



Conference Room as a Service

Frequently Asked Questions

Q: Why work with Wesco Anixter for subscription-based collaboration systems?

A: Wesco Anixter provides a turnkey solution for integrators to build recurring revenue, including the financial services platform that handles the financing, taxes and billing. We also provide installation enhancement and deployment services for a smoother installation. Wesco Anixter DOA checks devices, updates firmware before shipment, labels cabling, and kits the components.

Q: What is the Integrator's opportunity with Conference Room as a Service?

- A: Apart from selling your valuable installation services, you earn a royalty paid monthly for the life of the subscription and renewal. You also maintain your direct relationship with the account for all carry-through services.
- Earn 100% profit to the bottom line
 - Open scale royalty — Royalty is based on collaborative engagement with the Wesco Anixter team
 - Recurring revenue — A monthly royalty is paid for the life of the contract, including the renewal
 - No up-front working capital — No extensive training, partnership fees, or financing required
 - Retain valuable services — Wesco Anixter does not provide any installation services
 - Open to any integrator

Q: Does Wesco Anixter include anything in the room kits other than what the manufacturer provides?

A: Yes, in addition to the system components, Wesco Anixter labels the cabling, we provide printed Quick Start instructions, an installation consumables kit and an HDMI adapter ring (USB-C, DisplayPort, Mini-DisplayPort). The adapter ring is compatible with Android and Windows devices. If the customer also requested a display, we include a wall mount and pullout bracket.

Q: What is included in the installation consumables kit?

- A: Wesco Anixter supplements the supplies needed for installation with a basic consumables kit.
- 7-outlet surge protector (1)
 - 6-outlet power strip (1)
 - 4-way cable tie mount with rubber sleeving (10)
 - Self-drilling drywall & stud anchors (4)
 - 3.5 x 30mm/6 x 1-1/4" drywall screws (10)
 - 200 mm/8" black cable tie (1)
 - 20 mm/3/4" expandable sleeving (3 m/10 ft)
 - 100 mm/4" x 1.8m/6 ft black cord and cable protector
 - 1.2 m/48" black Velcro hook and loop tape

Q: Where is Wesco Anixter Conference Room as a Service available?

A: Wesco Anixter currently supports the service globally.

Q: What type of rooms are supported by your packages?

A: Our packages support meeting spaces of up to 30 people. The integrator should evaluate rooms in a site survey to ensure the power, data, and cabling requirements are accounted for in the plan. They should also make sure the collaboration system is appropriate for the space.

Q: What if the equipment is damaged or inoperable?

A: Wesco Anixter tests each device before shipment. In the unlikely event the equipment is damaged or inoperable, it is covered by the advance replacement warranty included with the subscription. Scan the QR code in the Quick Start Guide or beneath the tabletop device to reach support and arrange the advance replacement.

Q: Does Wesco Anixter's support team assist with installation questions?

A: Scan the QR code in the Quick Start Guide or beneath the tabletop conference device to reach support. Our help desk will assist you and connect you to the appropriate manufacturer's support team if necessary.

Q: How is each subscription priced, and how am I paid?

A: The integrator has flexibility to set the monthly subscription fee according to Wesco Anixter's pricing scale, improving your royalty payment.

Q: Who is responsible for the various tasks from sales to installation and support?

Wesco Anixter Responsibilities:

- Scoping call with Integrator and customer
- Verify customer orders against scoping to prevent errors
- Author partnership agreement between Wesco Anixter and the integrator with royalty terms
- Author SOW (Service Agreement, Subscription Terms, SLA) with customer
- Create customer portal account
- Installation enhancement and deployment services
- Kit, label and ship room packages to customer
- Coordinate shipments with integrator and customer
- Day 2 on-demand support, 24/7
- Help desk to support integrator during installation
- Maintain monitoring portal availability at iot.wesco.com
- Advance warranty replacements
- Monthly invoicing to customer
- Monthly royalty payments to integrator

Integrator Responsibilities:

- Scoping call with Wesco Anixter and customer
- Site survey
- Review pre-deployment checklist with end-user
- Recommend room packages to the end-user
- Author installation contract with end-user
- Sign partnership agreement with Wesco Anixter
- System installation, including making the system available on the network
- Provision the room to the end user's dedicated Microsoft Teams Rooms or Zoom Rooms License (The end-user may select to provision the room themselves)
- Truck rolls for moves, adds, changes and replacement installations

Customer Responsibilities:

- Scoping call with Integrator and Wesco Anixter
- Order room packages from Wesco Anixter
- Provide a dedicated Microsoft Teams Rooms or Zoom Rooms license for each room (Standard or Premium)
- Make room(s) available for a site survey
- Sign installation contract with the integrator and electrician if required
- Sign Wesco Anixter SOW (Service Agreement, Subscription Terms, SLA)
- Ensure room readiness with power, data, and cable paths where required prior to the integrator installing the system. Wesco Anixter provides a room readiness checklist, and the integrator may provide instructions and guidance based on the site survey
- Receive shipment of equipment
- Make room(s) available for installation
- Make subscription payments to Wesco Anixter
- Pay the integrator for installation and electrician if required

Visit Wesco.com/avaas to learn more.