

# Emergency Preparedness / Disaster Recovery



## OVERVIEW

While disasters or emergencies are not something we like to think about, the reality is they happen — and Graybar is prepared. We have the locations, processes and products available to assist our public agencies in the event of an emergency or disaster.

As a leading distributor of electrical, communications, data networking and security products, Graybar helps its customers power, network and secure their facilities with speed, intelligence and efficiency. With 290 locations across North America, Graybar is a local distributor backed by the strength of a FORTUNE 500 company with more than 140 years of experience. We believe that no other company in our industry can match our experience, stability or our reputation.

## WHY GRAYBAR

Benefits for public sector and non-profits



**Legal Contracts:** Graybar's U.S. Communities cooperative contracts are available for electrical, lighting, communications, data networking and security products.



**Services:** Graybar provides support services for the products sold through our contracts including: assessment, repair, retrofit, upgrade and turn-key installation.



**Locations:** In the event a location is effected by a disaster or emergency, we can quickly utilize surrounding local branches or inventories to assist in servicing our agency and contractor customers. Providing local inventory, delivery and will-call counter service with over \$400 million in inventory available.



**Emergency Warehouse:** Support implementation of an emergency branch to support operations in the affected area. This could be in a Graybar location, agency-specified location, available building space, tent or on-site trailer.



**Technology:** Redundant computer systems and eBusiness capabilities: In the event of an emergency, anyone with access to the system can process a request for the customer. That includes: accurate contract pricing, terms or agency-specific requirements using the agency account number. eBusiness capabilities provide agencies with direct access to our system to secure needed materials.



**Responsiveness:** Graybar can quickly provide the materials necessary in an emergency situation to set up command centers, power-up shelters, set up security systems, repair or replace damaged electrical and communication systems.



Wire, cable and power cord



Communications, data networking, wireless products



Power distribution and control, motors, generators, utility products and general electrical commodities



Lighting and lighting controls including portable lighting



Security, notification and safety



Other maintenance, repair, operation materials



**U.S. COMMUNITIES**  
GOVERNMENT PURCHASING ALLIANCE



## U.S. COMMUNITIES

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### The Critical Link

When disasters occur, immediate response is required. Your U.S. Communities agreement is the key to purchasing efficiency and reporting in chaotic times.

### U.S. Communities Pricing

Pricing was established through a competitive solicitation process with City of Kansas City, MO. Graybar's U.S. Communities price is our lowest overall pricing to State and Local Government and Education agencies nationally. Our goal is to save an agency five percent or more in the procurement of commodity products and solutions represented within our contracts. Savings vary based on the current procurement methods in place or mix of commodity items purchased through our program. Our contracts represent pricing discounts from an extensive list of best-in-class suppliers offering unique opportunities to streamlining your supply chain and finding innovative or integrated solutions. Graybar cannot sell at levels above the base contract price and reserves the right to offer a lesser discount where large quantity discounts or localized supplier negotiations are available. 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.

## GRAYBAR CONTRACT INFORMATION

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### CONTRACT # EV2370

Electrical, Lighting, Data/Communication, Networking, Wireless, Security & Related MRO Supplies.

Service Solutions to Support Products



## Graybar/U.S. Communities Strategic Contract Managers

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