PROGRAM AGREEMENT

THIS AGREEMENT is between **CANOE PROCUREMENT GROUP OF CANADA**, a tradename of the Rural Municipalities of Alberta, a corporation incorporated pursuant to the laws of Alberta ("**CANOE**") and:

Supplier Legal Name:	Wesco Distribution Canada LP
Supplier Corporate Jurisdiction:	1660 Comstock Road, Unit 103, Ottawa ON, K1B 5L2
	(the "**Supplier**"), as of
Date of Agreement:	June 29, 2026 regarding
RFP No.	CAN-2026-005
RFP Title	**Electrical, Utilities and Line Maintenance Supplies**
	(the "**RFP**").

BACKGROUND

A. Canoe is a public agency serving as a national municipal contracting agency for its Members, and in that capacity issued the RFP for the purchase of goods and/or services.

B. The Supplier is engaged in the business of selling some or all of those goods and/or services, and responded to the RFP.

C. Canoe wishes to enter into an agreement with the Supplier for the purchase of goods and/or services by Members, pursuant to a purchase program administered by Canoe.

D. The Parties wish to set out the terms and conditions upon which those purchases will occur, and under which the purchase program will be administered.

NOW THEREFORE, in consideration of the premises and the mutual covenants herein contained and of other good and valuable consideration (the receipt and sufficiency of which are hereby acknowledged by each Party), the Parties hereby agree as follows:

ARTICLE 1
INTERPRETATION

1.1 Definitions

In this Agreement the following terms have the corresponding meanings.

"**Administrative Fee**" means the fee paid by the Supplier to Canoe as described in this agreement (Administrative Fee) and protected under FOIPPA.

"**Agreement**" means this Program Agreement and all schedules attached hereto, as the same may be supplemented, amended, restated or replaced from time to time in writing in accordance with its terms.

"ATIA" means the *Access to Information Act,* SA 2024, c A-1.4, as amended or superseded.

"**Business Day**" means Monday to Friday between the hours of 9:00 a.m. to 4:30 p.m. local time in Nisku, Alberta, except when such a day is a public holiday, as defined in the *Employment Standards Code*, R.S.A. 2000, Chapter E-9, or as otherwise agreed to by the parties in writing.

"**Change Request Form**" means the Change Request Form provided by Canoe.

"**Confidential Information**" means all tangible and intangible information and materials, in any form or medium, received (directly or indirectly) by the Receiving Party from the Disclosing Party, or collected by the Receiving Party on behalf of the Disclosing Party, in connection with the Program that is:

(a) related to the Disclosing Party's, or any of its affiliates', finances, assets, pricing, purchases, products, sales, business or operational plans, strategies, forecasts or forecast assumptions, operations, stakeholders, clients and personnel (including, without limitation, the Personal Information of officers, directors, employees, agents and other individuals), trade secrets, intellectual property, technology, data or other information that reveal the research, technology, processes, methodologies, know how, or other systems or controls by which the Disclosing Party's existing or future products, services, applications and methods of operations or doing business are developed, conducted or operated, and all information or materials derived therefrom or based thereon;

(b) designated as confidential in writing by the Disclosing Party, whether by letter or an appropriate stamp or legend, prior to or at the time such information is disclosed by the Disclosing Party to the Receiving Party; and/or

(c) apparent to a reasonable person, familiar with the Disclosing Party's operations, business and the sector in which it operates, to be of a confidential nature.

and without regard to whether that information and materials are owned by a Party or by a third party. Confidential Information does <u>not</u> include:

(d) information that is in the public domain or has come into the public domain other than by reason of a breach of this Agreement; or

(e) information that has been, or is hereafter, received by that Receiving Party other than from or at the request of the Disclosing Party, and other than during or as a result of carrying out the Program.

"**Confidential Material**" means any notes or other documents relating to the Confidential Information.

"**Conflict of Interest**" means any situation or circumstance where, in relation to the performance of its obligations under the Agreement, the Supplier (including its directors, officers, employees, agents or subcontractors) other commitments, relationships or financial interests could or could be seen to (i) exercise an improper influence over the objective, unbiased, and impartial exercise of its independent judgement; or (ii) compromise, impair, or be incompatible with the effective performance of its obligations under the Agreement.

"**Deliverables**" means the goods and/or services identified in Schedule A, B and C.

"**Disclosing Party**" means, in connection with particular Confidential Information, the Party that disclosed (directly or indirectly) the Confidential Information to the other Party, or the Party on whose behalf the other Party collected or generated the Confidential Information.

"**Effective Date**" means the date of this Agreement first noted above.

"**Event of Force Majeure**" means any cause beyond the reasonable control of a Party, including any act of God, outbreak, or epidemic of any kind, communicable and virulent disease, strike, flood, fire, embargo, boycott, act of terrorism, insurrection, war, explosion, civil disturbance, shortage of gas, fuel or electricity, interruption of transportation, governmental order, unavoidable accident, or shortage of labour or raw materials.

"**Goods/Services**" means the goods and/or services identified in this agreement.

"**Governmental Authority**" means any government, regulatory authority, commission, bureau, official, minister, court, board, tribunal, or dispute settlement panel or other law, rule, or regulation-making organization or entity having or purporting to have jurisdiction to exercise any administrative, executive, judicial, legislative, policy, regulatory, or taxing authority or power.

"LBMX" refers to the proprietary software platform developed and maintained by LBMX Inc.

"**Member**" means any current and future members of Canoe during the Term, and any Canoe-represented associations and their current and future members during the Term. Canoe may also be considered a Member in its capacity as a purchaser of Goods/Services. In addition, to be a Member for the purposes of this Agreement, the Member must operate within the Territory during the Term. See https://canoeprocurement.ca/canoe-current-future-members/ for a general list of Members.

"**Parties**" means both Canoe and the Supplier collectively, and "**Party**" means either one of them.

"**Person**" shall be broadly interpreted and includes any individual, partnership, limited partnership, joint venture, syndicate, sole proprietorship, corporation, with or without share capital, unincorporated association, trust, trustee, or other legal representative, Governmental Authority and any entity recognized by law.

"Personal Information" has the meaning ascribed to it in *Protection of Privacy Act* SA 2024, c P-28.5.

"POPA" means the *Protection of Privacy Act* SA 2024, c P-28.5 as amended or superseded.

"**Program**" means the discounted price program designed by the Supplier for the purchase of Goods/Services by Members.

"**Program Pricing**" means the discounted pricing offered to Members as set out in this agreement.

"**Purchase Agreement**" or "**Participating Addendum**" means the agreement between the Supplier and a Member for the purchase of Goods/Services in accordance with this Agreement.

"**Receiving Party**" means, in connection with particular Confidential Information, the Party that received (directly or indirectly) the Confidential Information from the other Party, or the Party that collected or generated the Confidential Information on behalf of the other Party.

"Record(s)" means a record, as that term is defined in the Access to Information Act ("ATIA") and the Protection of Privacy Act ("POPA"), that is disclosed to the Supplier or collected, created, maintained, or stored by the Supplier in the performance of its duties under the terms of this Agreement, excluding the Supplier's own accounting and human resources records.

"**Term**" means the term of this Agreement, as set out in Section 1.2.

"**Territory**" means the provinces or regions identified in Schedule "B" – Supplier Response to the RFP.

"**Trade-marks**" means the trade-marks, logos, designs and other indicia used to identify and distinguish a Party and its goods or services in Canada and elsewhere, whether these are registered or not, which are set out in Article 4 (Trade-marks).

1.2 Term

This Agreement comes into effect on the Effective Date and shall continue in force for **until July 30, 2030,** unless terminated in accordance with its provisions (the "Initial Term"). That term may be extended by a further period of one (1) years by Canoe, upon the mutual written agreement of the Parties prior to the expiry of the Initial Term.

1.3 Rules of Interpretation

This Agreement shall be interpreted according to the following provisions, unless the context requires a different meaning.

(a) Unless the context otherwise requires, wherever used herein the plural includes the singular, the singular includes the plural, and each of the masculine and feminine includes the other gender.

(b) References containing terms such as "includes" and "including", whether or not used with the words "without limitation" or "but not limited to", shall not be deemed limited by the specific enumeration of items but shall, in all cases, be deemed to be without limitation and construed and interpreted to mean "includes without limitation" and "including without limitation".

(c) The division of this Agreement into articles and sections and the insertion of headings are for convenience of reference only and shall not affect the construction or interpretation of this Agreement.

(d) "Hereof", "hereto" and "hereunder" and similar expressions mean and refer to this Agreement and not to any particular section or paragraph. References herein to "Article", "Section", or "Schedule" refer to the applicable article, section or schedule of this Agreement.

(e) If any action is required to be taken pursuant to this Agreement on or by a specified date which is not a Business Day, then such action shall be valid if taken on or by the next succeeding Business Day.

(f) Where this Agreement is silent on any subject, Members and Approved Supplier retain the ability to negotiate mutually acceptable terms.

1.4 Schedules

The following Schedules are incorporated by reference into and form part of this Agreement:

Schedule A	RFP Particulars
Schedule B	Supplier Response to the RFP
Schedule B1	Pricing
Schedule C	Marketing and Promotion of Agreement
Schedule D	Sample Sales Report

1.5 Order of Priority

In the event of any conflict or inconsistency between any of the Articles of this Agreement and the Schedules to this Agreement, that conflict or inconsistency shall be resolved in the following (descending) order of priority:

(a) Article 1 to Article 11 of this Agreement;

(b) Schedule A (RFP Particulars);

(c) Schedule B (Supplier Response to the Agreement)

(d) Schedule B1 (Pricing)

(e) Schedule C (Marketing and Promotion of Agreement)

(f) Schedule D (Sample Sales Report)

provided that Schedule A (RFP Particulars) will supersede Article 1 to Article 11 of this Agreement if it expressly references the specific section or Article of this Agreement that it intends to supersede.

ARTICLE 2
PROGRAM ADMINISTRATION AND SUPPORT

2.1 Program Details

(a) The Parties agree that Canoe administers the Program as set out in this Agreement. Through the Program, Members have the option to purchase from the Supplier, and the Supplier agrees to supply to Members, the Goods/Services at Program Pricing.

(b) Members using the program may wish to enter into a separate Purchase Agreement or Participating Addendum negotiated directly with the Supplier that contains additional terms and conditions. The terms of that Purchase Agreement cannot be less favorable to the Member than this Agreement.

(c) All Members orders under this Agreement must be issued prior to expiration of this Agreement; however, Supplier performance, Member payment, and any applicable warranty periods or other Supplier or Member obligations may extend beyond the term of this Agreement.

(d) The Parties agree that the Supplier is an independent supplier and is not the agent or partner of Canoe. Nothing contained in this Agreement shall create or be deemed to create the relationship of joint venture, partnership, or agency between the Parties. Neither Party shall represent itself as the joint venturer, partner or agent of the other. The Supplier has no authority to bind Canoe, and will not represent itself as having that authority.

2.2 Responsibilities of the Supplier

(a) The Supplier will work and act in an ethical manner demonstrating integrity, professionalism, accountability, transparency and continuous improvement.

(b) The Supplier will facilitate and administer the marketing and sales aspects of the Program as outlined in this Agreement – including Schedules A, B and C.

(c) The Supplier will execute the engagement plan set out in Schedules A and B and will refine that plan over the course of the Term, and as reasonably requested by Canoe.

(d) The Supplier acknowledges that Articles 1-11, Schedules A, B, C will be posted on www.canoeprocurement.ca. Prior to posting, Canoe shall consult the Supplier and Canoe shall post a version as redacted by the Supplier to protect Supplier's confidential information.

(e) The Supplier will provide prompt cooperation to Canoe and its representatives to ensure that the Program is effective and responsive to Members.

(f) The Supplier will manage the transition of Members into the Program, and will take commercially reasonable efforts to ensure a prompt and seamless transition.

(g) During the Term, the Supplier will continually provide Members with the Program Pricing for all Goods/Services. For clarity and notwithstanding anything to the contrary, Program Pricing means the applicable agreed cost-plus methodology and category margin structure, with standard product pricing not exceeding the agreed cap unless exclusions or non-standard charges are disclosed at quotation.

(h) The Supplier will communicate directly with Members regarding low stock levels, major discounts, and other time sensitive subject matter.

(i) The Supplier will inform Canoe of important developments within the industry that affect the Program or the Goods/Services.

(j) The Supplier will maintain the insurance required under Section 11.3 at all times during the Term.

(k) The Supplier will provide the insurance documents, sales report and pay the administrative fee as required by Canoe on time.

2.3 Responsibilities of Canoe

(a) Canoe will facilitate and administer the financial and payment aspects of the Program as outlined in this Agreement – including all the Schedules.

(b) Canoe will act as a liaison between the Supplier and the Members, to help facilitate obtaining any information required in relation to the Program. Canoe will support the Supplier's Program marketing efforts by making information about the Program available to its Members.

2.4 Obligations of Suppliers to Members

(a) Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Member.

(b) Shipping, Delivery, Acceptance, Rejection, and Warranty. Supplier’s proposal/quote may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms of the Deliverables. Supplier and Member may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for the Deliverables. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

(c) Applicable Taxes. Member is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.

(d) Ordering Process and Payment. Supplier’s ordering process and acceptable forms of payment are included within its Proposal. Canoe will have no liability for any unpaid invoice of any Member.

(e) Transaction Documents. Member may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier and Member may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Member must include specific reference to this Agreement by number and to Member’s unique Canoe account number.

(f) Additional Terms and Conditions Permitted. Member and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant this Agreement when necessary and as solely determined by Member however they cannot be less favorable to the Member than the terms of this Program Agreement. Canoe has expressly reserved the right for Supplier and Member to address any necessary provisions within transaction documents not expressly included within this Agreement.

(g) Participating Addendums. Supplier and Member may enter a Participating Addendum or similar document extending and supplementing the terms of this Agreement to facilitate adoption as may be required by a Member.

(h) Subsequent Agreements and Survival. Supplier and Member may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Agreement as determined in the discretion of Member.

2.5 Program Leads

(a) Canoe and the Supplier will each designate a representative from its organization with the authority and competence to coordinate and manage its contributions to the Program on such Party's behalf (each a "**Program Lead**").

(b) Once each quarter, or as otherwise reasonably requested by either Party, the Program Leads shall formally review the progress of the Program including any problems, concerns, results and any other information material to the progress and success of the Program. Such review shall occur by teleconference at a time mutually agreeable to the Program Leads.

2.6 No Guaranteed Volumes

Canoe makes no guarantee of the value or volume of purchases of Goods/Services by Members under the Program.

2.7 Exclusivity

Canoe makes no assurances that Members will exclusively purchase Goods/Services from the Supplier. Members are not bound to purchase Goods/Services through the Program and may contract with others for the same or similar goods or services.

2.8 Conflict of Interest

The Supplier shall take reasonable measures to ensure that its directors and officers involved in the Program promptly disclose to it any actual or reasonably suspected Conflict of Interest in connection with the Program. The Parties shall cooperate in determining whether a Conflict of Interest exists and how it will be addressed or avoided, and provided that if the Conflict of Interest cannot be resolved to Canoe's satisfaction, acting reasonably, Canoe may deem the Conflict of Interest to be a material breach of this Agreement by the Supplier.

ARTICLE 3
FINANCIAL MATTERS

3.1 Maximum Pricing

Except for pre-approved adjustments made pursuant to Section 8.1, all Pricing shall be fixed at or below the Pricing listed in Schedule B1 for the entire term of this Agreement including the extension period if exercised. For clarity and notwithstanding anything to the contrary, Schedule B1 fixes the approved cost-plus methodology and maximum category margin, not the underlying manufacturer or upstream supplier cost.

3.2 Administrative Fees

3.3 Supplier Expenses

If previously agreed to in writing by Canoe, Canoe will reimburse the Supplier for legitimate and reasonable business expenses, upon invoice with proper proof of the expense having been incurred by the Supplier in performance of its activities under the Program.

3.4 Billings and Payment

(a) The Member has the option of choosing either CANOE Invoicing or Supplier Invoicing which are outlined below. Unless directed by the Member, the default billing and payment method is CANOE Invoicing.

(b) CANOE Invoicing

(i) All invoices regarding Member purchases of Goods/Services and all payments to the Supplier in satisfaction of those invoices are processed through CANOE.

(ii) All invoices must include:

(A) a 'Bill To' section to the CANOE address;

(B) a 'Ship To' section that includes the Member name, address, and Canoe Member number;

(C) Canoe contract number; and

(D) for each type of Goods/Services purchased by the Member:

(I) detailed description of what was purchased;

(II) quantities, unit price, and extended price (these prices shall include any Administrative Fee based on Section A2); and

(III) GST, PST, and/or HST number (stated separately).

(iii) Invoices should <u>not</u> include:

(A) any statement of an Administrative Fee, commission or discount rate; or

(B) any statement that indicates a reduced amount for paying an invoice within a certain time frame.

(iv) CANOE will pay the invoice provided by the Supplier within 30 days of receiving the invoice less the Administrative Fee defined in Schedule B.

(c) Member Invoicing

(i) All invoices regarding Member purchases of Goods/Services and all payments to the Supplier in satisfaction of those invoices are processed through the Supplier.

(ii) All invoices must include:

(A) a 'Bill To' section to the Member address;

(B) a 'Ship To' section that includes the Member name, address, and Canoe Member number;

(C) Canoe contract number; and

(D) for each type of Goods/Services purchased by the Member:

(E) detailed description of what was purchased;

(F) quantities, unit price, and extended price (these prices shall include any Administrative Fee based on Section A2); and

(G) GST, PST, and/or HST number (stated separately).

(iii) Invoices should <u>not</u> include:

(A) any statement of an Administrative Fee, commission or discount rate; or

(B) any statement that indicates a reduced amount for paying an invoice within a certain time frame.

(iv) The Administrative Fee will be be calculated based on validated sales reported under this Agreement and paid quarterly by electronic funds transfer ("EFT") to accounting@canoeprocurement.ca. Payment will be made within thirty (30) days following the end of each calendar quarter, following reconciliation of the applicable monthly sales reports for that quarter.

(d) The Supplier is required to use LBMX for all invoicing submissions to Canoe. Any associated onboarding, licensing and/or subscription fees for the use of LBMX is the sole responsibility of the Supplier. Notwithstanding the forgoing, until the LBMX connection is fully implemented and operational, the Parties will agree on an interim invoicing submission process to ensure continuity of invoicing, payment, reporting, and program administration. Any associated onboarding, licensing and/or subscription fees for the use of LBMX using a non-standard connection will be the responsibility of the Supplier, provided that any non-standard setup, configuration, integration, or related costs are reviewed and agreed by the Supplier prior to implementation.

(e) To the extent Canoe or any Member requests reasonable supporting documentation regarding invoiced amounts, the Supplier shall promptly provide it and the period to pay that invoice shall be extended by the time period between the Supplier's receipt of that request and the delivery of the relevant supporting documentation to Canoe.

(f) The Supplier should ensure that any person ordering on behalf of a Member provides the Supplier with the Member's Canoe member number for electronic entry on the invoice.

(g) Where Canoe Invoicing is used, Canoe's obligation to pay Supplier is a direct payment obligation owed by Canoe, and is not contingent or conditional upon Canoe having first received the corresponding payment from the applicable Member: Canoe shall pay Supplier's invoices within the payment terms set out in this Agreement regardless of the status of Canoe's collection from that Member. As between Canoe and the Member, Canoe retains sole responsibility for pursuing collection of the corresponding amount from the Member following payment to Supplier, and Supplier shall have no obligation to pursue, and no liability arising from, any Member's non-payment to Canoe.

