27 branches in 2006
 - 60+ branches by 2012
- Strategic plan to follow U.S. based customers abroad
- Value-added services portfolio
- Expanding sales headcount to focus on high growth end markets
- Expanding product line to support customer needs and total solution delivery
- The Power of ONE WESCO



Investing in and delivering growth

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Closing Remarks and Q&A

John Engel
President and Chief Executive Officer



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Invest in WESCO



- Market leader with low business risk profile
- Proven business model well positioned in large, fragmented market
- Organic sales growth faster than market
- Operational excellence culture founded on LEAN
- Solid ROIC performance and excellent cash conversion results
- Proven acquirer in a consolidating industry

...strong company, excellent value creation opportunity