



2022 Q4 Mid-Point Update

Global All-Hands
November 10, 2022

Agenda



- News - Robert
- Product Roadmaps - PMs
- Wesco Owned Brands - Duke
- Quality - Ishpreet
- Closing Thoughts - Robert

What's Happening at Enconnex?

News



New hires

None in October

Big Wins!

Fully integrated EdgeRack 5M for IRS
Cabinets for DC Blox new location
Cadence 320! PDUs
Phoenix NAP racks/PDUs continued



Attention!

Christmas Party 12/3 in Reno.
RSVP quickly, please.
w/ or w/o +1.

Heads Up!

Wesco integration going well.
Further updates this meeting.



PM and Engineering

Real Device Testing - Roadmap

Fandoor for standard cabinets (no update)

- V5 to integrate the power cutoff switch into the door
- Collecting design feedbacks from the customer

Customized iPad Shelf (no update)

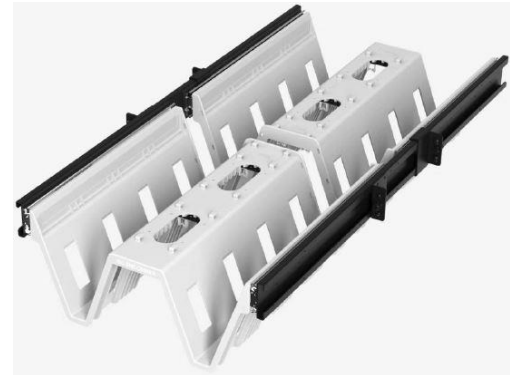
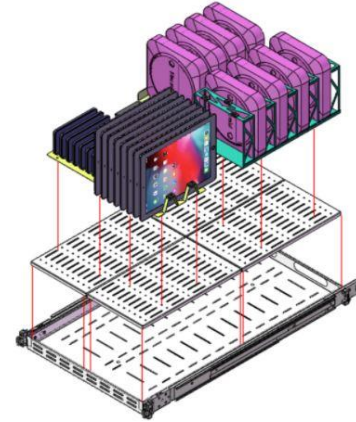
- Fits 32 iPad Pro, 2 Mac Minis and 2 USB hubs
- Collecting customer feedbacks

Device holders for flat sliding shelf (no update)

- 8 different type of device holders that can securely place testing devices in any combination at any place in the shelf
- Under sample validation process
- Estimated availability Q4 2022

Customized Plastic laptop testing shelf (update)

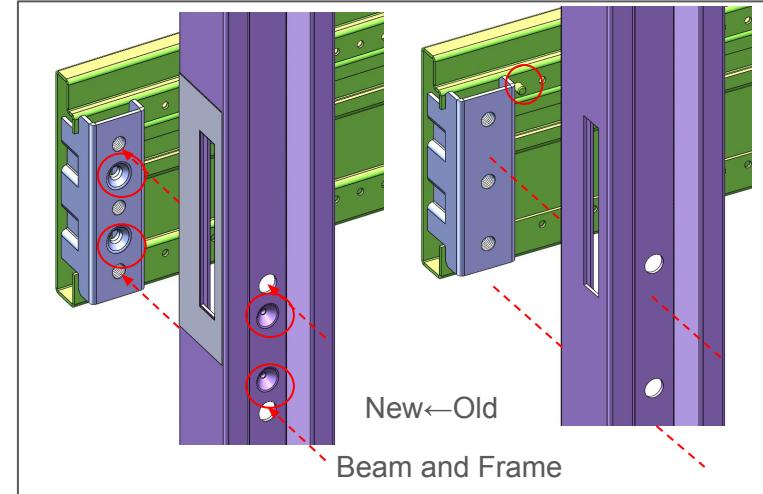
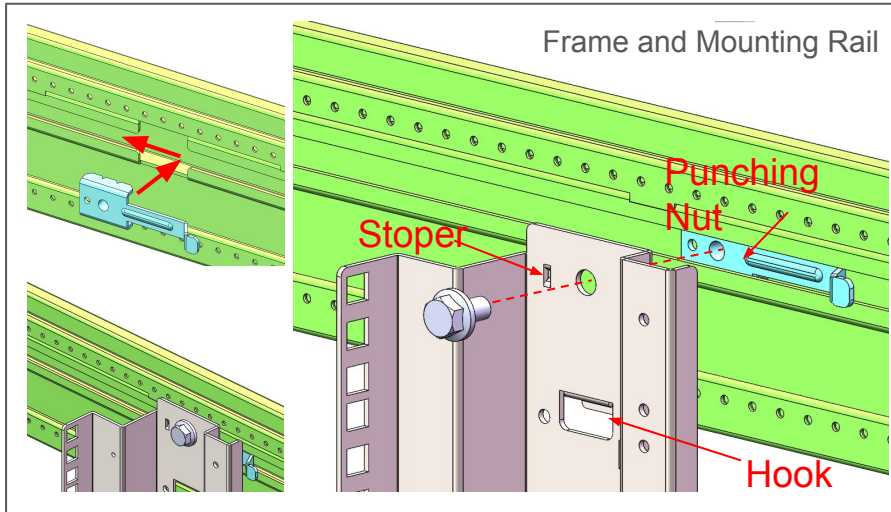
- Plastic as non-conductive material will not block signal as sheet metal material dose, make sure signal reach to the laptop at very bottom level
- Moved from design verification to simple validation