3.5 Financial Reporting and Record-keeping

(a) The Supplier will provide monthly reports to Canoe about Member purchases under the Program due no later than the fifteenth (15th) of each month. If there are no sales to report, the report will indicate $0.

(b) All reports are to be sent to accounting@canoeprocurement.ca in xls format.

(c) All reports must include:

(i) Member name, number and address, province

(ii) Canoe contract number

(iii) Purchase order number

(iv) Transaction/PO date

(v) Accounting date

(vi) Delivery date

(vii) Sales for the reporting period

(A) Total purchase in Canadian dollars

(B) Itemised shipping, freight, taxes, and earning total

(C) Contract applicable spend VS other fees

(D) If there are no sales to report, the report will indicate 0$

Notwithstanding the forgoing, the parties will mutually review and approve a sample report format during implementation, including the required data fields and reporting methodology. The Supplier will provide all reasonably available and applicable data for transactions under the Program. The parties acknowledge that certain fields may not be available or applicable for all order types, including custom, engineered, configured, project-based, manufacturer-direct, or specialty equipment orders. Where a required field is not available or applicable, the Supplier will identify the field as not available or not applicable, as appropriate.nThe parties will work together in good faith to ensure that reporting is sufficient to support contract administration, sales visibility, and validation of the Administrative Fee.

(d) Canoe has approval from participating Members to allow the Supplier to share their purchase data with Canoe for the purpose of financial reporting.

(e) The Supplier will provide segmented reporting on each of the provincial associations represented in this RFP.

(f) The Supplier will provide a business review to Canoe at least annually to discuss the Program sales performance and the deployment and effectiveness of marketing strategies.

(g) The Supplier shall keep and maintain sufficient records in connection with the Program to substantiate that it has performed its obligations hereunder, including as they relate to the payment of the Administrative Fee.

(h) Canoe, its authorized representatives, or an independent auditor identified by Canoe may, at Canoe's expense, upon reasonable prior notice to the Supplier, review or audit the Supplier's records regarding the Supplier's performance of its obligations hereunder. The Supplier shall provide reasonable cooperation in connection with the foregoing and shall disclose or grant reasonable access to any information requested by Canoe, its authorized representatives or an independent auditor in connection with the Program or this Agreement. Any audit will be subject to the parties' mutual agreement on an audit methodology and execution of a non-disclosure agreement by Canoe and any independent auditor in a form acceptable to Supplier. Where an independent auditor is used, such auditor shall be a certified public accountant who does not accept contingent fees or commissions for their audit services. Canoe may audit Supplier only during the term of the agreement, no more than once per twelve (12) month period, and may not re-audit any time period which Canoe has previously audited.

ARTICLE 4
TRADE-MARKS

4.1 Trade-mark License and Branding

Each Party acknowledges that certain aspects of the Program may be co-branded, such that the name and certain trade-marks of both Parties are used by both Parties in materials prepared in connection with the Program. Each Party agrees that:

(a) it is the sole owner of all right, title, and interest in and to its Trade-marks;

(b) any use of the other Party's Trade-marks enures solely to the benefit of that Party and neither Party acquires any rights in the other Party's Trade-marks as a result of such use;

(c) it shall maintain and exercise control over the character and quality of the use of its Trade-marks as used in association with the Program; and

(d) whenever it uses the other Party's Trade-marks in accordance with this Agreement, it shall (i) use such Trade-marks strictly in accordance with that other Party's standards of quality and specifications for appearance and style as may be supplied by that Party from time to time; (ii) use such Trade-marks only in the manner and form approved in writing by that Party in advance of such use; (iii) clearly identify the use of the Trade-marks as a licensed use and identify the other Party as the owner of the Trade-marks, in any manner specified by the other Party from time to time; and (iv) not alter, modify, dilute or otherwise misuse the Trade-marks.

ARTICLE 5
REPRESENTATIONS AND WARRANTIES

5.1 Representations by Each Party

Each Party represents and warrants to the other that:

(a) it has the authority to enter into this Agreement and carry out its obligations hereunder, and doing so will not result in a violation by it of any law or any rule, judgment, order, decree or similar act of any Governmental Authority;

(b) this Agreement has been duly executed by it; and

(c) it has not granted and shall not grant any rights or licenses and has not entered into and shall not enter into any agreement, either written or oral, that would conflict with this Agreement or the Program.

5.2 Representations by the Supplier

The Supplier represents and warrants that:

(a) it is properly qualified, licensed, equipped, and financed to provide the Program and perform its obligations under this Agreement and any Purchase Agreement;

(b) Omitted;

(c) It shall comply with all foreign and domestic applicable federal, provincial and municipal laws and regulations including but not limited to the obligations under *Fighting Against Forced Labour and Child Labour in Supply Chains Act*, S.C. 2023, c. 9.

(d) all of its obligations will be carried out by qualified personnel and all work will be performed in a professional manner;

(e) it is not aware of any proceeding in progress or pending or threatened that might be expected to have a materially adverse effect on the Program or impact its ability to meet its obligations under this Agreement; and

(f) after due inquiry, it is not aware of any circumstances which do or might cause a Conflict of Interest in respect of its participation in the Program.

ARTICLE 6
CONFIDENTIAL INFORMATION

6.1 Use and Non-Disclosure of Confidential Information

The Receiving Party agrees not to:

(a) use Confidential Information for any purpose except to carry out the Program; or

(b) grant access or disclose Confidential Information to any person except to those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the information in order to carry out the Program, and who are bound by obligations to protect the Confidential Information that are substantially similar to those set out in this Agreement (provided that the Receiving Party remains liable for any breach of confidence cause by such persons).

6.2 Protection

The Receiving Party agrees that it will take all reasonable measures to protect the Confidential Information from loss, theft or any use or disclosure not permitted under this Agreement, which measures shall include:

(a) taking reasonable measures to ensure that only those agents, directors, officers, employees and contractors of the Receiving Party who are required to have access to the Confidential Information in order to carry out the Program have access to such limited Confidential Information as may be necessary for their duties; and

(b) taking the highest degree of care that the Receiving Party utilizes to protect its own Confidential Information of a similar nature, but no less than a reasonable degree of care, given the nature of the Confidential Information.

6.3 Mandatory Disclosure

Notwithstanding Section 6.2(b), the Disclosing Party acknowledges and agrees that the Receiving Party may be required by law or a Governmental Authority to disclose Confidential Information. If the Receiving Party believes that the disclosure of Confidential Information is or is about to be required by law or Governmental Authority, it will notify the Disclosing Party of the circumstances and scope of the disclosure – with an oral notice provided as soon as reasonably possible and as much in advance of the impending disclosure as possible, and such oral notice confirmed in writing promptly thereafter – and will provide reasonable assistance in resisting such disclosure.

6.4 Notice of Unauthorized Use or Disclosure

The Receiving Party agrees to notify the Disclosing Party of any actual or reasonably suspected loss, theft or unauthorized use or disclosure of Confidential Information that may come to its attention – with an oral notice provided immediately, and confirmed in writing promptly thereafter.

6.5 No Proprietary Right

The Receiving Party agrees that it acquires no right, title or interest to the Confidential Information, except a limited right to use that Confidential Information in connection with the Program. All Confidential Information shall remain the property of the Disclosing Party (to the extent possible) and no licence or other right, title or interest in the Confidential Information is granted hereby.

6.6 Return / Non-Use of Confidential Information and Other Related Materials

On receipt of a written demand from the Disclosing Party, and in any event within twenty (20) days after the expiry or termination of this Agreement, the Receiving Party shall immediately return all Confidential Information, including any related Confidential Material, to the Disclosing Party, or, if instructed by the Disclosing Party to destroy any Confidential Information, shall securely destroy that Confidential Information and related Confidential Material and provide a written certificate to the Disclosing Party certifying the destruction of such Confidential Information and Confidential Material. This Section 6.6 shall not apply to routinely made back-up copies of Confidential Information in electronic form, or to archival copies required to be retained under the applicable law, provided that the Receiving Party shall comply with this Agreement in respect of such copies.

6.7 Access to Information and Privacy Laws

The Supplier acknowledges that Canoe is subject to Access to Information laws and that any information provided to Canoe in connection with the Services or otherwise in connection with this Agreement, or held on Canoe's behalf, may be subject to disclosure in accordance with ATIA.

(a) To support Canoe’s compliance with ATIA, the Supplier will:

(i) provide Canoe -related records to the Canoe within seven (7) days of being directed to do so by the Canoe; provided that where the request involves complex, historical, archived, high-volume, system-dependent, or third-party-dependent records, the Supplier shall be entitled to a reasonable extension of time upon notice to Canoe. Any such request shall be limited to records reasonably necessary for Canoe’s compliance, audit, reporting, or administration of the Program;

(ii) promptly refer to Canoe all requests made to the Supplier by third parties referencing ATIA or other public sector access to information laws;

(iii) not access any Personal Information on Canoe's behalf unless the Canoe determines, in its sole discretion, that access is permitted under POPA and is necessary in order to provide the Services to Canoe;

(iv) keep Canoe Records and Confidential Information with commercially reasonable administrative, technical, and organizational safeguards consistent with Wesco’s information security practices;

(v) not destroy any Records related to the Services until seven (7) years after the termination of this Agreement unless authorized in writing by Canoe to destroy it sooner;

(vi) implement other specific security measures requested by Canoe that in the reasonable opinion of the Canoe would improve the adequacy and effectiveness of the Supplier's measures to ensure the security and integrity of Canoe Records and Confidential Information.

ARTICLE 7
INDEMNITY AND LIABILITY

7.1 Liability for Representatives

Each Party shall be responsible for any breach of this Agreement by its directors, officers, and employees – provided that Canoe shall not be responsible for the decisions, actions or omissions of any Member, including for the performance by any Member of its obligations under a Purchase Agreement.

7.2 Indemnity

(a) Subject to the limitation of liability set out in Section 7.3 (and in the case of Canoe, subject to Section 7.1), each Party (an "**Indemnifying Party**") shall indemnify, defend (at its expense) and hold the other Party (the "**Indemnified Party**") and its directors, officers, employees, contractors and agents (collectively, the "**Indemnitees**") harmless in respect of any cost, charge, losses, and expenses (including legal costs on a substantial indemnity basis), whether or not well-founded, ("**Losses**") due to an action, claim or demand by a third party brought against or suffered by the Indemnitees arising out of or related to:

(i) claims for bodily injury, including death, and claims asserted by third parties for bodily injury, including death;

(ii) claims for loss or damage to tangible property, and claims asserted by third parties for loss or damage to tangible property; or

(iii) any breach of the Indemnifying Party's obligations, representations or warranties in the Agreement;

except to the extent that such Losses were not caused by the Indemnifying Party or any person for whom it was responsible. The foregoing indemnity shall be conditional upon the Indemnified Party notifying the Indemnifying Party as soon as is reasonably practicable in the circumstances of any Losses in respect of which this indemnity may apply and of which the Indemnified Party has knowledge, and the Indemnitee cooperating with the Indemnifying Party in the defence of any such claim or action. No such claim or action shall be settled or compromised by the Indemnifying Party without the Indemnified Party's prior written consent.

(b) The indemnity obligations hereunder will be enforceable without right of set-off or counterclaim as against the Indemnitee. The Indemnifying Party will, upon payment of an indemnity in full under this Agreement, be subrogated to all rights of the Indemnitee with respect to the claims and defences to which such indemnification relates.

7.3 Limitation of Liability

In no event shall either party, its affiliates or any of their respective directors, officers, employees, agents, or subcontractors, be liable to the other party for any claim for punitive, exemplary, aggravated, indirect, consequential or special damages in connection with this agreement, including without limitation damages for loss of profits or revenue, or failure to realize expected savings, howsoever derived. The foregoing shall not supersede the terms of any purchase agreement which provide otherwise. To the fullest extent permitted under applicable law, Supplier's aggregate liability arising out of or connected with this Agreement, or the manufacture, sale, delivery or use of the Goods, whether in tort (including negligence and strict liability), misrepresentation, breach of contract, or otherwise, shall not exceed two times (2x) the amount actually paid to Supplier in the initial Term of the agreement.

7.4 Equitable Relief

Each Party acknowledges and agrees that, in the event of any breach or anticipated breach of the provisions of this Agreement relating to Confidential Information or privacy, damages alone would not be an adequate remedy, and agree that the non-breaching Party shall be entitled to equitable relief in respect of that breach, such as an injunction, in addition to or in lieu of damages and without being required to prove that it has suffered or is likely to suffer damages.

ARTICLE 8
CHANGES AND TERMINATION

8.1 Product and Pricing Change Requests

(a) If the Supplier wishes to adjust Program Pricing or Products, the Supplier must provide Canoe with at least forty five (45) days prior written notice to request any increase or decrease in prices using the Change Request Form. To ensure timely consideration of the request, the Supplier must comply with the instructions set out in the Change Request Form.

(b) Canoe shall consider all duly completed Change Request Forms and shall notify the Supplier of whether the Program Pricing, products or other change is acceptable or not within thirty (30) days of receipt of all requested information from the Change Request Form. Canoe shall not unreasonably withhold its approval to any requested change – provided that Canoe may refuse any change in Program Pricing prior to the first anniversary of the Effective Date for any reason or without giving any reason. Notwithstanding anything to the contrary, Canoe may review margin or methodology changes, but manufacturer/OEM cost changes under cost-plus pricing will flow through with transparency and are not subject to Canoe approval.

8.2 Reduction in Scope

Canoe may, on thirty (30) days prior written notice to the Supplier, reduce the scope of the Goods/Services provided under the Program by identifying specific Goods/Services that will not longer be part of the Program,provided that any such reduction shall apply on a prospective basis only and shall not affect any purchase orders, accepted quotations, open orders, special orders, custom or configured items, non-cancellable or non-returnable manufacturer commitments, work in progress, or other obligations incurred prior to the effective date of the scope reduction.

8.3 Termination by Either Party

A Party may, without liability, cost or penalty, terminate the Agreement on written notice to the other where such other Party fails to perform or observe any material term or obligation of the Agreement and such failure has not been cured within thirty (30) days of written notice of such failure being provided to that Party or, where it cannot be cured within thirty (30) days and provided that the breaching party is diligently pursuing a cure, within such reasonable additional period of time as agreed to by the parties. Any termination applies prospectively only and does not affect existing orders, work in progress, non-cancellable commitments, or accrued payment obligations.

8.4 Termination by Canoe

Canoe shall be entitled to terminate the Agreement, without liability, cost, or penalty:

(a) at any time without cause, and without liability except for required payment for services rendered, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to the Vendor;

(b) on written notice to the Supplier where the Supplier: (i) commits an act of bankruptcy within the meaning of the *Bankruptcy and Insolvency Act* or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business;

(c) on thirty (30) days' written notice to the Supplier, following the occurrence of any material change in Canoe's requirements which results from regulatory or funding changes or recommendations issued by any Governmental Authority; or

(d) on written notice to the Supplier if the Supplier breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.5 Termination by the Supplier

(a) at any time without cause, and without liability except for required payment for services rendered, and reimbursement for authorized expenses incurred, prior to the termination date, by providing at least sixty (60) days notice to Canoe;

(b) on written notice to Canoe where Canoe: (i) commits an act of bankruptcy within the meaning of the Bankruptcy and Insolvency Act or equivalent legislation; (ii) makes any general assignment for the benefit of creditors or otherwise enters into any composition or arrangement with its creditors; (iii) has a receiver and/or manager appointed over its assets or makes an application to do so; (iv) has a resolution or a petition filed or an order made for its winding up; or (v) ceases to carry on business or operations; or

(c) on written notice to Canoe if Canoe breaches in any material respect any of its obligations or covenants hereunder with respect to Confidential Information or privacy.

8.6 Orderly Termination

(a) In the event of termination or expiry of the Agreement, each Party shall cooperate to effect an orderly wind-up of the Program. Within thirty (30) days of termination or expiry, each Party shall pay to the other any amounts owed to that other Party under this Agreement.

(b) In the event of a termination of this Agreement by Canoe pursuant to Section 8.4, the Supplier shall be liable to Canoe for reasonable, documented, direct costs caused by Wesco's uncured material breachincurred by Canoe and corresponding Administration Fees as a result of the notice of default and termination of this Agreement.

8.7 No Limitation of Remedies

Omitted.

8.8 Survival

In addition to any other provision dealing with the survival of obligations hereunder, all of the obligations regarding Confidential Information, privacy, indemnifications, disclaimers and limitations on liability set out in this Agreement shall survive the expiry or termination of this Agreement, as shall all any other provisions which, by their nature, ought reasonably to survive expiry or termination.

Notwithstanding any expiration or termination of this Agreement, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 9 through 11 survive the expiration or cancellation of this Agreement. All other rights will cease upon expiration or termination of this Agreement.

ARTICLE 9
FORCE MAJEURE

9.1 General

Except as expressly provided otherwise in the Agreement, dates and times by which a Party is required to render performance under this Agreement shall be postponed to the extent and for the period of time that such Party is prevented from meeting such dates and times by an Event of Force Majeure.

9.2 Notice and Performance

Where an Event of Force Majeure occurs, the Party that is delayed or fails to perform shall give prompt notice to the other Party, and shall use reasonable efforts to render performance in a timely manner.

9.3 Right to Terminate

In the event that a Party's inability to perform due to an Event of Force Majeure continues for longer than forty-five (45) days, the Party that received (or which was entitled to receive) notice pursuant to this

Article may terminate this Agreement by written notice to the other Party without further liability, expense, or cost of any kind.

ARTICLE 10
DISPUTE RESOLUTION

10.1 General

(a) Subject to Section 7.4, in the event of any dispute concerning this Agreement, the Parties agree dispute will be escalated to the highest level of management within their respective organization and given at least seven (7) days to resolve the matter in good faith by such persons. Subject to the provisions of the Agreement, each Party shall continue performing its obligations during the resolution of any dispute, including payment of undisputed amounts then due. If a dispute cannot be resolved between the organizations, the parties agree to resolve the dispute through arbitration.

(b) This Article 10 shall not:

  (i) apply to claims by third parties; or

  (ii) prevent either Party from seeking an injunction or other equitable relief pursuant to Section 7.4.

10.2 Election

If elected by a Party, any breach or claim arising out of or relating to this Agreement or the breach thereof, may be settled by arbitration in accordance with the *Arbitration Act*, R.S.A. 2000, Chapter A-43 and judgment upon the award rendered by the arbitrator may be entered in any court having jurisdiction thereof.

10.3 Arbitration Site and Arbitrator

The arbitration shall be held at the City of Edmonton or at such other site mutually determined by the Parties. Where the Parties are unable to agree upon an arbitrator who is willing to serve within seven (7) days of receipt of a demand to arbitrate by a Party, then either Party may apply to the Court of King's Bench for the appointment of an arbitrator willing to serve.

10.4 Procedure

The arbitrator shall determine the procedure for the arbitration. Such procedure shall include at least one opportunity for written submissions by or on behalf of each Party and may include proceedings by way of exchange of oral argument, hearings with or without witnesses, and such other procedures as the arbitrator deems appropriate. The arbitrator shall have no power to amend the provisions of the Agreement. The proceedings shall be confidential, and the arbitrator shall issue appropriate protective orders to safeguard both Parties' Confidential Information. The arbitrator shall have the right, but not the obligation, to order that the unsuccessful Party pay the fees of the arbitrator, which shall be designated by the arbitrator. If the arbitrator is unable to designate an unsuccessful Party or does not order the unsuccessful Party to pay all such fees, the arbitrator shall so state, and the fees shall be split equally between the Parties.

