



# Electrical Contractor Saves 20% on Massive Multi-Tower Construction Project



## Challenge

An electrical contractor in British Columbia specializing in design-build construction approached Wesco regarding support for 15 upcoming projects comprising 30 residential towers across the Greater Vancouver area. The customer's challenge was to secure a reliable supplier for wiring devices, including a substantial quantity of USB receptacles while also being faced with limited onsite storage space at various locations. The goal was to find a partner that could ensure stock and supply capabilities locally over the course of two to three years.

## Solution

Wesco specialists were able to work directly with the customer's senior management to discuss how we could provide the necessary services and support throughout the project duration. Wesco presented a collaborative approach focused on streamlining the project management with a simplified procurement process, guaranteed product availability and an improved delivery strategy for each job site including our value-added services such as consolidation, staging, kitting and labeling.

Wesco's manufacturer partners helped ensure that all necessary wiring devices were available and, following our recommendation, the customer opted to utilize **Legrand's latest tamper-resistant A/C USB receptacles**. The USB receptacles featured a patented shutter system, providing safe and efficient charging with a robust capability and smart current-sharing technology from a trusted brand.

The focus on understanding the full scope of the project and its unique needs meant Wesco specialists were able to develop a customized solution that would support the client when and where they would need it.

## Results

Through direct and open communication between Wesco specialists and the customer, we successfully implemented an all-in-one product supply and logistics solution. Through the consolidation of the various jobsites into a single project focus, the order process and access to specified products were simplified. Further, the partnership resulted in a comprehensive product solution that fulfilled the USB receptacle needs for all 30 sites. This product-centric approach enabled the client to secure favourable product supply for future orders related to the project, resulting in 20% cost savings.

## Summary

- Project execution plan helped ensure the right material shipped to optimize labour
- Locked in product supply for the life of the project and secured 20% in cost savings
- Long-term project completed on time and under budget



Do you have a multi-year, multi-jobsite project and are in search of a trusted supply chain and logistics partner to ensure its success?

**Contact your local Wesco Sales Representative to discuss your project challenges today.**



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