Metal - Roadmap

Infinirack (Generally Available in March)

- Dossier target date is Dec.1st
- Pilot build from Dec.3rd to Jan.7th
- UL test from Jan.7th to Jan.14th
- Design Updated for Easy Installation



Series	ECX	DC	IR
Screws Qty*	80	84	56
Metal Parts variety*	11	11	8

*Based on structural parts

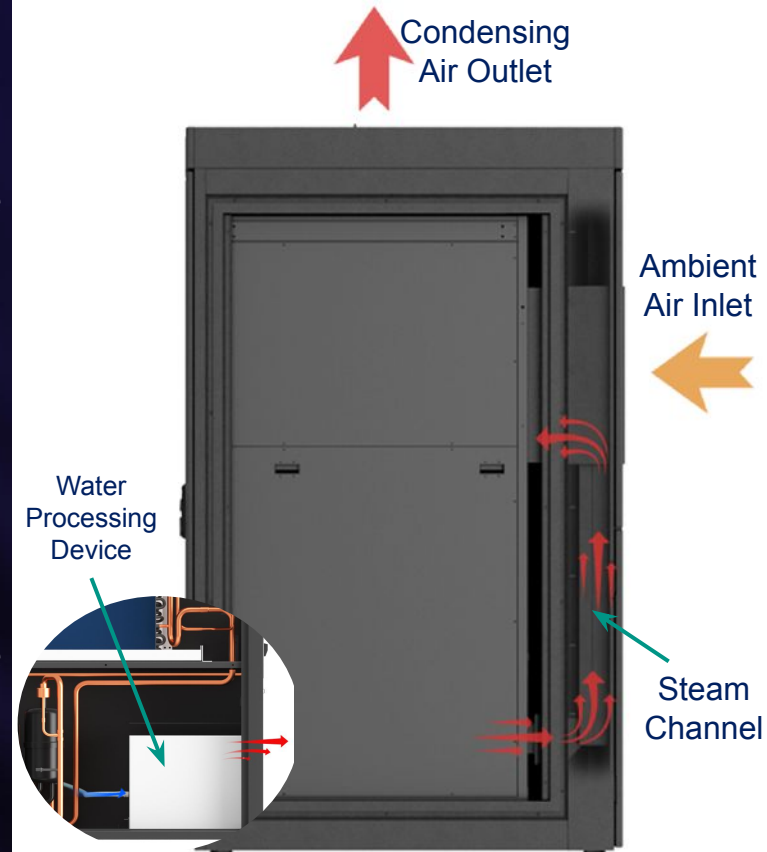
EdgeRack - Roadmap

EdgeRack 5M (UPDATE)

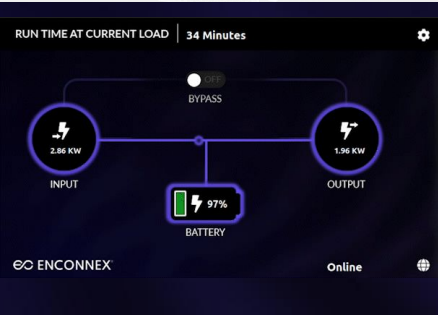
- Self-contained cooling unit, 5kW, variable capacity, 31U usable IT space.
- **Easy installation**, with rollers, bottom rack-mounted.
- Built-in water processing device, environmental control inside cabinet.
- Scalability application.
- Cabinet updating design done (800mm), Compliance test, estimated launch Q1 2023.

EdgeRack Industrial 8M (UPDATE)

- 900mm x 1300mm x 2100mm , NEMA 12 / IP55.
- Self-contained cooling unit, 8kW, variable capacity, 42U usable IT space.
- Built-in water processing device, environmental control inside cabinet, **easy installation and maintenance**.
- Scalability application.
- Compliance test & IP test passed, estimated launch Q1 2023.



Power - Roadmap



AC6000 next generation (**UPDATE**)

- New battery selected for better safety factor and supply chain
- New controller design for much more features and space for future updates
- Expandable design for AC9000 and for longer run battery
- Estimated Availability - **Q3 2023**
- Outsourcing some portions of the design to speed up the development

TAA PDU (**UPDATE**)

- All models sent to CSA for UL testing
- General availability **Q1 2023**

Connectivity - Roadmap

Copper and Fiber local sourcing

- In process of qualifying alternate NA local CM

Inventory Update

- Connectivity stock order planned, pending approval to proceed
 - Target ETA mid-late January
- Please place orders early.