ARTICLE 11
GENERAL

11.1 Notices

Any notice, demand or other communication to be given or made under this Agreement (a "**Notice**") shall be in writing and shall be sufficiently given or made if:

(a) delivered in person (including by commercial courier) during a Business Day and left with a receptionist or other responsible employee of the relevant Party at the applicable address set forth below;

(b) sent by registered mail to the applicable address set forth below; or

(c) sent by any electronic means of sending messages which produces a paper record (an "**Electronic Transmission**") on a Business Day charges prepaid.

The Parties respective addresses and contact persons are set out in 11.2. Each Notice sent in accordance with this Section shall be deemed to have been received:

(i) if delivered in person, on the day it was delivered;

(ii) on the third Business Day after it was mailed (excluding each Business Day during which there existed any general or rotating interruption of postal services due to strike, lockout or other cause); or

(iii) on the first Business Day after it was sent by Electronic Transmission.

The Parties may change their address for Notice by giving Notice to the other in accordance with this Section.

11.2 Contact Information for Notices

Any Notice to Canoe shall be addressed to:

CANOE PROCUREMENT GROUP OF CANADA
2510 Sparrow Drive
Nisku, Alberta T9E 8N5

Attention: Tyler Hannemann, General Manager of Canoe
Tel: 780.955.8403
Email: Tyler@canoeprocurement.ca

Any Notice to the Supplier shall be addressed to:

WESCO DISTRIBUTION CANADA LP
1660 Comstock Road, Unit 103
Ottawa, Ontario K1B 5L2

Attention: Janet Dumoulin, Director of Sales Government

Tel: 613.371.6022
Email: jdumoulin@wesco.com

11.3 Insurance Obligations

The Supplier shall maintain for the Term, at its own cost and expense, with insurers having a secure A.M. Best rating of B+ or greater, or the equivalent, all the necessary and appropriate insurance that a prudent person carrying out a project similar to its contribution to the Program would maintain, including commercial general liability insurance on an occurrence basis for third party bodily injury, personal injury and property damage, to an inclusive limit of not less than $5,000,000.00 per occurrence. The policy shall include the following:

(a) the Indemnitees as additional insureds with respect to liability arising in the course of performance of the Supplier's obligations under, or otherwise in connection with, the Agreement or the performance with the Supplier (or its representatives, agents, dealers and distributors) under a Purchase Agreement;

(b) a cross-liability clause;

(c) contractual liability coverage; and

(d) a thirty (30) day written notice of cancellation, termination or material change.

Where required by applicable law, the Supplier will maintain Workers Compensation Board coverage throughout the Territory and will maintain their Certificate of Recognition designation or equivalent for the Term where applicable to the Supplier’s operations and available in the relevant jurisdiction.

11.4 Public Announcements

The Supplier shall not make any public statement or issue any press release concerning the Program except with the prior approval of Canoe or as may be necessary, in the opinion of counsel to the Supplier to comply with the requirements of applicable law. When seeking the prior approval of Canoe, the Parties will use all reasonable efforts, acting in good faith, to agree upon a text for such statement or press release which is satisfactory to both Parties.

11.5 Governing Law and Forum

This Agreement shall be governed by, interpreted and enforced in accordance with the laws of the Province of Alberta and the federal laws of Canada applicable therein (excluding any conflict of laws rule or principle that might refer such interpretation to the laws of another jurisdiction). Each Party hereby irrevocably attorns to the non-exclusive jurisdiction of the courts of the Province of Alberta for all matters relating to the subject matter of this Agreement.

11.6 Entire Agreement

This Agreement constitutes the entire agreement between the Parties pertaining to the subject matter hereof and supersedes all prior agreements, negotiations, discussions and understandings, written or oral, between the Parties. There are no representations, warranties, conditions, other agreements or acknowledgements, whether direct or collateral, express or implied, which induced any Party to enter into this Agreement or on which reliance is placed by any Party, except as specifically set forth in this Agreement.

11.7 Amendment and Waiver

This Agreement may be amended, modified or supplemented only by a written agreement signed by both Parties. Any waiver of, or consent to depart from, the requirements of any provision of this Agreement shall be effective only if it is in writing and signed by the Party giving it, and only in the specific instance and for the specific purpose for which it has been given. No failure on the part of either Party to exercise, and no delay in exercising, any right under this Agreement shall operate as a waiver of such right. No single or partial exercise of any such right shall preclude any other or further exercise of such right or the exercise of any other right.

11.8 Severability

If any part of this Agreement is held by a court of competent jurisdiction to be illegal, unenforceable or invalid, it will, be severed from the rest of this Agreement, which shall continue in full force and effect, so long as the economic or legal substance of the matters contemplated hereby is not affected in any manner materially adverse to either Party.

11.9 Assignment

This Agreement may not be assigned by either Party without the prior written consent of the other Party.

11.10 Time of Essence

Time shall be of the utmost importance in this Agreement.

11.11 Further Assurances

Each Party will take all necessary actions, obtain all necessary consents, file all necessary registrations and execute and deliver all necessary documents reasonably required to give effect to this Agreement.

11.12 Counterparts

This Agreement may be executed in any number of counterparts. Either Party may send a copy of its executed counterpart to the other Party by Electronic Transmission instead of delivering a signed original of that counterpart. Each executed counterpart (including each copy sent by Electronic Transmission) will be deemed to be an original; all executed counterparts taken together will constitute one agreement.

IN WITNESS WHEREOF the Parties have executed this Agreement as of the date first written above.

CANOE PROCUREMENT GROUP OF CANADA

By: Tyler Hannemann (Jul 30, 2026 11:20:18 MDT)

Name: Tyler Hannemann

Title: General Manager

By: Stéphanie Dion

Name: Stéphanie Dion
Title: Manager of Procurement

Supplier Legal Name: Wesco Distribution Canada LP

By: Janet Dumoulin

Name: Janet Dumoulin
Title: Director of Sales Government

SCHEDULE "A"

RFP PARTICULARS

PART B – RFP PARTICULARS

A. THE “DELIVERABLES”

SOLUTIONS-BASED SOLICITATION

This RFP and contract award process is a solutions based solicitation. Canoe seeks Electrical, Utilities, and Line Maintenance Supplies that meet the general requirements of this RFP and that are commonly desired or required by industry standards. This solicitation does not include “service only” solutions. Proponents may include related services only to the extent that those services complement the proposed offering of equipment, tools, or supplies.

The objective of this RFP is to identify and engage qualified proponents capable of delivering comprehensive purchasing solutions, including catalog, purchase order and in-store options that support maintenance, repair, and operations activities for facilities maintenance, general public sector applications, as well as specialised electrical production distribution and transmission systems and associated field operations. These solutions serve public utilities, not for profit and MASH organizations, municipalities, crown corporations, provincial, federal entities, academic institutions, school boards, and healthcare organizations. Canoe members receive access to reliable, competitively priced, industry compliant supplies identified in this RFP through a limited number of coordinated agreements.

Proponents must ensure that proposed solutions comply with applicable Canadian federal, provincial, territorial, and local laws, regulations, safety standard and specific funding requirements.

B . REQUESTED EQUIPMENT, PRODUCTS, OR SERVICES

Canoe expects Proponents to offer a wide array of equipment or products at lower prices and with better value than what they ordinarily offer to a single governmental or not for profit entity.

Canoe seeks proposals for Electrical, Utilities, and Line Maintenance Supplies. The scope includes electrical infrastructure materials, utility system components, lineman equipment, tools, safety equipment, and related supplies that support electrical distribution, transmission, and field based line maintenance activities.

Proponents may include related equipment, accessories, and services only when those offerings are ancillary or complementary to the goods proposed, provided the primary offering consists of the requested supplies. This is not a service only RFP.

Proponents may submit a proposal response for any category, any combination of categories, or all categories listed in this RFP. The Proponent must clearly indicate in their proposal response which categories they are including in their program offering.

Minimum mandatory requirement: Proponents must include 6 categories as part of their Program Offering. Proposal not including 6 categories will be deemed non-compliant and not evaluated further.

Electrical and Utility Categories	Sample items

Automation and Control	PLCs, HMIs, I/O modules, Industrial power supplies, Variable frequency drives, Soft starters, Motor starters, Servo drives, Safety controllers, Industrial ethernet switches, etc.
Power Distribution Equipment	Panelboards, Switchboards, Low-voltage switchgear, Medium-voltage switchgear, Loadcentres, Automatic transfer switches, Busway, Metering devices, Meter sockets, Enclosed disconnects etc.
Fuses and Circuit Protection	Class J fuses, RK1/RK5 fuses, Midget fuses, Fuse holders, Fuse disconnects, Molded-case breaker accessories, Surge protective devices, TVSS modules, Arc-flash relays etc.
Sensors, Switches, and Relays	Proximity sensors, Photoelectric sensors, Limit switches, Float switches, Control relays, Timing relays, Safety relays, Contactors, Overload relays etc.
Raceways and Conduit Systems	EMT, Rigid steel conduit, PVC conduit, ENT, Flexible metallic, Liquid-tight, Conduit bodies, Expansion joints, Cable tray, HDPE conduit, Underground duct banks, Surface metal raceways, Raceway sweeps and elbows, Raceway grounding and bonding fittings etc.
Electrical Fittings and Hardware	Beam clamps, Hangers, Strut and strut fittings, Grounding clamps, Drop-in anchors, U-bolts, Cable cleats, Fasteners etc.
Electrical Enclosures and Boxes	Junction boxes, Pull boxes, NEMA 1/3/4/4X/12 enclosures, Non-metallic enclosures, Floor boxes, Weatherproof boxes, Termination cabinets etc.
Wire and Cable	RW90, NMD90, TECK/armoured, Tray cable, VFD cable, Instrumentation cable, Portable SOOW/SJOOW, Thermocouple cable, Medium-voltage cable etc.
Connectors and Terminations	Compression lugs, Mechanical lugs, Splices and butt splices, Terminal blocks, Heat-shrink tubing, Ferrules, Grounding connectors, Cable ties, Wire markers etc.
Lighting	LED panels and troffers, Linear strips, High bays, Vapor tights, Exterior floods, Area and roadway lighting, Emergency unit equipment, Exit signs, Drivers and ballasts, Occupancy and daylight sensors, Lighting controls etc.
Alarms and Signaling	Stack lights, Strobes and beacons, Audible alarms and horns, Hazardous-location signaling, Pull stations, Annunciators etc.
Renewable and Energy Solutions	PV modules, String and micro-inverters, DC combiners and disconnects, Racking and BOS hardware, Battery storage modules, BMS accessories, EV chargers Level 2, EV chargers Level 3/DCFC, Power monitoring and submeters etc.
Electrical Tools	Insulated hand tools, Crimpers and cutters, Hydraulic crimpers/cutters, Multimeters, Clamp meters, Megohmmeters, Thermal imagers, Knockout sets etc.
Data and Communications	Cat5e/Cat6/Cat6A/Cat7 cable, Fiber optic cable, Patch panels, Keystone jacks, Server and wall racks, Patch cords, PoE switches, Cable management and labels, Certification testers etc.
Wiring Devices	Spec-grade receptacles, GFCI and AFCI, Industrial receptacles, Switches, USB receptacles, Wall plates etc.

Line Maintenance Categories	Sample items
Utility, High-Voltage, Lineman Specialty	Hot-line sticks, Live-line testers, Grounding clusters and clamps, Bypass jumpers, Hydraulic crimpers and cutters, Pole-climbing spurs, Bucket truck kits, Class 0–4 rubber gloves, Arc-rated rainwear etc.
Personal Protective Equipment	Arc rated apparel; Rubber insulating gloves and blankets; Hard hats; Protective eyewear; Fall protection systems etc.
Working at Heights Equipment	Climbing belts; Harnesses; Climber pads; Pole climbing accessories; Gear bags etc.
Line Construction and Maintenance Tools	Cutting tools; Compression tools; Insulated hand tools; Specialty line tools; General lineman tools etc.
Pulling, Lifting, and Rigging Equipment	Cable pulling devices; Grips; Rigging blocks; Rollers; Winch lines; Rope assemblies etc.
Testing, Measurement, and Diagnostic Equipment	Portable meter testers; Analyzers; High voltage testing instruments; Locating devices etc.
Jobsite and Field Equipment	Ground protection mats; Outrigger pads; Worksite signage; Markers; Portable lighting etc.
Bucket, and Equipment Mounting Systems	Bucket tool boards; Bucket covers; Tool holders; Vehicle mounted drills; Vehicle mounted tampers etc.
Electrical Hardware and System Components	Connectors; Clamps; Grounding devices; Electrical fittings; Mounting hardware etc.

C. Use of LBMX financial Software

Canoe will provide centralized accounts receivable management services on behalf of vendors. This approach is intended to streamline collections, improve cash flow, and reduce administrative burden for vendors. By consolidating receivables through Canoe, the vendor will achieve consistent compliance, enhanced reporting, and improved customer experience, while leveraging economies of scale and advanced systems for efficient payment processing.

As a performance requirement, all Canoe approved suppliers will be required to connect directly with LBMX through EDI or PDF2EDI. Any extra costs associated with non-standard set ups will be the responsibility of the supplier. Training will be provided as part of the supplier onboarding package.

1. Utilisation of the contract – Canoe members

Canoe Members may choose but are not obligated to utilise the services during the term of the agreement. There is no minimum guarantee of usage.

2. Requirements

Proponents should provide a compelling proposal that will easily and clearly show overall best value based on the scope represented in this Solicitation. Best value will include but not be limited to addressing the following in your RFP submission:

- Competitive pricing across the span of services offered beyond a defined service offering;
- Our Members ask; how fast, how much, how can I access the services, how can I set up my own review, does it matter where I'm located, how easy is it to access the services, how does this support the local economy and is this trade agreement compliant, can my entity benefit by using this contract, is there someone that can answer my questions, do you care about me as a customer, what is the level of service I can expect, how will this impact my entity's operations and bottom line effectively?

To support an industry leading value-based solution, Canoe is requesting that all interested proponents provide a thorough and comprehensive description of their ability to provide the Deliverables when answering the specification questionnaires in the Procurement Portal.

B. MANDATORY SUBMISSION REQUIREMENTS

1. Submission and Specification Questionnaires

Proponents must include a minimum of 6 categories as part of their Program Offering. Proposal not including 6 categories will be deemed non-compliant and not evaluated further.

Proponents must answer specification questionnaires directly into Canoe's Procurement Portal. Proposal materials should be prepared and submitted in accordance with the instructions in the Procurement Portal, including any maximum upload file size.

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided.

2. Pricing

Each proposal must include pricing information that complies with the instructions set out in the Procurement Portal.

C. MANDATORY TECHNICAL REQUIREMENTS

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided in the Procurement Portal.

D. PRE-CONDITIONS OF AWARD

- Submission of proof of insurance
- Satisfactory reference check if required by Canoe

E. EVALUATION CRITERIA

The following sets out the categories, weightings, and descriptions of the rated criteria of the RFP. Proponents who do not meet a minimum threshold score for a category will not proceed to the next stage of the evaluation process.

Proponents must provide their response in Canoe's procurement portal.

Non-Price Rated Criteria Category	**Points**	**Minimum points**
Experience -Distribution model -Market share -Group purchasing	20	14
Program offering -Categories of goods offered -Quality standards, certifications -Supply chain reliability	20	14
Engagement, marketing and training plan	10	6
Warranty, risk mitigation and service excellence	10	6
Sales and distribution network -Sales network -Members' ease of access to program offering	10	6
Pricing	30	
Total Points	100	

Proponents should refer to the instructions in the Procurement Portal and provide all required information in accordance with the instructions provided in the Procurement Portal.

F. PRICE

Pricing is worth 30 points of the total score. The pricing structure is cost plus model.

Instructions on How to Provide Pricing

(a) Proponents should submit their pricing information electronically within the Procurement Portal.

(b) Rates must be provided in Canadian funds, exclusive of all applicable duties and taxes.

(c) Unless otherwise indicated in the requested pricing information, rates quoted by the proponent must be all-inclusive and must include all labour and material costs, all travel, fuel and carriage costs, all insurance costs, all costs of delivery, all costs of installation and set-up, including any pre-delivery inspection charges, and all other overhead, including any fees, duties, tariffs or other charges required by law.

SCHEDULE “B”

SUPPLIER RESPONSE TO THE RFP

CAN-2026-005 - Electrical, Utilities and Line Maintenance Supplies

Opening Date: April 27, 2026 4:23 PM

Closing Date: June 3, 2026 3:00 PM

Vendor Details

Company Name:	Wesco Distribution Canada
Address:	1660 Comstock Road, Unit 103 Ottawa, Ontario K1B 5L2
Contact:	Government Team
Email:	govteam@wescodist.com
Phone:	613-316-2902
Fax:	819-360-3708
HST#:	85464 6270 RT0001

Submission Details

Created On:	Monday April 27, 2026 20:21:03
Submitted On:	Tuesday June 02, 2026 10:44:42
Submitted By:	Government Team
Email:	govteam@wescodist.com
Transaction #:	bc57eb0f-c3c6-4815-8c39-3ee3c43eb933
Submitter's IP Address:	

Proponents must review and complete the requirement lists and questionnaires as part of their submission.

Corporate Profile

#	Question	Response *
1	Proponent Legal Name (one legal entity only):	Wesco Distribution Canada LP
2	Identify all subsidiary entities of the Proponent whose goods or services are included in the Proposal.	Wesco, Anixter, Wesco Utility, Wesco Safety, Wesco Energy Solutions
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	Wesco Distribution Canada LP operates under multiple business units and trade names in Canada that are relevant to this solicitation. These include: Wesco Anixter Wesco Utility Wesco Safety Wesco Energy Solutions These names represent integrated divisions and service lines within Wesco Distribution Canada LP and may be used in customer-facing operations, branding, and service delivery across electrical, utility, safety, and infrastructure solutions.
4	Proponent's Authorized Representative (name, title, email address & phone) (The representative must have authority to sign on behalf of the Proponent):	Janet Dumoulin Director of Sales Government 1660 Comstock Road, Unit 103, Ottawa ON, K1B 5L2 613-371-6022 jdumoulin@wesco.com
5	Proponent's primary contact for this proposal (name title address email address & phone):	Janet Dumoulin Director of Sales Government 1660 Comstock Road, Unit 103, Ottawa ON, K1B 5L2 613-371-6022 jdumoulin@wesco.com
6	Proponent's other contacts for this proposal if any (name title address email address & phone):	N/A
7	Proponent GST registration number:	85464 6270 RT0001
8	If the Proponent is representing a consortium, each member of that consortium.	N/A
9	Provide a brief history of your company, including your company's core values, business philosophy, and longevity in the industry relating to this	Corporate Profile: Wesco Distribution Canada LP ("Wesco") is a leading Canadian provider of electrical, utilities, and infrastructure supply solutions, with a legacy of over a century supporting critical industries. With deep roots in the Canadian market, Wesco has built a reputation as a trusted partner to utilities,

	solicitation.	municipalities, contractors, and industrial organizations requiring reliable access to high-quality electrical and line maintenance materials. History and Longevity in Canada: Wesco has been serving customers in Canada since 1922, establishing a robust, coast-to-coast presence supported by an extensive network of branches and distribution centres. This national footprint enables Wesco to provide consistent, responsive service across urban, rural, and remote regions. Over time, Wesco has evolved from a traditional distributor into a comprehensive supply chain solutions provider, supporting complex infrastructure and utility projects with proven execution capability. Our long-standing experience in electrical and utility distribution, combined with strong relationships with leading manufacturers, ensures that we can meet the technical, safety, and regulatory requirements associated with electrical and line maintenance supplies. This depth of experience directly aligns with the needs of CAN-2026-005. Core Values: Wesco's operations in Canada are guided by a clear set of core values that underpin our service delivery: Integrity and Accountability: We operate with transparency and take ownership of our commitments, ensuring dependable outcomes for our customers. Customer-Centricity: We are focused on enabling our customers' success by delivering responsive service, reliable supply, and tailored solutions. Safety Leadership: Safety is embedded in our culture, informing how we source, handle, and deliver products that are critical to safe field operations. Inclusion and Respect: We foster an inclusive environment that values diverse perspectives and strengthens collaboration with customers, suppliers, and communities. Continuous Improvement: We continually enhance our processes, technologies, and service offerings to deliver greater efficiency and value. Business Philosophy: Wesco's business philosophy is centred on being a strategic partner rather than a transactional supplier. We deliver value through: Comprehensive Supply Chain Solutions: We support the full lifecycle of materials management, including sourcing, procurement, inventory management, staging, and delivery, ensuring continuity of supply for critical operations. Strong Supplier Partnerships: Wesco maintains established relationships with a broad network of reputable manufacturers, providing access to compliant, high-quality, and innovative products that meet Canadian standards.

