

How do you navigate the challenges of managing a profitable business?

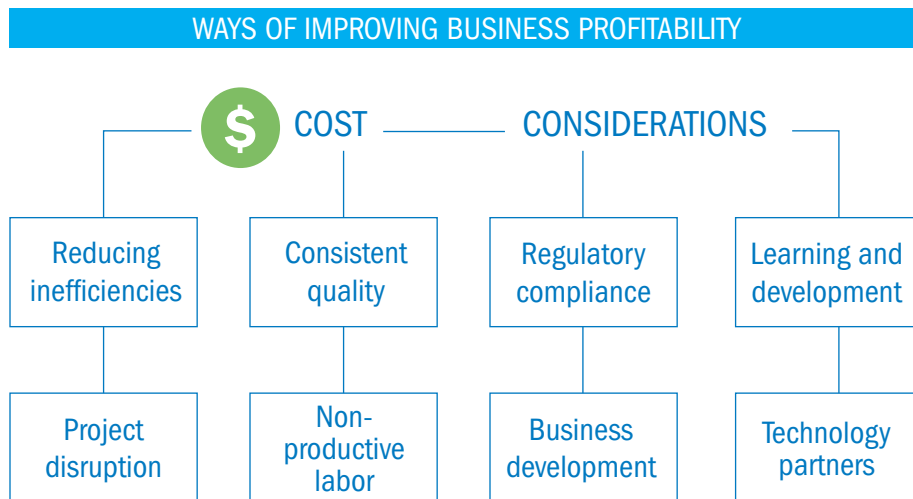


## CONTRACTOR/INTEGRATORS EXECUTIVE MANAGEMENT

Managing individual projects, team members and general business needs can be a challenge. With this responsibility, how do you meet customer expectations, manage employees and labor utilization and make sure the right material is on the job site at the right time; all while maintain business growth and profitability?

This requires a partner that understands the challenges that contractors and integrators face in today's fast paced environment.

### EXECUTIVE MANAGEMENT CONSIDERATIONS



#### WHAT WE HEAR

Challenges contractors and integrators face are:



Hiring **QUALIFIED** skilled workers



Increasing **COMPETITION**



Managing **CASH FLOW**



Rising **INSURANCE COSTS**



Fewer sales **OPPORTUNITIES**

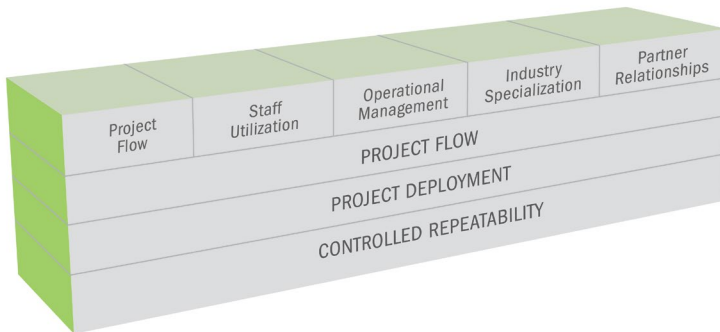
**Anixter as a Partner**  
Channel Solutions

**66%** of 500 business executives interviewed listed one of the top strategic objectives as “ensuring consistent quality” while **56%** said “responsiveness to customer demands.”

Collaborating with Anixter as a Partner leads to a better understanding of your organizational processes and helps to uncover executive management challenges and potential profit leaks.

## STRATEGIC BUSINESS PARTNERSHIP

### The Anixter Approach



For the different but equally important demands of managing a contractor/integrator business, Anixter offers a relationship that considers operational efficiencies and profitability.

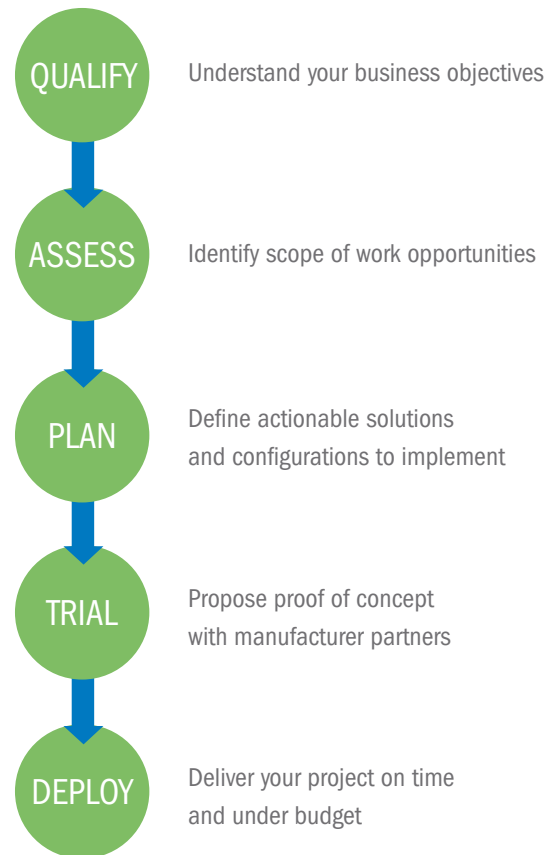
- Project flow**  
 Understanding the key stakeholders and the various checkpoints of a project can help mitigate risk and increase efficiencies
- Staff utilization**  
 Reducing non-installation labor by only 5 percent can lead to an increase in project profitability of almost 20 percent
- Operational management**  
 Ensuring consistent quality and reducing operational threats can be achieved with enhanced distribution partner relationships
- Industry specialization**  
 Leveraging Anixter's experience in the various vertical markets offers business diversification for partners
- Partner relationships**  
 Anixter's Technology Alliance Partners and supplier relationships offers an ecosystem of both technical and commercial business collaboration

## PRODUCT AND DEPLOYMENT SOLUTIONS

Through innovative supply chain solutions and best-in-class manufacturer partners, Anixter distributes enterprise cabling systems, power solutions, enclosures and pathways, professional A/V, industrial communications and control, IT networking, electrical infrastructure, wireless, security and control technologies.

## YOUR EXECUTIVE MANAGEMENT PARTNER

### Anixter Engagement Process



FOR MORE INFORMATION, VISIT [ANIXTER.COM/PARTNER](https://www.anixter.com/partner)

At Anixter, we enable the connected world. By building, connecting, protecting and powering valuable assets and critical infrastructures, we help to sustain and grow businesses and communities worldwide. We accomplish this by offering full-line solutions, technical intelligence, supply chain expertise and an unmatched global distribution network.