		Technical and Operational Expertise: Our Canadian teams bring in-depth knowledge of electrical and utility applications, enabling us to support specification compliance, product selection, and evolving industry requirements. Logistics and Inventory Optimization: Through advanced distribution capabilities and programs such as vendor-managed inventory and just-in-time delivery, we help customers reduce downtime, improve efficiency, and control costs. Local Execution, National Consistency: Our regional teams deliver responsive, localized service backed by standardized processes and national scale, ensuring both flexibility and reliability. With a strong Canadian presence, extensive industry experience, and a commitment to safety, quality, and operational excellence, Wesco is well positioned to support the requirements of CAN-2026-005 Electrical, Utilities and Line Maintenance Supplies, delivering consistent and dependable value throughout the term of the contract.
10	Provide all “Suspension or Debarment” from public entities in Canada your organisation is currently subject to.	Not applicable to Wesco

Bill S-211 declaration

Please note that the response to the information is being collected as data collation for internal use only. The response provided has no bearing on the ability for Proponents to respond to this RFP.

#	Bill S-211	Answer *
1	Does the Proponent identify itself as an "entity" as defined under the Fighting Against Forced Labour and Child Labour in Supply Chains Act or "Bill S211"? As per Bill S211 an "Entity" means a corporation or a trust, partnership or other unincorporated organization that (a) is listed on a stock exchange in Canada; (b) has a place of business in Canada, does business in Canada or has assets in Canada and that, based on its consolidated financial statements, meets at least two of the following conditions for at least one of its two most recent financial years: (i) it has at least $20 million in assets, (ii) it has generated at least $40 million in revenue, and (iii) it employs an average of at least 250 employees; or (c) is prescribed by regulations. Please note that the response to the information is being collected as data collation for internal use only. The response provided either yes or no has no bearing on the ability for Proponents to respond to this RFP.	(●) Yes ( ) No

Geographical coverage for offering

Identify the geographical locations included in your offering. While Canoe members are nation wide, **Proponents can select to serve a defined geographical area based on their capabilities.**

#	Province/Territory	Do you currently offer goods in this area? *	Is this area included in your offering for this RFP *	Comments
1	Alberta	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
2	British-Columbia	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
3	New-Brunswick	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
4	Manitoba	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
5	Newfoundland and Labrador	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
6	Northwest Territories	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
7	Nova-Scotia	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
8	Nunavut	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
9	Ontario	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
10	Prince Edward Island	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
11	Québec	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
12	Saskatchewan	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads
13	Yukon	(•) Yes ( ) No	(•) Yes ( ) No	Wesco has provided maps for your review in our proposal document in the additional document uploads

Experience

#	Question	Reponse *
1	Provide a high level description of the goods you are offering in your proposal.	Wesco Distribution Canada LP (“Wesco”) is responding to this solicitation as a full-scope supplier, offering a comprehensive range of electrical, utility, and line maintenance products to support the ongoing construction, operation, and maintenance of critical infrastructure. Our offering encompasses a wide breadth of industry-standard and specialized materials, enabling us to support diverse operational requirements across electrical distribution, utility networks, and field maintenance activities. Wesco’s product portfolio is designed to ensure reliability, safety, and compliance with applicable Canadian standards and specifications. Wesco maintains an extensive and well-established network of over 50,000 manufacturer partners, providing access to high-quality, proven, and innovative products. This breadth of supply enables us to deliver both commonly used materials and highly specialized solutions, while mitigating supply chain risk and ensuring continuity of supply. In addition to product availability, Wesco provides integrated supply chain support, including sourcing, inventory management, staging, and delivery, ensuring that materials are available where and when they are needed. Our approach is designed to streamline procurement, improve operational efficiency, and reduce total cost of ownership for our customers. Through our national infrastructure, strong supplier relationships, and deep industry expertise, Wesco is uniquely positioned to deliver a single-source, reliable solution aligned with the full intent and scope of this solicitation.
2	What is your Canadian public sector market share for the solutions you are proposing?	While specific market share percentages for the Canadian public sector are not publicly disclosed, Wesco Distribution Canada LP is widely recognized as a leading national distributor and among the largest providers of electrical and utility solutions in Canada. Wesco maintains a significant presence across public sector organizations, including municipalities, utilities, transportation authorities, and government agencies. Our scale, supplier network, and coast-to-coast infrastructure enable us to consistently support large and complex public sector requirements, positioning Wesco as a top-tier supplier in this market segment. Wesco is consistently identified as one of the top national distributors in Canada and currently holds the #1 position by scale.
3	What do you consider to be the top three market differentiators of your products/services relative to this solicitation?	Wesco differentiates itself through a combination of scale, supply chain expertise, and customer-focused execution, delivering measurable value aligned with the objectives of this solicitation. 1. National Scale with Integrated Single-Source Capability Wesco offers a true single-source solution across electrical, utility, and line maintenance requirements, reducing complexity and administrative burden for customers. An extensive Canadian footprint, supported by a network of branches, distribution centres, and localized teams, enables consistent service delivery across regions while maintaining strong local responsiveness. Combined with access to over 50,000 manufacturer partners, Wesco provides

		unmatched product breadth, minimizing sourcing gaps and ensuring continuity of supply across both standard and specialized materials. This breadth significantly reduces procurement fragmentation and vendor reliance. 2. Advanced Supply Chain and Inventory Management Solutions Wesco delivers integrated supply chain solutions that improve efficiency, reduce stockouts, and lower total cost of ownership. Key capabilities include: Vendor Managed Inventory (VMI) and customized stocking programs Just-in-time delivery and scheduled replenishment Staging and kitting for projects and maintenance activities Digital tools for ordering, tracking, and spend visibility These capabilities ensure that critical materials are available when and where they are needed, supporting uninterrupted operations and improved planning for maintenance and capital projects. 3. Proven Public Sector Expertise with Dedicated Government Support Wesco brings extensive experience supporting Canadian public sector organizations, including municipalities, utilities, and government agencies. This includes a strong understanding of the operational, regulatory, and service expectations unique to this environment. A dedicated government-focused team provides specialized expertise in public sector procurement, contract management, and customer support. This team works closely with local operations to ensure: Alignment with public sector procurement processes and compliance requirements Consistent service delivery and performance against defined service levels Proactive communication, issue resolution, and escalation management Tailored support for both day-to-day operational needs and larger capital initiatives This combination of dedicated expertise and operational scale ensures low-risk execution, high responsiveness, and a partnership approach that prioritizes accountability, transparency, and long-term value.
4	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	As a supplier of electrical, utility, and line maintenance products, Wesco operates in accordance with all applicable Canadian laws, regulations, and industry standards governing the sourcing, distribution, and sale of these goods. For the scope of this solicitation, no specific licenses are required to distribute the majority of the products offered. However, Wesco ensures that all products supplied meet or exceed applicable Canadian standards and certification requirements, including: CSA (Canadian Standards Association) certification, where applicable Compliance with Canadian Electrical Code (CEC) requirements Adherence to provincial and federal regulatory standards governing electrical and utility products Environmental and regulatory certifications where required (for example, energy efficiency, hazardous materials handling, or sustainability-related compliance) Wesco maintains strong relationships with reputable manufacturers and requires

		that supplier partners provide products that are fully compliant with all relevant safety, quality, and environmental standards applicable in Canada. From an operational standpoint, Wesco complies with all applicable provincial occupational health and safety regulations, including registration and good standing with organizations such as: Workplace Safety and Insurance Board (WSIB) in Ontario WorkSafeBC and equivalent provincial bodies across Canada While this solicitation is primarily for the supply of goods, in instances where value-added services are requested or required, including commissioning, installation support, or technical field services, Wesco's Energy Solutions (WES) group engages qualified and certified third-party service providers. In such cases: All service providers are required to hold appropriate trade certifications, licenses, and safety credentials relevant to the jurisdiction and scope of work Certifications may include manufacturer-authorized training (for example, commissioning or servicing specific equipment such as switchgear or EV charging infrastructure) Installers and technicians are required to be properly licensed and certified for specialized systems, including EV charging equipment and other regulated technologies Contractors adhere to all applicable electrical, safety, and environmental regulations, including provincial licensing requirements Wesco ensures that any third-party services, if utilized, are delivered by appropriately qualified, compliant, and vetted professionals, consistent with the same standards of quality, safety, and regulatory adherence applied to its product offerings.
5	Describe your experience with group purchasing, including a list of current cooperative purchasing contracts in North America.	Wesco has significant experience supporting group purchasing and cooperative procurement models across Canada, enabling public sector and institutional customers to access competitively sourced products and streamlined purchasing processes. Wesco actively participates in and is an approved supplier under several recognized cooperative purchasing organizations, including: Sourcewell OECM (Ontario Education Collaborative Marketplace) HealthPRO Canada Through these agreements, Wesco provides a wide range of electrical, utility, safety, and infrastructure-related products to participating member organizations, including municipalities, healthcare institutions, educational entities, and other public sector bodies. Wesco's experience within cooperative purchasing frameworks includes: Supporting multi-entity and multi-location procurement requirements Aligning with standardized pricing structures and contract terms Providing consistent service delivery across diverse customer groups

		Managing reporting, compliance, and administrative requirements associated with cooperative agreements Participation in these programs demonstrates Wesco's ability to operate effectively within pre-qualified, competitively awarded contracts, ensuring ease of access, compliance, and value for participating organizations. While Wesco operates broadly across North America, cooperative purchasing participation is managed at a regional and program-specific level. The organizations listed above reflect current and relevant cooperative purchasing relationships applicable to the Canadian public sector and aligned with the scope of this solicitation.

Program offering

Describe your program offering.

Question	Reponse *
Provide a description of your program offering. Provide information on the quality standards and certifications of the goods. You can attach a more detailed list in the procurement portal.	Program Offering and Product Quality Standards Wesco offers a comprehensive program designed to provide customers with reliable, compliant, and high-quality electrical, utility, and line maintenance products, supported by robust supply chain and quality assurance processes. The program encompasses access to Wesco's full catalogue of products sourced from leading, pre-qualified manufacturers. This includes both standard and specialized materials required to support construction, maintenance, and operational activities across a wide range of applications. Program Overview Wesco's program offering is structured to deliver: Broad product availability across electrical, utility, and maintenance applications Access to both commonly used and specialized products through an extensive supplier network Streamlined procurement through a single-source supply model Consistent product quality supported by established manufacturer relationships Responsive fulfillment supported by national distribution capabilities Wesco maintains relationships with over 50,000 manufacturer partners globally, each offering extensive product lines that may include thousands of individual SKUs. This breadth enables access to a highly diverse and scalable product offering that can support a wide range of operational requirements. Quality Standards and Certifications Given the breadth and diversity of products offered, certification and compliance requirements are product-specific and are governed at the manufacturer level. Wesco ensures that all products supplied meet applicable Canadian standards and regulatory requirements, including: Certification to CSA (Canadian Standards Association) or equivalent recognized standards, where applicable Compliance with the Canadian Electrical Code (CEC)

	Adherence to all relevant federal and provincial regulations governing electrical and utility products Environmental and safety certifications where required, depending on product type Wesco partners with reputable, established manufacturers that are responsible for obtaining and maintaining all required product certifications and approvals. As part of supplier qualification and ongoing management, manufacturers are expected to provide products that meet applicable safety, performance, and regulatory standards. Documentation and Verification Due to the scale of the product catalogue and the volume of manufacturer-supplied items, a complete listing of certifications for all products is not practical within this submission. However: Product-specific certifications, technical data sheets, and compliance documentation are available upon request Targeted lists of compliant or approved products can be developed to align with customer-specific standards or specifications Additional product and certification information can be provided or supporting documentation as required.
List the manufacturers included in your offering.	Wesco maintains relationships with over 50,000 manufacturer partners globally, providing access to a highly diverse portfolio of electrical, utility, safety, and infrastructure-related products. Each manufacturer may offer extensive product lines consisting of thousands of individual SKUs, enabling Wesco to support a wide range of standard and specialized requirements. Due to the scale and breadth of this network, it is not practical to provide a comprehensive list of all manufacturers within this submission. However, Wesco partners with many of the industry's leading and widely recognized manufacturers, including but not limited to: Eaton ABB GE (General Electric) Signify (formerly Philips Lighting) Legrand Hubbell Panduit nVent (including ERICO/CADDY) Southwire Prysmian Group 3M Milwaukee Tool Klein Tools IDEAL Industries These manufacturers represent a cross-section of trusted suppliers known for delivering high-quality, standards-compliant products aligned with Canadian regulatory and performance requirements. Wesco continuously evaluates and manages its supplier base to ensure alignment with

	quality, safety, and compliance expectations, and maintains the flexibility to source both commonly specified and specialized products as required. A more detailed or targeted list of manufacturers, including those aligned to specific product categories or customer requirements, can be provided upon request Wesco has also provided line cards and lists of our tier 1 OEM partners in the document upload of the portal
List anything ancillary goods or services you would like to include as part of your offering.	In addition to the supply of electrical, utility, and line maintenance products, Wesco offers a range of value-added services and ancillary solutions designed to enhance operational efficiency, reduce costs, and support long-term asset performance. These include: Supply Chain and Inventory Solutions Wesco Managed Inventory (WMI): Customized inventory management solutions, including on-site or program-based replenishment Just-in-time delivery and material staging Kitting and job-ready packaging to support maintenance and project execution Wire and cable cutting services to specific lengths, reducing waste and improving efficiency Digital and eCommerce Capabilities connect.wesco: Digital procurement platform enabling online ordering, account visibility, reporting, and transaction efficiency Integration capabilities with customer procurement and ERP systems Technical and Engineering Support Engineering and technical advisory services to support product selection and specification alignment Lighting design and optimization services, including upgrades and retrofits Support for infrastructure modernization and system improvements Energy and Sustainability Solutions Renewable energy solutions, including support for electrification initiatives Energy-efficient product alternatives and system optimization Assistance with identifying opportunities for operational and energy savings Field Services and Project Support Provided through Wesco Energy Solutions and qualified partners: Commissioning support for specialized equipment Coordination with certified installers and service providers where required Support for large-scale projects and infrastructure initiatives Program Support and Value Optimization Product and site audits to identify standardization, efficiency, and cost-saving opportunities Assistance with product rationalization and standardization programs Support for accessing manufacturer rebates, incentives, and cost recovery programs

	Wesco also offers Turnkey solutions, including installation, through our WES group. These ancillary services are designed to complement product supply by providing end-to-end support, improving procurement efficiency, enhancing operational performance, and delivering measurable value to customers. In addition, this list is not all encompassing.
Do you offer the ability to customize certain items based on Member's requirements?	Yes, Wesco offers extensive capabilities to customize products and solutions based on Member requirements, supported by deep technical expertise, a broad supplier network, and value-added service capabilities. Customization is a core component of Wesco's offering and includes both product-level modifications and solution-based configurations designed to meet specific operational, technical, and project requirements. Product Customization and Configuration: Wesco supports a wide range of customized products, including: Custom electrical distribution equipment, including configured assemblies and engineered solutions tailored to project specifications Modified or value-engineered products to meet unique performance, environmental, or application requirements Wire and cable cutting, labeling, and packaging based on exact length and installation needs Kitting and pre-assembled materials designed for specific maintenance activities or project deployments Engineered and Application-Specific Solutions: Through technical resources and manufacturer partnerships, Wesco can: Identify and recommend fit-for-purpose solutions aligned with Member specifications and standards Support product substitutions or alternatives where required due to availability, lifecycle, or performance considerations Assist with standardization and rationalization efforts to streamline product selection across operations Supplier and Manufacturer Collaboration: Wesco works closely with a network of over 50,000 manufacturer partners to facilitate: Factory-level customization and engineered-to-order solutions Access to specialized product configurations not typically available through standard distribution channels Collaboration with manufacturer technical teams to ensure alignment with project and regulatory requirements Program and Project-Level Customization: Customization can also extend to broader program support, including: Development of customer-specific product lists or standards catalogues Inventory and stocking programs aligned to usage patterns and operational needs Tailored logistics, packaging, and delivery solutions Through this combination of product customization, engineering support, and supply chain

	flexibility, Wesco enables Members to obtain solutions that are aligned to their exact requirements, improving efficiency, reducing waste, and supporting successful project outcomes
Do you offer Acceptance testing upon request from the Member?	Yes

Sales and distribution network

#	Question	Response *
1	Describe your company’s capability to meet the CANOE Member needs across Canada or for each geographical area the Proponent wishes to do business in. Your response should address at least the following areas. a. Sales force. b. Dealer Network or distribution methods. Please include details, such as the locations of your network of sales and any overlap between the sales and service functions.	National Service Capability: Wesco has the infrastructure, resources, and organizational structure required to effectively support CANOE Members across Canada, delivering consistent service while maintaining strong local responsiveness. a. Sales Force Wesco maintains a dedicated and nationally deployed sales organization consisting of account managers, inside sales representatives, project managers, and specialized technical resources aligned to key customer segments, including public sector, utilities, and infrastructure. Key characteristics of the sales model include: Regional and local account coverage across all provinces, ensuring direct and responsive support A dedicated government-focused sales team with expertise in public sector procurement, contracts, and compliance requirements Inclusion of project managers to support complex initiatives, large-scale deployments, and coordinated project execution Access to technical specialists and supplier-backed expertise to support product selection, specification alignment, and problem-solving Integration between inside and outside sales teams, enabling both day-to-day transactional support and strategic account management Wesco’s strong, long-standing relationships with leading manufacturers enable access to additional technical support and engineering expertise, ensuring that customer requirements can be addressed with the most appropriate and effective solutions. b. Distribution Network and Service Model Wesco operates a coast-to-coast Canadian network of approximately 170 branches and 7 distribution centres, providing comprehensive coverage and ensuring proximity to customers in all regions. This network enables: Local inventory availability and rapid fulfillment of commonly used products Efficient logistics to support urban, rural, and remote locations Scalable support for both routine operational needs and large capital projects Distribution methods include:

		Branch-based stocking and customer service for immediate and local needs Regional distribution centres for deeper inventory and coordinated logistics Direct-from-manufacturer fulfillment, where appropriate, to optimize lead times and availability All distribution and fulfillment activities are managed directly by Wesco. This is not a third-party dealer network, but rather a fully integrated operating model that ensures consistency, accountability, and service quality across all regions. Sales and Service Integration: Wesco's operating model ensures seamless alignment between sales, service, and logistics functions: Sales, customer service, and warehouse teams are typically co-located within branches, enabling real-time coordination and faster response Project managers and account teams collaborate closely with operations to ensure accurate order execution and delivery performance Centralized and regional support functions provide consistency, scalability, and oversight across the national network This integrated structure minimizes service gaps and ensures a consistent and reliable customer experience nationwide.
2	Describe how you manage government sales. Include details on the sales and training structure and how you specifically address sales and marketing with public sector clients.	Wesco manages government sales through a structured, specialized approach that combines dedicated subject matter expertise, targeted training, and coordinated engagement strategies tailored specifically for public sector clients across Canada. Dedicated Government Resource Team: Government sales are supported by a dedicated government-focused team that operates as a centralized group of subject matter experts (SMEs). This team functions as a specialized resource supporting account teams and customers with expertise specific to public sector requirements. This team provides: Guidance on public sector procurement processes, including RFPs, RFQs, and cooperative purchasing models Expertise in contract interpretation, compliance, and governance requirements Support for complex bids, large-scale opportunities, and multi-region coordination Alignment across internal stakeholders to ensure consistent and compliant execution The government SME team works in close coordination with local sales, project management, and operations teams, ensuring that public sector customers benefit from both localized service delivery and centralized expertise. Sales Training and Capability Development: Personnel supporting public sector clients are trained to address the specific requirements and expectations of government customers. Training and capability development includes:

		Awareness of public procurement frameworks, policies, and evaluation criteria Understanding of compliance, documentation, and audit expectations Product and application training aligned with electrical, utility, and infrastructure environments Ongoing collaboration with manufacturer partners to stay current with standards, technologies, and regulatory changes This ensures that customer-facing teams provide accurate, compliant, and informed support. Public Sector-Focused Sales and Engagement Approach: Wesco's engagement with public sector clients is designed to align with transparency, compliance, and responsible communication practices. Key elements include: Participation in competitive procurement processes and cooperative purchasing programs Development of consistent and transparent pricing structures Support for product standardization, specification alignment, and lifecycle planning Provision of data and reporting to support procurement oversight and decision-making Wesco also recognizes that public sector engagement is governed by strict requirements related to unsolicited marketing and communications. As such: Outreach is conducted in a compliant and permission-based manner, respecting applicable regulations and policies Educational content and updates are often delivered through established cooperative purchasing organizations and group purchasing partners, including structured communications such as newsletters Engagement is primarily customer-driven and relationship-based, ensuring relevance and appropriateness In addition, Wesco supports public sector clients through: Participation in industry trade shows and public sector events Delivery of training sessions, seminars, and educational workshops focused on products, safety, and emerging technologies Ongoing customer-facing engagement designed to provide value through knowledge sharing rather than promotional activity Integrated Delivery Model Wesco's government sales approach is fully integrated across sales, operations, and supply chain functions: The government SME team collaborates with local sales teams, project managers, and branch operations to ensure aligned execution Strong supplier relationships enable access to technical expertise and product

		support when required Central coordination ensures consistency, compliance, and performance across regions and contracts This model enables Wesco to deliver a structured, compliant, and scalable approach to supporting government customers, supported by both specialized expertise and a national operational platform.
3	Describe in details the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your service goals or promises.	Wesco delivers a comprehensive customer service program designed to provide responsive, knowledgeable, and consistent support across the full customer lifecycle, extending well beyond order processing to include sourcing, technical guidance, training, and post-delivery support. Service Model and Structure: Customer service is delivered through an integrated, branch-based and centralized model, supported by cross-functional collaboration between sales, operations, and technical resources. Key components include: Inside sales and customer service teams providing day-to-day support Coordination with account managers and project managers for continuity across operational and project-based requirements Access to technical specialists and supplier-backed expertise for product selection and application support Collaboration with Wesco Energy Solutions and qualified partners where additional services are required This model ensures that customer service is not transactional, but rather a coordinated and solution-oriented function. Scope of Customer Support: Wesco’s customer service program supports a wide range of customer needs, including: Product sourcing and procurement support, including hard-to-find or specialized items Quotations and pricing support, including complex or project-based requirements Product selection and technical guidance aligned with specifications and standards Site audits and assessments to identify opportunities for improvement, standardization, or efficiency Training sessions and product education, conducted in collaboration with supplier partners Support for custom solutions, kitting, and project coordination Warranty support, returns, and issue resolution, including coordination with manufacturers This end-to-end support ensures that customers receive practical, informed, and timely assistance at every stage. Process and Procedures: Wesco follows structured processes to ensure consistency and efficiency:

		Inquiry Intake and Needs Assessment Requests received through direct contact, digital tools, or integrated systems Clarification of technical, operational, and delivery requirements Solution Development and Sourcing Identification of appropriate products or alternatives Engagement with supplier partners when specialized expertise is required Quotation and Order Execution Preparation of accurate quotations aligned with contract terms Coordination with inventory, procurement, and logistics teams Delivery and Implementation Support Ongoing coordination for delivery, staging, or project requirements Support for installation or commissioning coordination where applicable Post-Delivery Support Management of returns, warranty claims, or product issues Ongoing customer engagement to ensure satisfaction and performance Response Time Capabilities Wesco's distributed network and integrated service model support timely and responsive service, including: Same-day or next-business-day response for inquiries during business hours Rapid turnaround on standard quotations and product requests Prioritization of urgent operational requirements Proactive communication regarding availability, lead times, and issue resolution Response times are supported by local branch presence and access to national inventory and supplier networks. Performance Management and Accountability Wesco maintains a strong focus on service quality and continuous improvement, including: Internal performance expectations related to responsiveness, accuracy, and

		fulfillment Monitoring of key service indicators such as order accuracy and resolution timelines Cross-functional alignment to ensure accountability across customer-facing and operational teams Use of customer feedback and operational data to drive ongoing service enhancements Incentives and Service Alignment Customer service performance is supported through: Alignment of customer-facing teams with service quality and responsiveness expectations Shared accountability across sales, service, and operations functions Strong supplier partnerships that support responsiveness and issue resolution This structure fosters a culture focused on reliability, responsiveness, and customer satisfaction. Digital Enablement Wesco enhances service delivery through digital tools, including: connect.wesco for online ordering, tracking, and account visibility Access to product information, order history, and documentation Integration with customer systems to streamline procurement and communication Wesco's customer service program is designed to provide comprehensive, end-to-end support, encompassing sourcing, technical guidance, training, project coordination, and post-delivery service. This approach ensures that customers receive responsive, knowledgeable, and solution-oriented support, backed by a national network and a commitment to continuous improvement.

Engagement , Marketing and Training

#	Question	Response *
1	Describe the engagement and marketing strategy your company will implement if successful in this solicitation. Your answer should be specific to the various types of stakeholders involved.	If successful, Wesco will implement a structured, compliant, and data-driven engagement strategy designed to drive awareness, adoption, and measurable value for CANOE Members across Canada. This approach is tailored to the diverse stakeholder groups involved and supported by proactive account alignment and targeted outreach. Stakeholder-Specific Engagement Approach Wesco recognizes that different stakeholder groups have distinct priorities and tailors engagement accordingly: 1. Procurement and Contract Management Stakeholders Focus on contract awareness, ease of access, and compliance Provide clear communication on pricing structures, terms, and procurement pathways Deliver reporting and insights to support governance and contract utilization Maintain alignment through ongoing engagement and performance reviews

		2. Operational and Maintenance Teams Emphasis on product availability, responsiveness, and continuity of supply Supported through local branch teams and customer service resources Identification of opportunities for inventory optimization, standardization, and cost savings Responsive support for day-to-day and urgent operational needs 3. Technical and Engineering Stakeholders Provide product expertise, specification support, and application guidance Facilitate access to manufacturer technical specialists Deliver training sessions, product demonstrations, and technical seminars Support infrastructure upgrades, modernization, and efficiency initiatives Targeted Adoption Strategy Wesco will take a proactive and segmented approach to driving contract adoption across the CANOE membership base: Existing CANOE Members who are current Wesco customers: Immediate alignment to the CANOE contract, including proactive outreach to promote utilization, pricing advantages, and program benefits Existing CANOE Members who are not currently Wesco customers: Assignment of appropriate sales resources to introduce capabilities, establish relationships, and support onboarding Existing Wesco customers who are not currently CANOE Members: Identification and education on the value of CANOE membership, including access to pre-negotiated pricing and procurement efficiencies This approach enables immediate traction and sustained growth across all segments. Marketing and Communication Strategy Wesco's marketing approach balances active promotion with strict adherence to public sector communication requirements: All outreach is conducted in accordance with applicable public sector communication policies and anti-spam legislation Communications are structured to be permission-based, relevant, and value-driven Marketing and awareness activities include: Sales force-led promotion: Wesco's national sales team will actively promote the CANOE program through

		direct, customer-facing engagement, incorporating the contract into day-to-day discussions, account reviews, and solution development Digital presence and visibility: Promotion of the program through LinkedIn and other professional channels Publication of CANOE program details on Wesco's website, including a dedicated government or cooperative purchasing landing page to support easy access to information Sharing of updates, insights, and value-driven content relevant to Members Marketing materials and sales enablement: Development of brochures, program overviews, and supporting documentation Creation of sales tools and leave-behind materials to support consistent messaging across the sales organization Materials tailored for different stakeholder groups to support onboarding and adoption Leveraging cooperative and GPO channels: Use of established group purchasing organization communication channels, including newsletters and program updates Coordination with CANOE to ensure aligned messaging and outreach Education-based engagement: Delivery of training sessions, seminars, and webinars focused on products, safety, and emerging technologies Participation in industry trade shows and public sector events Customer engagement centered on knowledge-sharing and operational value, rather than promotional activity This approach ensures strong program visibility while maintaining full compliance with public sector communication expectations. Awareness and Engagement Activities To support ongoing engagement and program visibility, Wesco will: Participate in CANOE-led events and member engagement initiatives Conduct site visits, audits, and assessments to identify operational and cost-saving opportunities Provide structured onboarding support to ensure Members can easily access and utilize the contract

		Maintain consistent customer-facing engagement through local and national teams Relationship Management and Continuous Improvement Wesco’s approach emphasizes long-term partnership and continuous value delivery: Ongoing engagement to identify evolving Member needs and improvement opportunities Collaboration with supplier partners to introduce innovation and best practices Support for standardization and lifecycle management initiatives Alignment with CANOE to ensure program performance, reporting, and Member satisfaction Summary Wesco’s engagement and marketing strategy combines targeted account alignment, active sales force promotion, digital visibility, and compliant communication practices to drive strong contract adoption and long-term success. By leveraging both direct engagement and structured marketing channels, Wesco is positioned to deliver immediate impact and sustained value across the CANOE membership.
2	Collaboration between Canoe and the vendor is essential to the buy-in of group purchasing by vendors and their distribution network. What do you expect Canoe's role to be in demonstrating the value of the contract?	Wesco recognizes the important role Canoe plays in facilitating, managing, and promoting the program, and views the relationship as a collaborative partnership focused on driving adoption and delivering value to Members. Wesco is well positioned to independently promote and support the contract through its national sales organization, marketing capabilities, and established customer relationships. At the same time, collaboration with Canoe is viewed as an important enabler of program success. Wesco would expect Canoe’s role to include: Program visibility and credibility: Supporting awareness of the contract through Canoe’s established relationships and reputation within the public sector Member communication channels: Sharing relevant program information and updates through Canoe’s communication platforms, including newsletters and member outreach Member engagement support: Facilitating introductions, coordinating engagement opportunities, and supporting connection with Members where appropriate Joint marketing alignment: Collaborating on messaging and sharing approved content to ensure consistent and accurate communication of program value Program coordination and feedback:

		Providing insights into Member needs, priorities, and feedback to support continuous improvement and alignment Wesco's approach is to take a proactive and self-sufficient role in driving adoption, while working in partnership with Canoe to leverage its platform, reach, and member network. This balanced approach ensures efficient use of resources while maximizing program visibility and long-term success.
3	Describe how you will train your sales force and distribution network on the value of utilizing the group purchasing such as the Canoe contract for public sector and non for profit clients. Include details on measure you will put in place, such as type and cadence of engagement etc.	Wesco maintains a structured and ongoing approach to training its sales force and distribution network on the value and utilization of cooperative purchasing programs, including the CANOE contract. This approach ensures consistent awareness, understanding, and effective promotion across all customer-facing and operational teams. Established Awareness and Continuous Enablement Cooperative purchasing is already a well-established component of Wesco's public sector strategy. A significant portion of the sales and customer service organization is familiar with the value and application of group purchasing agreements, and this foundation continues to be strengthened through ongoing training and communication. Wesco builds on this existing awareness through continuous enablement, ensuring alignment with new contracts, program updates, and evolving customer needs. Training Structure and Delivery Wesco utilizes a combination of formal training programs, internal communications, and hands-on engagement to support its teams: National and regional training sessions, delivered both in person and virtually, to ensure consistent coverage across all branches Regular team meetings and sales updates, incorporating cooperative contract awareness and key program messaging Use of collaboration platforms such as Microsoft Teams to deliver live training sessions and share updates across the network Integration of cooperative purchasing education into onboarding programs for new employees, ensuring early familiarity and adoption Training is designed to be practical and application-focused, enabling teams to confidently position the value of the CANOE program in customer interactions. Tools and Sales Enablement Resources Wesco supports its training efforts with a comprehensive suite of ready-to-deploy tools and materials, including: Program overviews and presentations outlining contract scope, value, and benefits Quick-reference guides and "cheat sheets" for use in customer discussions Standardized marketing materials and brochures to ensure consistent messaging Digital resources and internal documentation accessible across the organization These tools enable sales and service teams to quickly and effectively communicate the advantages of cooperative purchasing to both existing and prospective

		customers. Cadence and Ongoing Engagement Training and reinforcement are delivered on a continuous and structured cadence, including: Periodic national and regional training sessions aligned with program milestones Ongoing branch-level engagement and discussions led by local leadership Regular communication updates to highlight contract opportunities, success stories, and best practices Continuous support from the government SME team, providing guidance on positioning and utilization of the contract This consistent cadence ensures that the CANOE program remains visible, understood, and actively promoted across the organization. Driving Adoption and Accountability Wesco reinforces training through a focus on practical application and accountability: Encouraging integration of cooperative purchasing solutions into day-to-day customer engagement Aligning sales and service teams to identify opportunities where the CANOE contract provides value Leveraging leadership oversight to ensure consistent messaging and adoption across regions The combination of training, tools, and ongoing reinforcement ensures that teams are not only aware of the contract, but are actively enabled to drive adoption and deliver value to Members. Summary Wesco's approach to training combines established awareness, structured delivery, practical tools, and continuous reinforcement to ensure effective understanding and promotion of the CANOE contract. This model enables the sales force and distribution network to consistently communicate the value of cooperative purchasing, supporting strong adoption and long-term program success.
4	Describe your methodology and approach to a successful start up / implementation plan and ongoing review and monitoring of the contract use and promotion. Include details on measure you will put in place.	Implementation and Start Up Approach A successful start up is centered on ensuring that the contract is fully operational, understood, and actively promoted across the organization from day one. Key elements include: Government team leadership and coordination: Wesco's dedicated government SME team will lead the implementation process, ensuring alignment with contract requirements, internal stakeholders, and Canoe expectations Contract setup and system alignment: Accurate loading of contract pricing, terms, and reporting structures into internal systems, ensuring compliance and seamless transaction processing

		Internal launch and communication: Coordinated rollout across branches and regions, ensuring all customer-facing teams are aware of the contract and its value Sales training and enablement: Delivery of targeted training sessions supported by established tools, presentations, and reference materials to ensure consistent messaging and understanding Marketing and program launch activities: Immediate activation of marketing initiatives, including announcement of the contract through LinkedIn and other professional channels, publication through Wesco digital platforms, and promotion through both Wesco and Canoe communication channels where appropriate. This includes leveraging newsletters, shared content, and coordinated messaging to maximize visibility while maintaining compliance with public sector communication practices This approach ensures the contract is not only activated operationally, but also embedded within the sales and service organization and visible to the market at launch. Ongoing Review and Monitoring Wesco maintains an active and engaged approach to managing contract performance and promotion throughout the term. Key elements include: Regular internal reviews: Ongoing monitoring of contract activity and engagement across regions, ensuring continued visibility and alignment within the organization Customer and market feedback: Continuous engagement with Members to understand usage, identify opportunities, and address any challenges Supplier and technical alignment: Coordination with manufacturer partners to support evolving needs, product availability, and technical requirements Governance and Engagement Cadence Wesco establishes a consistent cadence to ensure the contract remains active, visible, and aligned with Canoe’s objectives: Regular check-ins with Canoe representatives to review program progress, discuss opportunities, and address any issues Periodic business reviews focused on contract utilization, engagement activity, and market insights Ongoing communication between government SME team, sales leadership, and operations teams to maintain alignment

		Continuous reinforcement of the contract through sales engagement, marketing activity, and customer interactions This cadence ensures the program remains actively managed and consistently promoted. Wesco's methodology focuses on a disciplined and well-coordinated start up, supported by dedicated government expertise, strong internal alignment, and an ongoing engagement cadence. This approach ensures the contract is effectively launched, actively promoted through both digital and direct engagement channels, and consistently managed to deliver long-term value for Canoe and its Members.
5	How will you be monitoring the adoption and utilization of the Canoe contract by your sales and distribution network? Which key performance indicators will you be monitoring?	Wesco takes a practical and structured approach to monitoring adoption and utilization of the CANOE contract across its sales and distribution network. The objective is to ensure the contract remains visible, actively promoted, and consistently used across regions and customer segments. Monitoring is integrated into Wesco's existing operational and sales review processes, supported by input from the government SME team, sales leadership, and branch operations. This includes: Ongoing review of contract activity and engagement across regions and branches Visibility into sales and order activity tied to the CANOE contract Regular communication with sales teams to reinforce awareness and identify opportunities Engagement with customers to understand adoption levels, usage patterns, and any barriers to utilization This approach ensures that monitoring is continuous and embedded in day-to-day operations, rather than a separate or reactive process. Wesco focuses on a set of practical, business-relevant indicators to assess adoption and effectiveness: Contract utilization activity, including overall sales through the CANOE program Adoption across regions and branches, ensuring consistent awareness and engagement nationally Customer participation, including onboarding of new Members and engagement of existing customers Sales team engagement, reflected by how actively the contract is incorporated into customer discussions and opportunities Quote and opportunity activity, indicating whether the contract is being positioned as a solution Customer feedback and engagement, including inquiries, training participation, and support requests These indicators provide a clear and balanced view of both internal adoption and external uptake. Monitoring is supported through a consistent cadence of review and communication:

		Regular internal discussions with sales and operations teams to maintain visibility and focus Ongoing involvement of the government SME team to ensure alignment and support Periodic check-ins with Canoe to review contract activity, share insights, and identify opportunities for increased adoption Continuous reinforcement of the contract through sales engagement and marketing initiatives This ensures the contract remains actively managed, promoted, and aligned with Member needs throughout the term. Wesco's approach to monitoring adoption is based on ongoing visibility, practical indicators, and consistent engagement, rather than formal or rigid measurement structures. By integrating monitoring into daily operations and maintaining regular alignment across internal teams and with Canoe, Wesco ensures the contract is actively utilized and positioned for long-term success.
6	Describe your commitment to attending and/or sponsoring Canoe member engagement events (e.g., reverse trade shows, conventions, golf tournaments, educational offerings, retreats etc.)	Wesco is strongly committed to supporting CANOE member engagement initiatives and has an established track record of active participation in public sector and cooperative procurement events across Canada. In 2025, Wesco participated in events including: Federation of Canadian Municipalities (FCM) Annual Conference and Trade Show Reverse trade shows and cooperative procurement events CANOE University and related educational sessions Additional regional and customer-focused engagement events across Canada These participation efforts are continuing in 2026, with involvement in many of these same events already underway. Wesco will continue this level of engagement in support of CANOE Members and is prepared to actively attend and participate in events nationally, leveraging local sales teams and technical resources. Wesco's national presence, including local sales teams and leadership across all regions, enables consistent participation in events regardless of location. This ensures that Members have access to knowledgeable, customer-facing representatives who understand local requirements while representing the broader capabilities of the organization. Wesco is also open to sponsorship opportunities, where appropriate, to support CANOE initiatives and enhance Member engagement and program visibility. Wesco is fully committed to being an active and visible participant in CANOE member engagement activities, supporting both attendance and sponsorship opportunities. This commitment reflects a broader focus on relationship development, education, and long-term program success across the CANOE membership.
7	Provide details on industry and association partnerships your company has fostered over time which will be beneficial to promoting the Canoe contract in Canada.	Wesco has established strong relationships with a range of Canadian industry associations, community organizations, and stakeholder groups, supporting engagement, collaboration, and knowledge sharing across the public sector landscape. These relationships strengthen Wesco's ability to connect with Members, understand regional needs, and promote programs such as the Canoe contract in a meaningful and relevant way.

		Key partnerships and affiliations include: Federation of Canadian Municipalities (FCM): Active participation in FCM events and engagement with municipal leaders across Canada, supporting direct connection to local government stakeholders Electro-Federation Canada (EFC): Ongoing involvement in Canada's electrical industry association, providing alignment with industry standards, market insights, and manufacturer collaboration Canadian Council for Indigenous Business (CCIB): Membership and engagement supporting Indigenous business development, economic inclusion, and relationship-building with Indigenous communities across Canada Wesco Cares and community engagement initiatives: Wesco actively supports communities across Canada through local and national programs focused on giving back, volunteering, and building relationships. These efforts strengthen connections with local organizations, municipalities, and community stakeholders Regional and local engagement networks: Ongoing participation in regional industry events, customer-led initiatives, and public sector engagement activities across provinces and territories These partnerships support the promotion and success of the Canoe contract by: Providing established and trusted channels to engage public sector and community stakeholders Enhancing credibility through alignment with recognized Canadian associations and organizations Supporting participation in events, forums, and educational initiatives where Members are actively engaged Enabling locally relevant engagement, supported by Wesco's national footprint and community presence Wesco's industry and community partnerships reflect a strong and ongoing commitment to engagement across Canada's public sector and broader community landscape. These relationships position Wesco to effectively support awareness, adoption, and long-term success of the Canoe contract through trusted connections and meaningful engagement.

Warranty Details

#	Question	Reponse *
1	Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and	Wesco provides a structured and customer-focused warranty program based on manufacturer-backed warranties, supported by Wesco's role as a single point of contact to simplify the process for Members. All products supplied by Wesco are covered by the original manufacturer's warranty, which governs:

	overall structure.	Warranty duration and coverage period Product-specific performance criteria and limitations Conditions for eligibility and acceptable use Warranty terms vary by product and manufacturer, but all products provided are sourced from reputable, established manufacturers that meet applicable Canadian standards and quality requirements. Many OEMs will also offer extended warranty programs where required. To qualify for warranty coverage, standard manufacturer conditions generally apply, including: Proper installation and use in accordance with manufacturer specifications and applicable codes Use of qualified personnel where required for installation or commissioning Compliance with product handling, storage, and maintenance requirements Adherence to any specific manufacturer guidelines or documentation Wesco supports customers in understanding these requirements at the time of purchase and during implementation where needed. Wesco acts as the primary point of contact for all warranty-related inquiries and claims, providing a streamlined and efficient experience for Members. The process typically includes: Issue Identification and Intake Customer contacts Wesco directly with warranty concern Collection of relevant details such as product information, order history, and issue description Validation and Coordination Wesco reviews the claim and confirms warranty eligibility based on manufacturer terms Coordination with the manufacturer to initiate the claim process Manufacturer Engagement Submission of required documentation to the manufacturer Facilitation of any required inspections, testing, or return material authorizations Resolution and Follow-Up Coordination of replacement, repair, or credit as determined by the manufacturer Communication with the customer throughout the process until resolution is complete While warranty coverage is provided by the manufacturer, Wesco’s role is to manage and facilitate the entire process on behalf of the customer, ensuring:

		A single, consistent point of contact Reduced administrative burden for Members Faster coordination and resolution through established manufacturer relationships Clear and ongoing communication throughout the claim lifecycle Wesco’s warranty program combines manufacturer-backed product assurance with a customer-focused support model, ensuring that Members receive both reliable product coverage and a streamlined, easy-to-navigate claims experience. By acting as a single point of contact and managing coordination with suppliers, Wesco simplifies warranty management and supports timely, effective resolution.
2	What other policies do you have to support Member reimbursement or remediation for the products you support and sell in this RFP?	In addition to manufacturer warranty programs, Wesco maintains a set of internal policies and practices designed to support Member reimbursement, issue resolution, and overall satisfaction when product-related concerns arise. Wesco provides structured processes to support product returns, exchanges, and adjustments, including: Handling of defective, damaged, or incorrect items Coordination of returns and replacements in alignment with manufacturer policies Support for return material authorizations (RMA) where required Wesco works directly with Members to ensure that return processes are clear, efficient, and minimally disruptive to operations. Wesco takes a proactive approach to resolving product-related issues, including: Acting as the single point of contact for problem identification and resolution Coordinating with manufacturers and suppliers to determine appropriate corrective actions Facilitating repair, replacement, or credit depending on the nature of the issue and applicable terms For operationally critical situations, Wesco works to expedite resolution by leveraging local inventory, supplier relationships, and logistics capabilities where possible. Wesco supports remediation through strong internal processes, including: Review and correction of order discrepancies Adjustment of billing or fulfillment issues where required Ongoing communication to ensure issues are resolved fully and promptly Wesco’s approach is centered on reducing administrative burden and ensuring a positive customer experience, including: Providing clear communication and guidance throughout the resolution process Managing coordination with suppliers on behalf of the Member Ensuring that issues are tracked through to completion Wesco complements manufacturer warranty programs with a range of internal processes for returns, issue resolution, and remediation, ensuring that Members receive responsive and practical support. By acting as a single point of contact and managing coordination across suppliers and internal teams, Wesco provides a

		streamlined and customer-focused approach to reimbursement and issue resolution.
3	What are your proposed exchange and return programs and policies?	Wesco maintains a structured and customer-focused approach to exchanges and returns, designed to provide flexibility, clarity, and efficient resolution while aligning with manufacturer requirements and product-specific conditions. Wesco supports exchanges and returns across a wide range of products, with policies that are aligned to manufacturer guidelines, product type, and order conditions. Return and exchange eligibility may vary depending on: Product type and condition Whether the item is standard stock, non-stock, or special order Manufacturer return policies and requirements Timing of the request and applicable handling conditions Wesco works directly with Members to determine eligibility and provide the most appropriate resolution. For commonly stocked items, Wesco is generally able to support: Returns or exchanges for unused and resalable products, subject to applicable conditions Coordination of returns through local branches to streamline processing Replacement or credit where appropriate The objective is to provide efficient turnaround with minimal disruption to the Member's operations. For non-stock or special order items, including custom or configured products: Returns and exchanges are subject to manufacturer approval and conditions Wesco coordinates directly with suppliers to determine available options Where possible, Wesco works to identify practical solutions, including reuse, reallocation, or alternative arrangements This approach ensures transparency while still supporting Members in finding workable outcomes. In cases where products are: Damaged in transit Defective Incorrectly supplied Wesco will: Act as the single point of contact for issue resolution Coordinate replacement, return, or credit as required Expedite resolution for operationally critical situations where possible Wesco manages the full return and exchange process on behalf of the Member:

		Request intake and review Eligibility assessment based on product and supplier terms Coordination with manufacturer or internal teams Execution of return, exchange, or credit Ongoing communication until resolution is complete This ensures a consistent, streamlined experience, regardless of product type or complexity. Wesco's exchange and return program is designed to provide flexible, fair, and efficient support, aligned with manufacturer policies while minimizing impact to the Member. By acting as a single point of contact and managing all coordination, Wesco simplifies the process and ensures timely, practical outcomes.
4	Describe in details the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your service goals or promises.	Customer Service Program Wesco delivers a comprehensive customer service program designed to provide responsive, knowledgeable, and solution-oriented support across the full customer lifecycle, centred on strong communication and ease of doing business. Service Model and Structure Customer service is delivered through an integrated model combining local branches, centralized support, and specialized expertise, ensuring both responsiveness and depth of capability. Key components include: Inside sales and customer service teams, providing day-to-day coordination and support Alignment with account managers and project managers to support both operational and project-based requirements Support from technical specialists, engineers, and expertise groups across areas such as lighting, renewables, and automation and control Engagement of Wesco Energy Solutions (WES) for turnkey and more complex or engineered solutions Support from the government SME team to ensure alignment with public sector requirements In addition, Wesco offers structured programs such as: Wesco Managed Inventory (WMI) to support inventory optimization, replenishment, and operational efficiency Kitting, staging, and project coordination services to support maintenance and capital projects This structure enables Wesco to provide end-to-end support beyond transactional service, tailored to Member needs. Scope of Customer Support Wesco's customer service program supports a wide range of customer requirements, including: Product sourcing, including standard, non-stock, and specialized materials

		Quotations and pricing support, including complex and project-based requests Technical guidance and product selection, supported by internal expertise and manufacturer partnerships Site audits and assessments to identify efficiencies, standardization opportunities, and improvements Training and education, delivered in collaboration with supplier partners Turnkey solution support through WES for larger or more complex initiatives Warranty, returns, and issue resolution, with Wesco acting as the single point of contact Process and Procedures Wesco follows a structured and consistent service process: Inquiry Intake and Needs Assessment Sourcing and Solution Development Quotation and Order Execution Delivery and Coordination Post-Delivery Support and Issue Resolution This process is supported by clear internal coordination and ongoing communication with the customer at each stage. Communication and Responsiveness Wesco's customer service model is built around proactive and transparent communication, ensuring that Members are informed and supported throughout all interactions. Response expectations include: Same-day response for standard inquiries during business hours (subject to time of day received) 2 to 7 days response for more complex or technical requests Timely turnaround on standard quotations and product availability requests Prioritization of urgent or operationally critical requirements Ongoing updates related to order status, lead times, and issue resolution Response times may vary depending on complexity and product type, however Wesco's national network and local presence support consistently high levels of responsiveness. Performance Alignment and Accountability Wesco ensures service quality through: Close alignment between sales, customer service, operations, and technical teams Internal expectations focused on responsiveness, accuracy, and follow-through Ongoing collaboration with suppliers to support resolution and technical needs Continuous reinforcement of service excellence through team leadership and engagement Service delivery is driven by a culture of accountability and customer focus, ensuring consistent and reliable outcomes. Digital Support

		Wesco enhances service delivery through: connect.wesco for ordering, tracking, and account visibility Access to product data, order history, and documentation Integration capabilities with customer procurement systems Summary Wesco's customer service program delivers comprehensive, end-to-end support across sourcing, technical expertise, inventory management, and project execution, supported by strong communication and a coordinated national network. Through programs such as WMI, turnkey capabilities with WES, and access to technical specialists and project management resources, Wesco provides a high-value, solution-oriented service model aligned with the needs of CANOE Members.

Member access to goods and services

Question	Response
List the necessary steps for a Canoe member to set up an account and access your goods and services for the first time should you be awarded a contract.	If awarded, Wesco would make first-time account setup simple, supported, and easy to access for Canoe Members. A Member could initiate contact directly with Wesco through its local branch, customer service, assigned local point of contact, or Wesco's government-focused team. In addition, a Member could also come to Wesco through Canoe, including through Canoe-led introductions, Canoe communications, or Canoe's member-facing platform and promotional channels, where Wesco is identified as an approved supplier and program resource. The typical steps would include: 1. Initial contact and intake The Member reaches Wesco either directly or through Canoe. Wesco's government-focused team and local resources would help guide the initial conversation and understand the Member's organization, locations, contacts, and purchasing needs. 2. Canoe eligibility and contract alignment Wesco confirms the organization's Canoe membership status and aligns the account to the Canoe contract structure, including applicable pricing treatment, ordering method, and any required Canoe reference information. 3. Account setup or account conversion If the Member is new to Wesco, a customer account would be established. If the Member is already an existing Wesco customer, Wesco would review the existing account and transition or align it to the Canoe offering to avoid duplication or disruption. 4. Resource alignment and support structure Wesco would align the appropriate resources around the Member, including a local single point of contact, branch support, customer service, and where needed project managers, technical specialists, or additional government team support. The goal is to ensure the Member knows exactly who to contact and how to access support.

	5. Ordering and access preferences Wesco would review how the Member prefers to transact, including branch pickup, local delivery, purchase order submission, quote requests, eCommerce access, PunchOut, eCatalog, EDI, or other approved procurement methods. 6. Onboarding and program guidance Wesco would walk the Member through how to access the offering, request pricing, obtain quotes, place orders, and use the contract effectively. This may include sharing contract information, support contacts, ordering instructions, and digital access options where applicable. 7. Ongoing account support Once activated, the Member would continue to be supported by its local point of contact and broader Wesco resources, with Wesco's government-focused team available for contract-related support, coordination, and general assistance. This process is intended to make first-time access practical and low effort for the Member, while ensuring the right Wesco resources are aligned from the beginning to support a positive onboarding experience.
Describe how members can access information, pricing, discounts, catalogues on your goods, services, get a quote and place an order.	Canoe Members can access information, pricing, discounts, catalogues, quotes, and ordering support through multiple channels depending on what is most practical for their organization. Members can work directly with their local Wesco branch, assigned single point of contact, customer service team, inside sales team, project manager for more complex requirements, or Wesco's government support team for contract-related assistance. Information available to Members may include: - product information and specifications - customer-specific and contract-aligned pricing - applicable discounts and promotional opportunities - catalogues and product documentation - quote support for standard, non-stock, specialty, or custom requirements - order status, history, and related account information Members can access this information through: - direct branch and sales support - quote requests through their assigned contact or customer service - digital channels such as Wesco's eCommerce and eProcurement tools - catalogues or eCatalog content where applicable - technical and manufacturer-backed support for more complex needs Orders can typically be placed by: - purchase order - direct branch order - customer service order entry - eCommerce platform - PunchOut or integrated procurement connection where available - EDI or other approved electronic transaction method Wesco's objective is to make access easy and flexible so Members can use the contract in the way that best aligns with their internal purchasing process and operational

	requirements.
Are your products available through an e-marketplace platform? If yes, please explain the options to connect to your e-marketplace i.e. business to business, punch out, API, and any limitations on compatible systems. Include a link to your e-marketplace.	Yes. Wesco offers eCommerce and eProcurement capabilities that allow Members to access products, pricing, quotes, and ordering support through digital channels. For Canada, Wesco's eCommerce platform is available at: https://buy.wesco.ca. Wesco also supports a range of eProcurement connectivity options depending on the Member's system and requirements, including: - business-to-business online account access through Wesco's eCommerce platform - PunchOut integration - eCatalog support - EDI and XML-based document exchange - direct or third-party procurement system connections, subject to compatibility review - API-based integration options for approved use cases Where a customer uses a compatible procurement system, Wesco can establish a direct or third-party connection and provide access to eCatalogs, electronic data transmission, and PunchOut. Wesco also supports exchange of purchase orders, acknowledgements, invoices, and related business documents through EDI and XML workflows. Limitations or conditions may include: - compatibility of the Member's procurement or ERP platform - whether the connection is standard or non-standard - required technical review and onboarding effort - data mapping and approval workflow requirements - system-specific limitations on PunchOut, EDI, XML, or API support Wesco's approach is to review the Member's environment during onboarding and recommend the most appropriate and efficient access method based on their procurement system, technical requirements, and transaction volume. Wesco's Canadian eProcurement tools also support customer-specific pricing, RFQ creation, product availability, order status, invoices, and purchasing visibility.
In a case where your company has an existing public sector customer who desires to be onboarded onto the Canoe offering, how would you address this situation?	If an existing public sector customer wishes to be onboarded onto the Canoe offering, Wesco would manage that as a structured account transition while maintaining continuity of service. In most cases, the customer would already have an established Wesco relationship and an existing sales contact or local branch support structure. Wesco would retain that relationship continuity, while the government-focused team would validate the onboarding approach, confirm Canoe membership and contract alignment, and help ensure the customer is moved onto the Canoe offering correctly and consistently. The process would typically include: 1. review of the existing customer account, current support structure, and purchasing activity 2. confirmation of Canoe membership status and eligibility 3. validation by Wesco's government-focused team to ensure alignment with the Canoe contract structure 4. setup of a separate customer account or contract-aligned account structure for Canoe transactions, so that the customer can move onto Canoe pricing and program

	administration without disrupting existing order history or legacy account records 5. confirmation of the customer's local point of contact, branch support, and any additional project, technical, or government support resources required 6. communication to the customer on how future purchases should reference and flow through the Canoe offering 7. ongoing support to ensure a smooth transition and consistent administration going forward This approach allows the customer to preserve existing relationships and historical activity while gaining access to the Canoe contract structure, pricing, and benefits in a practical and low-disruption manner. Where additional transaction documentation is needed to support implementation, Wesco can work with the Member and Canoe accordingly, consistent with the agreement framework.

Shipping, Freight

#	Question	Reponse *
1	Explain your delivery model.	Delivery Model Wesco utilizes a nationally integrated and locally executed delivery model designed to provide reliable, flexible, and responsive fulfillment of electrical, utility, and line maintenance supplies across Canada. National Infrastructure with Local Execution Wesco operates a network of approximately 170 branches and 7 distribution centres across Canada, providing coast-to-coast coverage and ensuring proximity to Members in all regions. Members are typically aligned with a local branch, which acts as the primary point of service and delivery coordination. This model ensures: Local support and responsiveness Familiarity with Member requirements and ordering patterns Efficient handling of both routine and urgent needs Inventory and Product Availability Wesco's branches maintain inventory of commonly used electrical and utility products, ensuring immediate access to standard materials. In addition: Inventory can be customized or tailored to meet specific Member requirements Products can be sourced from other branches or regional distribution centres to expand availability Distribution centres provide deeper inventory capacity for larger or less common items This integrated inventory model supports both day-to-day operations and larger project requirements. Delivery Options and Fulfillment Flexibility Wesco offers a range of delivery options to meet varying needs and timelines:

		Customer pickup at local branch counters, available in most locations for immediate access Local delivery services, providing efficient and timely fulfillment within surrounding areas Priority and expedited delivery for urgent or operationally critical requirements Scheduled or consolidated deliveries to support planned maintenance or project work Due to the size and scope of its operations, Wesco utilizes a broad range of transportation methods, aligned to the type, size, and urgency of materials being delivered. Extended Supply Chain Capabilities To further enhance delivery flexibility, Wesco leverages: Inter-branch transfers, enabling rapid reallocation of inventory across the network Distribution centre fulfillment, supporting bulk orders and regional coordination Direct-from-manufacturer shipments, where appropriate, to reduce handling time and improve delivery efficiency These options allow Wesco to respond effectively to a wide range of scenarios, from same-day local needs to complex, multi-location delivery requirements. Responsiveness and Service Continuity Wesco's delivery model is designed to support: Same-day or next-day fulfillment for in-stock items, where feasible Reliable delivery timelines supported by local presence and national coordination Continuity of supply through multiple sourcing and fulfillment pathways This ensures Members have access to materials when and where they are needed, minimizing operational disruption. Summary Wesco's delivery model combines a coast-to-coast branch and distribution network, localized service, flexible transportation options, and integrated supply chain capabilities. This approach enables Wesco to deliver a responsive, scalable, and reliable fulfillment solution, supporting both immediate operational needs and long-term program requirements.
2	Explain how your shipping and freight costs are calculated, as well as any related weight, geographical considerations and restrictions for remote or otherwise hard to access locations included in your offering.	Shipping and Freight Model Wesco utilizes a flexible and location-based shipping and freight model, designed to provide cost-effective and reliable delivery across Canada, including urban, rural, and remote regions. Freight Calculation Approach Shipping and freight costs are calculated based on a combination of factors, which may include: Origin and destination of the shipment Weight, size, and dimensions of the products ordered Delivery method and urgency, including standard, scheduled, or expedited service Mode of transportation, such as local fleet delivery or third-party carriers

		Special handling requirements for oversized, hazardous, or specialized materials Given Wesco’s distributed network, freight structures may vary by branch and region, reflecting local operating models and transportation options. Branch-Level Flexibility Wesco’s delivery network includes branches that operate with: Company-operated delivery vehicles in certain regions, enabling efficient local delivery and cost control Third-party transportation providers where appropriate, offering flexibility and access to broader logistics networks This approach allows each location to utilize the most effective and efficient shipping method based on local geography, infrastructure, and customer needs. Inventory Location and Fulfillment Method Freight considerations are also influenced by how products are fulfilled: Products available at the local branch level typically support lower-cost or expedited delivery Items sourced from distribution centres or other branches may involve additional freight considerations Direct-from-manufacturer (drop shipment) may be utilized for large, specialized, or project-based orders, optimizing delivery timelines and handling Wesco works to select the most appropriate fulfillment path to balance cost, speed, and efficiency for the Member. Remote and Hard-to-Access Locations Wesco has the capability to support delivery to remote and geographically challenging locations across Canada. In these cases: Freight costs may vary based on distance, accessibility, and available transportation infrastructure Wesco leverages regional carriers, national logistics providers, and supplier networks to ensure delivery capability Options such as consolidated shipments or scheduled deliveries may be utilized to improve efficiency Wesco works closely with Members to identify the most practical and cost-effective delivery approach while maintaining reliability and service continuity. Cost Transparency and Alignment Wesco is committed to ensuring that freight costs are: Transparent and clearly communicated at the time of quoting Aligned with the specific requirements of the order Managed in a way that balances cost efficiency and delivery performance

		Where possible, efforts are made to optimize freight through local availability, consolidation, or alternative fulfillment strategies. Wesco's shipping and freight model is designed to provide flexible, scalable, and regionally optimized delivery solutions, supported by a combination of local branch capabilities, distribution infrastructure, and national logistics networks. This approach ensures that Members receive reliable and cost-effective delivery, regardless of location or complexity of requirements.
3	Explain any variances in freight and shipping methodology between the various categories ie stock items versus specialy equipment, custom orders, etc, .	Variances in Freight and Shipping Methodology Wesco's freight and shipping methodology is designed to be flexible and responsive, with variations driven primarily by order characteristics and delivery requirements, rather than strictly by product category. Key Drivers of Shipping Methodology Shipping approach is typically determined based on a combination of factors, including: Size, weight, and dimensions of the product being shipped Origin and destination, including distance and geographic accessibility Delivery timelines and urgency, including standard, scheduled, or expedited needs Handling requirements, such as oversized, fragile, or specialized equipment Fulfillment source, including branch inventory, distribution centre, or direct-from-manufacturer shipments This approach allows shipping to be tailored to the specific needs of each order, rather than applying a one-size-fits-all model. Stock Items versus Specialized or Custom Orders While not strictly category-based, there are general differences in approach depending on how products are sourced and fulfilled: Stock items Typically fulfilled from local branch inventory Often support same-day pickup or local delivery Lower complexity and simplified freight handling Non-stock or special order items May be sourced from distribution centres, other branches, or manufacturers Shipping may involve longer distances or multiple handling points Freight approach is determined based on product characteristics and delivery requirements Large, specialized, or custom equipment Often shipped direct from the manufacturer or through specialized carriers May require dedicated transportation, scheduling, or handling considerations Logistics are coordinated to ensure safe and efficient delivery Flexibility Across Scenarios Wesco's model allows for the use of different shipping methods depending on the

		scenario, including: Local fleet delivery where available Standard and expedited carrier services Freight carriers for larger or heavier shipments Direct shipment from manufacturers for efficiency and reduced handling This flexibility ensures that each order is handled using the most appropriate and cost-effective method, while maintaining delivery reliability. Wesco's shipping methodology varies based on practical delivery considerations such as size, weight, location, and urgency, rather than being limited to product categories. This approach enables a highly adaptable and efficient delivery model, ensuring that Members receive materials through the most appropriate logistics solution for each specific requirement.

Depth and breadth of categories of electrical components offered

If you are not including a specific category, please enter N/A in the cost plus max % mark-up cell.

Electrical Categories	Included in your offering *	Provide the cost plus maximum % mark-up *	Sample list of items included *	Comments-exceptions
Automation and Control	(•) Yes ( ) No	10% to 23%	Drives, factory products, open and enclosed, programmable controllers, access, locking, VFD, motion control, safety control, industrial control, drives, relays	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Power Distribution Equipment	(•) Yes ( ) No	4% to 23%	Load centers, meter centres, transformers, switchgear, breakers, UPS, MCC's, arresters,	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range.

			capacitor banks, grounding, lugs, smart meters, splices, terminations	With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Fuses and Circuit Protection	◉ Yes ○ No	4% to 23%	Circuit breakers, dual element, fuse blocks, general duty, heavy duty, glass, low peak, amp trap,	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Sensors, Switches, and Relays	◉ Yes ○ No	8% to 23%	miniature switches, sensors, switches, outage and tilt sensors,	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the

				product itself will be quoted separately.
Raceways and Conduit Systems	(●) Yes ( ) No	4% to 23%	balance, conduit bodies, metal, cord connectors, elbow, coups, nips, hubs, liquid tight metallic, liquid tight non metallic, pvc, straps, hangers, beam clamps	For clarity, the upper end of Wesco’s pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco’s Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer’s quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Electrical Fittings and Hardware	(●) Yes ( ) No	5% to 23%	Cable ties, fasteners, accessories, ground rods, strut, strut fitting, tapes	For clarity, the upper end of Wesco’s pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco’s Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer’s quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Electrical Enclosures and Boxes	(●) Yes ( ) No	5% to 23%	Fans, heaters, venting, fiberglass, floor boxes, FS/FD boxes, junction boxes, metallic Nema, non-metallic boxes and covers	For clarity, the upper end of Wesco’s pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco’s Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier

				exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Wire and Cable	(●) Yes ( ) No	8% to 23%	cords and cord sets, welding, wire and power, marine, specialty, data, networking, armored, building, control, mining, shipboard, MV	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Connectors and Terminations	(●) Yes ( ) No	8% to 23%	Heat shrink tubing, lugs, splices, terminations, terminals, wire connectors	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Lighting	(●) Yes ( ) No	4% to 23%	exit, emergency, fluorescent, LED,	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be

			Hazardous, incandescent, miniatures, non-hazardous, specialty, temporary, string, job site, flash lights. indoor, outdoor, field, streetlight	interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Alarms and Signaling	(●) Yes ( ) No	4% to 23%	timers, signaling devices, sensors, contacts, detectors, tamper, sirens, strobes	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Renewable and Energy Solutions	(●) Yes ( ) No	4% to 23%	Ev charging, cabling, pedestals, solar, BESS, microgrid	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an

				order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Electrical Tools	(selected) Yes No	4% to 20%	Hand Tools, Layout, measuring, power, sockets, bits, tool storage, utility tools, cutting	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Data and Communications	(selected) Yes No	4% to 23%	fibre, towers, antennas, accessories, IT infrastructure, racking,	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Optional - Additional items/category you want to include in	(selected) Yes No	4% to 23%	Maintenance, batteries, lube,welding, abrasives, adhesives,	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range.

your offering			Janitorial, Material Handling, MRO	With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.
Optional - Additional items/category you want to include in your offering	(●) Yes ( ) No	4% to 23%	All other	For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes: (a) value-added services (including but not limited to labeling, kitting, custom packaging, assembly, testing, pre-delivery inspection) or products added to an order beyond those indicated in a Wesco quote; (b) handling, warehousing, inventory carrying, and branch operational costs; (c) freight, shipping, and delivery charges unless expressly included in the manufacturer's quote; and (d) administrative fees, insurance costs, or other Supplier overhead. Any services or value-added work beyond the product itself will be quoted separately.

Depth and breadth of categories of line maintenance equipments

If you are not including a specific category, please enter N/A in the Average cost plus % cell.

#	Electrical Categories	Included in your offering *	Average cost plus % *	Sample list items included
1	Utility, High-Voltage, Lineman Specialty	(•) Yes ( ) No	4% to 23%	Transformers, switchgear, , live line tester, grounding, clamps, crimpers, spurs,
2	Personal Protective Equipment	(•) Yes ( ) No	4% to 23%	Arc Flash, eyewash, eyewear, face protection, ear protection, first aid, foot protection, hand protection, protective clothing, respiratory, workwear
3	Working at Heights Equipment	(•) Yes ( ) No	4% to 23%	Fall arrest, Fall protection, harnesses, lanyards, self retracting, anchors, beamers, ropes, roof kits, emergency escape and rescue, ladder systems, guard rails, tethered tools
4	Line Construction and Maintenance Tools	(•) Yes ( ) No	4% to 23%	Cutting tools, compression, hand, specialty, general
5	Pulling, Lifting, and Rigging Equipment	(•) Yes ( ) No	4% to 23%	cable pulling, grips, blocks, rollers, winch, rope assemblies
6	Testing, Measurement, and Diagnostic Equipment	(•) Yes ( ) No	4% to 23%	tools and test measurement equipment, voltage continuity, clamp meters, tester batteries, cases and holders, multimeters, copper media testers, replacement fuses, thermometers, circuit and wire tracers, calibration tools and testing, fibre optic testes, probes, light meters, pressure guages, infrared, alignment testers, cable length meters, line spitters and adapters,.
7	Jobsite and Field Equipment	(•) Yes ( ) No	4% to 23%	Lighting, tactical lighting, protective cases, string lights, generators, hardware, ground protection, signage, markers,
8	Bucket, and Equipment Mounting Systems	(•) Yes ( ) No	4% to 23%	tool holders, bucket covers, tool boards, - wesco would not be able to supply industrial sized equipment in this category
9	Electrical Hardware and System Components	(•) Yes ( ) No	4% to 23%	connectors, clamps, grounding, fittings, mounting

Proactive disclosure of Artificial Intelligence (AI) in drafting response

Please note that the response to the information is being collected as data collation for internal use only. The response provided has no bearing on the ability for Proponents to respond to this RFP.

#	Question	Comments *
1	Did you use any Artificial Intelligence (AI) tools or systems in the preparation of your RFP response?	Yes
2	If yes, please specify which AI tools were used and describe their roles in the drafting process.	Wesco has copilot AI embedded into its Microsoft 365 products. Copilot may be used for research purposes or to edit text for clarity
3	How did the AI tools or systems influence the content presented in your RFP response? Please provide specific examples of contributions made by AI to your proposal.	Wesco has copilot AI embedded into its Microsoft 365 products. Copilot may be used for research purposes or to edit text for clarity

Reporting

Question	Response
Please specifically describe any self-audit process or program that you plan to employ to verify compliance with a possible Contract with CANOE including validating that CANOE Members obtain the proper pricing, as well as ensuring your reports accurately include all sales under the Canoe contract.	Wesco would employ a structured internal self-audit and compliance review process to support administration of the Canoe contract and to help verify that Canoe Members receive the correct pricing and that all applicable sales are accurately captured in contract reporting. Wesco’s pricing and contract administration specialists would be responsible for loading the contract structure into Wesco’s internal systems, including pricing methodology, account alignment, and contract identifiers needed to distinguish Canoe transactions from other business. This creates the foundation for proper contract execution and pricing control. Wesco’s government-focused team would provide ongoing oversight to help ensure that Member accounts are aligned correctly, that branches and customer-facing teams are applying the contract consistently, and that questions related to contract administration or public sector requirements are addressed in a coordinated manner. Wesco’s internal finance and reporting resources would review contract sales activity and supporting data to validate the completeness and accuracy of Canoe reporting, including the sales base used for calculation of the 1.5 percent administrative fee. This review would help confirm that contract sales are being coded, tracked, and reported appropriately. In addition, Wesco would conduct periodic internal reviews of sales history, account activity, and program performance to identify trends, confirm utilization, highlight success, and detect any potential anomalies such as pricing inconsistencies, account setup issues, or missed contract attribution. Where issues are identified, Wesco would coordinate corrective action across pricing, finance, government support, and branch teams. Wesco would also maintain a regular cadence of check-ins with Canoe to review

	contract activity, discuss observations, address any concerns, and support ongoing alignment between both organizations. This helps ensure that program administration, pricing application, reporting accuracy, and overall contract performance remain transparent and well managed throughout the term of the agreement. This self-audit approach is intended to provide practical internal controls around pricing compliance, reporting accuracy, and ongoing program management, while also helping Wesco support contract adoption and consistent execution across its national network.
Canoe requires monthly sales report. Describe the process you will implement if awarded, in order to meet this requirement.	If awarded, Wesco would implement a structured internal process to ensure monthly sales reporting is completed accurately and on time in accordance with Canoe’s requirements. Canoe’s draft agreement requires monthly reports no later than the fifteenth day of each month, including specific transaction and Member data, and requires reporting even where no sales have occurred. Wesco’s government-focused team would coordinate the monthly reporting process and maintain the reporting requirement as part of the contract administration calendar to ensure the deadline remains visible and consistently managed. This team would work with internal pricing, sales operations, and reporting resources to identify the applicable Canoe Member transactions and compile the required contract activity for the reporting period. Wesco’s internal finance and reporting resources would then review and validate the report contents to help confirm completeness and accuracy, including alignment of Member information, transaction details, sales values, and the data supporting calculation of the administrative fee. This review process would help ensure that all sales under the Canoe contract are properly captured and reported. Where needed, Wesco would coordinate across the government team, finance, and branch or account support resources to investigate and resolve any discrepancies before submission. Wesco would also maintain regular internal oversight of contract sales activity so that reporting remains aligned with actual program use over the term of the agreement. This process is intended to provide a practical and reliable reporting structure that supports timely submission, accurate contract reporting, and ongoing transparency for Canoe.
Please include the name, title and email of the person who will be responsible to provide monthly reporting to Canoe.	Janet Dumoulin Director,Sales Government and Corporate Security Officer, EES Canada m. 613.371.6022 e: jdumoulin@Wesco.com
Do you allow public entities to order from multiple contracts and GPOs?	Public entities may choose to order through multiple contracts or group purchasing organizations depending on their internal procurement policies, applicable contract vehicles, and the specific nature of the requirement. Wesco recognizes that this choice rests with the Member, and Canoe’s agreement structure also contemplates that Member use of the program is voluntary and non-exclusive.

	If awarded, Wesco would actively support and promote the Canoe contract and work to make it a practical, visible, and easy-to-use purchasing vehicle for Members across Canada. Wesco's objective would be to help drive adoption of the Canoe offering through internal training, sales force promotion, member engagement, and strong contract support so that Members see clear value in using the Canoe program. From Wesco's perspective, Canoe would represent an important cooperative purchasing vehicle with broad national relevance, and Wesco would be committed to supporting its success with Canoe and its Members.
If so, describe the measures you have in place to record and manage data accurately for public entities who purchase from multiple accounts/contracts ensuring accurate reporting of usage to Canoe?	Yes. Wesco has internal measures in place to accurately record, distinguish, and report sales for public entities that may purchase under multiple contracts or account structures. A key control is Wesco's use of dedicated customer account creation through its DPC structure. Where a Canoe Member is to purchase under the Canoe agreement, Wesco would create and assign a dedicated DPC or contract-aligned account structure specific to the Canoe offering. This ensures that transactions associated with the Canoe contract can be clearly identified and separated from other customer accounts, legacy account activity, or purchases made under other contract vehicles. This approach allows Wesco to: - clearly distinguish Canoe contract activity from non-Canoe activity - preserve existing customer order history where applicable - align the correct pricing and contract treatment to the appropriate account - support accurate tracking of contract usage and Member activity - generate more reliable reporting tied specifically to Canoe transactions Wesco's government-focused team, pricing and contract administration resources, and internal finance/reporting teams would work together to validate that the correct DPC/account structure is being used and that sales are properly captured for reporting purposes. This internal control helps support accurate monthly reporting, proper pricing application, and reliable calculation of Canoe-related contract activity and administrative fee reporting. Canoe's draft agreement also requires monthly reporting and identification of Member transactions under the program, which this account structure helps support in a practical and auditable manner. Where a public entity already has an existing Wesco account, Wesco would typically maintain that relationship while establishing a separate Canoe-aligned DPC/account structure for Canoe purchases, so that the customer can access the Canoe offering without disrupting historical account activity or creating confusion in reporting.

Pricing Structure

Proponents should describe their pricing structure.

Question	Answer *
Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including	Wesco's pricing model for this solicitation is based on the cost-plus structure required by Canoe and is applied across the product categories included in Wesco's offering. Given the scale and diversity of Wesco's product portfolio, pricing must reflect the realities of

standard or list pricing and the Canoe discounted price) on all of the items that you want Canoe to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.	the electrical, utility, and line maintenance supply market. Wesco maintains relationships with over 50,000 manufacturer partners globally, many of whom offer extensive product lines with thousands of SKUs. As a result, it is not practical to provide pricing for Wesco's full catalogue within this proposal. Wesco is therefore providing pricing based on the master categories identified in the solicitation, supported by representative pricing data for selected products, manufacturers, and commonly purchased items. This approach reflects the fact that the categories identified by Canoe are high-level groupings, and that each category may contain numerous subcategories, manufacturers, and pricing structures. For example, a category such as lighting may include lamps, ballasts, fixtures, controls, emergency products, roadway lighting, and other specialized solutions, each with potentially different manufacturers and pricing methodologies. Wesco's pricing structure may vary within a category depending on the product and manufacturer pricing methodology. Depending on the manufacturer and item, pricing may be based on published list price or MSRP less an agreed discount, distributor net or trade service pricing, SKU-level pricing provided by the manufacturer, project-specific or request-based quotation at time of need, or custom and engineered pricing where no pre-established price exists. Accordingly, while Wesco is providing cost-plus pricing ranges by master category as requested, the pricing structure within each category may vary depending on the product, manufacturer, sourcing method, and commercial model applicable to the item being quoted. Because of the breadth of Wesco's offering, the pricing materials included with this proposal are intended to represent popular and commonly procured items, products from tier 1 and widely recognized manufacturers, and representative examples of the types of goods Wesco expects Canoe Members to procure under this contract. These materials are intended to demonstrate Wesco's pricing methodology and competitiveness, but should not be interpreted as limiting the full scope of products that can be offered under the agreement. Certain items included within the scope of this solicitation may be special order, configured or engineered to project requirements, built to customer specification, priced only at the time of request by the manufacturer, or subject to market-driven cost changes and quotation validity periods. In these cases, no standard list price, MSRP, or static SKU-level cost may exist in advance. For such items, pricing will be quoted at the time of request using the applicable manufacturer or supplier pricing in effect at that time, together with the agreed Canoe pricing structure. With respect to the pricing provided by Wesco, "Cost" means Wesco's Material Acquisition Cost, being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, meaning the material noted in the Wesco quote. Cost expressly excludes value-added services, including but not limited to labeling, kitting, custom packaging, assembly, testing, and pre-delivery inspection, as well as products or services added to an order beyond those indicated in a Wesco quote. Cost also excludes handling, warehousing, inventory carrying, and branch operational costs, freight, shipping, and delivery charges unless expressly included in the manufacturer's

	quote, and administrative fees, insurance costs, or other supplier overhead. Any services or value-added work beyond the product itself will be quoted separately. Wesco notes that a blanket all-inclusive pricing model is not practical across the full scope of this solicitation. Freight, handling, and delivery requirements can vary significantly depending on product size and weight, shipping origin and destination, delivery urgency, mode of transportation required, remote or hard-to-access locations, and special handling or equipment needs. Because these factors vary widely by product, order type, and geography, a universal all-inclusive price would not be commercially accurate and would be difficult to validate or audit. Where applicable, freight and related charges will therefore be identified separately unless they are expressly included in the manufacturer's quoted cost. Wesco is also providing a list of selected tier 1 manufacturers as part of its submission to support visibility into the quality, relevance, and breadth of the proposed offering. To provide additional pricing certainty to Canoe and its Members, Wesco proposes that pricing for standard product supply under this agreement will not exceed Cost + 23%, unless otherwise expressly identified and agreed at the time of quotation due to freight, specialized handling, custom configuration, manufacturer-imposed conditions, or value-added service requirements. For clarity, the upper end of Wesco's pricing range reflects exceptional low-value, one-off, or handling-intensive transactions and should not be interpreted as the typical or average realized margin. For many routine, repeat, and volume-based purchases, pricing would be expected to fall materially lower within the stated range. Cost refers to Wesco's Material Acquisition Cost, being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, as identified in the Wesco quote. Depending on the manufacturer or supplier pricing structure, this cost may or may not include freight charged by the manufacturer. Any exclusions, variances, or non-standard charges will be clearly disclosed at the time of request or quotation. Wesco is committed to working with Canoe and its Members to provide clear, transparent, and contract-aligned pricing for both standard and specialized requirements throughout the term of the agreement.
Quantify the pricing discount represented by the pricing proposal in this response. For this RFP the pricing model is cost plus. State the percentage or percentage range.	Wesco's pricing proposal is based on the cost-plus model required by this RFP, with the applicable percentage or percentage range presented in the portal by category as requested. Because the categories identified in this solicitation are broad and may contain numerous subcategories, manufacturers, and pricing structures, the percentage range also varies by category. In addition, pricing may vary depending on factors such as order volume, product type, sourcing method, manufacturer pricing model, and whether the requirement is for a standard stocked item, a special order item, or a custom or engineered product. Based on Wesco's experience and the category structure provided in this RFP, Wesco's pricing generally ranges from Cost + 4% to Cost + 23%. Wesco will not exceed Cost + 23% for standard product supply, unless otherwise clearly identified at the time of quotation due to freight, specialized handling, custom configuration, manufacturer-imposed conditions, or value-added service requirements.

	For clarity, “Cost” means Wesco’s Material Acquisition Cost, being the manufacturer invoice price paid or payable by Wesco to the manufacturer or upstream supplier exclusively for the material itself, as identified in the Wesco quote. Depending on the manufacturer or supplier pricing structure, this cost may or may not include freight charged by the manufacturer. Any exclusions, variances, or non-standard charges will be clearly disclosed at the time of request or quotation.
Describe any cost-saving opportunities available to Canoe Members. This may include, but is not limited to, volume-based discounts, early payment discounts, seasonal markdowns etc. Specify any conditions or thresholds required to qualify for these discounts, and detail how they would be applied to the final pricing Canoe Members will pay.	Wesco offers a range of cost-saving opportunities that may be available to Canoe Members depending on the product category, order profile, location, and specific Member requirements. Because this RFP covers a broad range of electrical, utility, and line maintenance products, not every savings opportunity will apply to every item or category. Where available, savings will be identified at the time of quotation and reflected in the final pricing provided to the Member. Cost-saving opportunities may include volume-based and project pricing for larger orders, repeat purchases, consolidated demand, or project-based requirements. These opportunities are generally dependent on total order volume, product mix, manufacturer participation, project timing, shipment structure, and forecasted or repeat demand. Where applicable, the savings would typically be reflected through reduced quoted pricing. Wesco may also be able to offer volume rebate opportunities tied to a defined purchase level within a specific product group, manufacturer line, project, or time period. These opportunities are generally dependent on meeting minimum spend or volume thresholds, purchase of eligible products or manufacturers, manufacturer-supported rebate programs, and purchases made within a defined period. Where applicable, these rebates may be applied as a rebate, credit, or commercial adjustment. For Members with larger recurring requirements or broader annual purchasing activity, Wesco may be able to structure annual spend incentives based on total eligible spend over a defined period. These opportunities are generally dependent on total annual spend commitment or actual spend achieved, participating product categories or manufacturers, centralized or standardized purchasing, and mutual agreement on the structure. Where applicable, annual spend incentives may be applied through enhanced pricing, year-end credit, rebate, or another agreed commercial mechanism. Where commercially appropriate and supported by the transaction structure, Wesco may also consider early or prompt payment discounts for qualifying purchases. These opportunities are generally dependent on agreed payment terms, order type, product category, manufacturer or supplier payment constraints, account standing, and transaction size. Where applicable, any such discount would be clearly identified in the quote, invoice terms, or related commercial documentation. In addition, Wesco works with manufacturers that may from time to time offer promotional pricing, special buys, rebates, or category-specific incentives. Where these programs are available and applicable to Canoe Member purchases, Wesco will work to pass through the benefit where commercially permitted. These opportunities may be subject to manufacturer program rules, limited-time promotional periods, minimum purchase thresholds, eligible product lists, or project registration requirements. Wesco can also support cost savings through standardization and product rationalization by helping Members reduce SKU complexity, align recurring purchases to preferred or best-value products, improve access to stocked items, and reduce emergency

	purchasing. Additional savings may also be achieved through programs such as Wesco Managed Inventory, customized stocking, local branch support, replenishment planning, freight optimization, consolidated shipments, direct-from-manufacturer delivery where appropriate, and value engineering or alternate product solutions where acceptable to the Member. Finally, Wesco can support indirect cost savings through audits, training, technical guidance, lighting reviews, renewables support, and access to product specialists, engineers, and project support resources that help Members improve efficiency, reduce waste, and make better long-term purchasing decisions. Any cost-saving opportunity available to Canoe Members will depend on the specific circumstances of the request and may be subject to conditions such as order volume, forecasted demand, eligible manufacturers or products, project registration, shipment timing, delivery requirements, annual spend levels, payment timing, or participation in manufacturer or inventory programs. Where applicable, these savings will be clearly reflected in the quote provided to the Member through reduced unit pricing, project pricing, rebate eligibility, freight optimization, annual spend incentives, prompt payment consideration, or another clearly disclosed pricing adjustment. Wesco is committed to working with Canoe and its Members to identify practical and transparent cost-saving opportunities wherever possible, while ensuring final pricing remains clear, competitive, and aligned with the contract.
Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.	Wesco proposes to facilitate sourced products, open market items, and nonstandard options through a structured quote-based process using the same transparent commercial framework applied to the broader agreement. Because these requests may involve products outside standard stocked lines, specialty equipment, custom configurations, engineered solutions, or items that do not have established catalogue pricing, Wesco’s proposed method is to quote each request individually based on the product, manufacturer, scope, and service requirements. Where applicable, sourced or nonstandard items would generally be supplied on a cost-plus basis using the agreed Canoe pricing structure, unless the nature of the request requires a different manufacturer-driven or project-based pricing model. This ensures that Members continue to receive transparent and contract-aligned pricing even where the requested item falls outside standard program offerings. For sourced products or related services, Wesco’s process would generally include: 1. Review of the Member’s request, specifications, and intended application 2. Identification of available products, manufacturers, or service options 3. Engagement with manufacturer partners, suppliers, or qualified service providers where required 4. Preparation of a quote specific to the request, including any applicable product pricing, freight, lead time, and related conditions 5. Clear communication of any exclusions, assumptions, non-standard charges, or value-added services Where related services are requested in support of product supply, including technical support, commissioning, installation coordination, turnkey solution support, or other value-added activities, these would be quoted separately where applicable and clearly

	identified in the proposal or quote. This approach provides Canoe Members with flexibility to access a broad range of products and related solutions beyond standard stocked items, while maintaining pricing transparency, clear documentation, and alignment with the overall intent of the agreement.
Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Wesco's submitted pricing is intended to reflect product pricing in accordance with the cost-plus methodology described in this proposal. Certain elements of the total cost of acquisition may not be included in the submitted pricing where they are not inherent to the material itself or where they vary based on the specific request, product, site conditions, manufacturer requirements, or service scope. Elements that may not be included in the submitted pricing include: 1. Value-added services This may include labeling, kitting, custom packaging, special packaging, assembly, testing, pre-delivery inspection, staging, or other non-standard handling or preparation activities. These costs would be imposed by Wesco where specifically requested by the Member or required to support the order. 2. Installation, start-up, commissioning, programming, or set-up services Where related services are requested in support of product supply, including installation coordination, commissioning, programming, start-up, or turnkey solution support, these costs are not included unless specifically identified in the quote. These costs may be imposed by qualified third-party service providers, certified installers, or manufacturer-authorized technicians engaged directly by Wesco or through Wesco Energy Solutions in support of the Member's requirements. 3. Mandatory or specialized training If product-specific, safety, operational, or manufacturer-required training is required and is not included by the manufacturer as part of the product purchase, it would be quoted separately. These costs may be imposed by the manufacturer, an authorized training provider, or a qualified third-party service provider. 4. Manufacturer-imposed inspection, certification, or technical service charges Certain products or equipment may require factory inspection, certification, testing, start-up review, or other technical services as a condition of warranty, operation, or acceptance. These costs may be imposed by the original equipment manufacturer or its authorized service representative. These parties are manufacturer partners or authorized third parties, not employees of Wesco. 5. Extended warranty or enhanced warranty coverage Where a Member requests warranty coverage beyond the standard manufacturer warranty, any extended warranty, service plan, or enhanced coverage would be quoted separately unless expressly included in the quote. These costs may be imposed by the manufacturer, an authorized warranty provider, or a qualified third-party service organization, depending on the product and program structure.

	6. Custom or engineered product costs For custom-configured, engineered, or built-to-order products, pricing may exclude design changes, engineering review, drawings, submittals, or other project-specific manufacturer charges unless specifically included in the quote. These costs are generally imposed by the manufacturer or upstream supplier. 7. Regulatory, environmental, or compliance-related charges Certain products may be subject to environmental handling fees, recycling fees, battery fees, hazardous material charges, or other regulatory costs depending on product type and jurisdiction. These charges are typically imposed by manufacturers, suppliers, carriers, or applicable regulatory frameworks and would be identified separately where applicable. 8. Site-specific or customer-specific requirements Where a Member requires site access coordination, special delivery windows, lift-gate service, inside delivery, security clearances, remote site access arrangements, or other special handling not included in standard supply, these costs may not be included in the submitted pricing. These costs may be imposed by third-party logistics providers, installers, service providers, or other third parties supporting the delivery or implementation. 9. Taxes and other statutory charges Applicable sales taxes and any other statutory charges required by law are not included unless expressly stated. These charges are imposed by the applicable governmental authority. Where any such cost applies, it will be clearly identified at the time of request or quotation so that Canoe and its Members have full visibility into the total acquisition cost. For clarity, Wesco is the supplier of record for product supply. Manufacturers, upstream suppliers, third-party carriers, qualified service providers, certified installers, manufacturer-authorized technicians, and warranty providers may impose or contribute to certain additional charges depending on the nature of the purchase. Where such parties are engaged, Wesco will identify their role and any applicable costs as part of the quoting process.
Outline how prices may be subject to change over the term of the agreement.	Wesco's pricing is intended to remain stable and transparent over the term of the agreement; however, certain prices may be subject to change where driven by manufacturer or market conditions, particularly for non-stock, special order, custom, engineered, or quote-based items. Wesco's offering includes a broad range of products from many manufacturers, and some products are subject to pricing models that are established only at the time of request or are affected by factors outside Wesco's direct control, including manufacturer cost changes, commodity fluctuations, regulatory changes, supply chain conditions, and product availability. For standard program pricing, Wesco will manage pricing in accordance with the agreement requirements and any approved category pricing submitted as part of this response. Where a pricing change is required during the term, Wesco would follow the formal contract change process, including advance written notice and supporting rationale, in accordance with the agreement. Wesco understands that any request to adjust pricing must be submitted with at least 45 days prior written notice and remains subject to Canoe review and approval. Wesco also understands that Canoe may decline pricing changes prior to the first anniversary of the effective date.

	In general, price changes over the term may arise in circumstances such as: - manufacturer price increases or decreases - commodity or raw material fluctuations - changes to manufacturer programs or discount structures - supply chain disruptions or product discontinuations - regulatory, environmental, or compliance-related cost impacts - custom, project-specific, or engineered products quoted at time of request Where any pricing change, variance, or quote-specific condition applies, Wesco will clearly identify it at the time of request or quotation so that Canoe and its Members have full visibility into the basis for pricing. Wesco's approach is to ensure that any changes are communicated transparently, supported by the applicable manufacturer or supplier conditions, and managed in a manner consistent with the agreement. Wesco is also committed to ensuring that standard product supply pricing under the agreement will not exceed Cost + 28%, unless otherwise clearly identified and agreed at the time of quotation due to freight, specialized handling, custom configuration, manufacturer-imposed conditions, or value-added service requirements.
Specify any exceptions for specialty, non-stock or custom items which may have different shipping and pricing structure.	Specialty, non-stock, and custom items may be subject to different shipping and pricing structures than standard stocked products due to the nature of sourcing, manufacturer requirements, product specifications, and delivery conditions. In general: 1. Specialty items Specialty items may require manufacturer sourcing, special handling, dedicated transportation, factory packaging, inspection, or additional coordination depending on the product type. Pricing for these items may be based on manufacturer quote, project pricing, or other non-standard commercial structures. Shipping may vary based on size, weight, handling requirements, origin, and destination. 2. Non-stock items Non-stock items are not regularly held in local branch inventory and may need to be sourced from another branch, a distribution centre, or directly from the manufacturer. As a result, shipping timelines, freight costs, and pricing may differ from standard stocked items. Pricing for non-stock items may be based on current supplier cost at time of request, together with the applicable contract pricing structure. 3. Custom or engineered items Custom, configured, engineered, or built-to-order items may have unique pricing and shipping structures based on design requirements, manufacturer quotation, production lead time, special packaging, inspection requirements, and delivery method. These items may not have pre-established list pricing, MSRP, or static SKU pricing and are often quoted at the time of request. Exceptions that may apply to specialty, non-stock, or custom items include: - manufacturer-imposed minimum order quantities - project-specific or quote-based pricing - longer lead times - special packaging or crating - factory inspection, testing, or certification charges - direct-from-manufacturer shipping

	- dedicated freight, oversized freight, or special handling charges - custom configuration, engineering, or submittal-related costs - warranty structures or return policies that differ from standard stocked products Where any such exception applies, Wesco will clearly identify the applicable pricing structure, freight treatment, lead time, and any non-standard conditions at the time of request or quotation. Wesco's approach is to maintain transparency while providing Members with access to a broad range of products beyond standard stock offerings. Even where specialty, non-stock, or custom items require a different pricing or shipping structure, Wesco will work to ensure that the quote remains clear, commercially reasonable, and aligned with the intent of the agreement. ``

Pricing classification

#	The pricing offered is:	Select 1 yes	Pricing methodology for the one you selected "yes"
1	The same as the Proponent typically offers to an individual public entity such as municipality, city, university, or schoolboard OR	○ Yes ◉ No	While Wesco does not maintain a standard price list or benchmark pricing against other customer engagements, the pricing submitted in this response has been prepared in good faith and reflects Wesco's assessment of competitive and commercially reasonable terms for this engagement, considering the specific scope, volume and overall commercial relationship outlined in the RFP, as well as current market conditions and supply chain dynamics. Wesco's pricing reflects a delivery of sustained value to Canoe.
2	The same as the Proponent typically offers to Group Purchasing Organizations, or provincial entities OR	○ Yes ◉ No	While Wesco does not maintain a standard price list or benchmark pricing against other customer engagements, the pricing submitted in this response has been prepared in good faith and reflects Wesco's assessment of competitive and commercially reasonable terms for this engagement, considering the specific scope, volume and overall commercial relationship outlined in the RFP, as well as current market conditions and supply chain dynamics. Wesco's pricing reflects a delivery of sustained value to Canoe.
3	Better than the Proponent typically offers to Group Purchasing Organizations, or provincial entities.	○ Yes ◉ No	While Wesco does not maintain a standard price list or benchmark pricing against other customer engagements, the pricing submitted in this response has been prepared in good faith and reflects Wesco's assessment of competitive and commercially reasonable terms for this engagement, considering the specific scope, volume and overall commercial relationship outlined in the RFP, as well as current market conditions and supply chain dynamics. Wesco's pricing reflects a delivery of sustained value to Canoe.

Schedule "B1"

PRICING

Schedule "C"

MARKETING AND PROMOTION OF AGREEMENT

Once the Agreement is awarded, the Supplier will meet with Canoe to discuss an effective launch strategy, and shall provide:

- Supplier's contact information;
- Customer engagement strategy;
- Access to knowledge sharing materials (e.g., webinars);
- Escalation process;
- Marketing materials, and,
- Other relevant materials.

To support Members, Canoe and the Supplier will work together to encourage the use of the Agreement resulting from this RFP.

The Supplier will actively promote the Agreement to Members by:

- Educating and creating awareness within their dealer and distribution networks about group purchasing, Canoe Procurement Group and the use of Canoe contract by Members;
- Conducting sales and marketing activities directly to onboard Members;
- Providing excellent and responsive Members support;
- Identifying Members savings; and
- Identifying improvement opportunities (e.g., planning priorities, multi-year projects).

Canoe will promote the use of the Agreement with Members by:

- Using online communication tools to inform and educate;
- Holding information sessions and webinars, as required;
- Attending, when appropriate, Members and Supplier events;
- Facilitating Member engagement, where appropriate;
- Providing effective business relationship management;
- Managing and monitoring Supplier performance;
- Facilitating issue resolution; and
- Marketing Supplier promotions.

Schedule "D"

SAMPLE SALES REPORT

canoe
procurement group of canada

Supplier Name: OFFICE SUPPLY COMPANY
Canoe Contract Number: CAN-2024-IIII
Month: June
Year: 2024

CANOE SUPPLIER ADMIN FEE TEMPLATE
Monthly Submission of Data Required

Member Number	Member Name	Province	Branch (if applicable)	Date of Purchase	Transaction Date	Accounting Date	PO #	Invoice #	Item Description	Category (Parts / Labour / Service)	Item cost	Miscellaneous	Freight	Subtotal	PST	GST/HST	Total Invoice	Amount eligible for Admin Fee	Admin Fee Rate	Admin Fee to Canoe
AB1603	SAMPLE ONLY County of your County	AB	ED	3/5/2024	3/5/2024	3/5/2024	555662	9955623	Pens	Parts	5.32	-	-	5.32	-	0.27	5.59	5.32	5.00%	0.27
AMM5002	SAMPLE ONLY RM of your town	MB	WN	2/1/2024	2/25/2024	3/1/2024	TR33556	9955624	Trays	Parts	552.30	0.20	0.50	553.00	33.18	27.65	613.83	552.30	5.00%	27.62
SAR1222	SAMPLE ONLY Town of At Home	SK	RG	12/23/2023	1/31/2024	3/1/2024	202403jjj	9955625	Whiteboard	Parts	1,555.20	-	20.30	1,575.50	110.29	78.78	1,764.56	1,555.20	5.00%	77.76
TOTALS											2,112.82	0.20	20.80	2,133.82	143.47	106.69	2,383.98	2,112.82	5.00%	105.64