Wesco Owned Brands

WESCO Owned Brands Overview

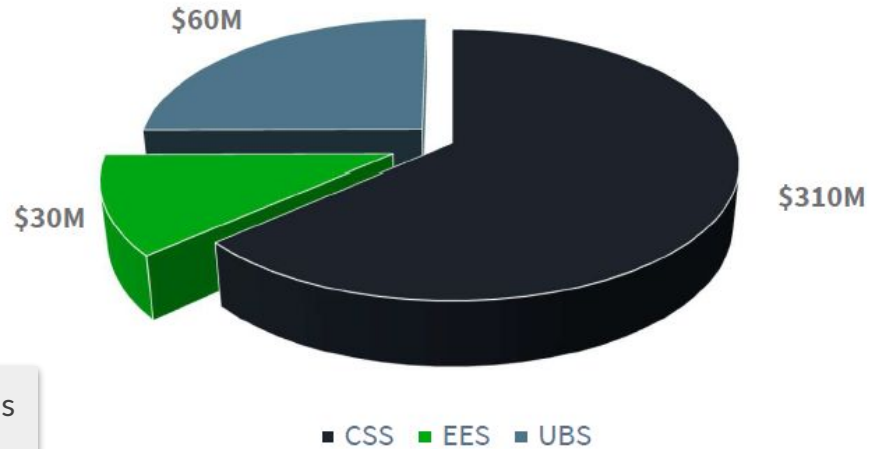
Owned Brands is a collection of Product brands as a result of Acquisition into the WESCO | Anixter portfolio

Owned Brands is \$400M or 2% of WESCO Revenue

CSS	EES	UBS

CSS = Communications & Security Solutions
 EES = Electrical & Electronic Solutions
 UBS = Utility & Broadband Solutions

Owned Brands Sales Forecast FY2022



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Owned Brands Segmentation

Portfolio of WESCO Owned Brands which compliment our National Brand offer and expands addressable market share.

Premium

- Competes on performance and price with national brands
- High Degree of marketing support, Shows, Rewards, Ecomm





Commodity

- Meets general specifications at a lower price point than national brands
- Basic Spec sheets/Sell sheets/Website










Unbranded

- Lowest Price Point
- Competes with Generics
- Little to no Marketing support.

Owned Brands Sales Channels

Security	Data Center	Construction	Pro A/V	Global Accounts	Government	Utility
Product Focus	Product Focus	Product Focus	Product Focus	Product Focus	Product Focus	Product Focus
<ul style="list-style-type: none"> ✓ Cat 5/6 Cable ✓ Low Voltage wire ✓ Access Control ✓ Locking systems ✓ Alarms ✓ Connectivity ✓ SLA Batteries 		<ul style="list-style-type: none"> ✓ PPE ✓ Tapes ✓ Safety kits ✓ Lighting ✓ Fabric Innerduct 	<ul style="list-style-type: none"> ✓ Cat 5/6 Cable ✓ HDMI ✓ Video Extenders ✓ Video Software ✓ Room in a box ✓ Video Detect SW ✓ Lighting 	<ul style="list-style-type: none"> ✓ Restoration Eq. ✓ Access Control ✓ Alkaline batts ✓ MRO Consumables 	<ul style="list-style-type: none"> ✓ Fabric Innerduct 	<ul style="list-style-type: none"> ✓ Fabric Innerduct ✓ Lashing wire ✓ Guy wire ✓ Mechanical wire ✓ Hardware ✓ Fasteners

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Owned Brands Participates in 3 Segments

Best

-----National Brands typically Operate in the Best Segment-----

Better

OB Tier	Brands	Value Proposition	Marketing that will be included
Premium	<ul style="list-style-type: none"> Liberty Inner Range MaxCell 	<ul style="list-style-type: none"> Premium products with unique value prop that fills gap in markets. Positioned alongside top tier brands 	<ul style="list-style-type: none"> Brand website Trade shows P3+ Managed Included in Rewards programs Shared marketing resources E-commerce site Redistributed
	<p> Enconnex</p>		
Commodity	<ul style="list-style-type: none"> Actuvate Fastec General Lock Kinect Marathon New Safety Brand 	<ul style="list-style-type: none"> Meets general specifications at a lower price point than national brands 	<ul style="list-style-type: none"> Included on Compass Product sales sheets Spec sheets for customers General product awareness May or may not be included in marketing campaigns and P3+
	White label		

Good

Basic

Product Management Market Insights

Understanding ? Basics

By?
10.10.22





Quality

Quality Policy



Quality Overview

Tasks updates from previous quarter:

- Stage 2 audits in China  Done.
- Enhancements to existing vendor management  WIP, first phase expected to be completed by end of the quarter.
- Training LMS systems  Done, all the trainings assigned for quality systems are in Odoo.
- Internal audits in September  Done.

Improvements

Odoo development in Q3-2022

- Approvals on fly
- Risk Management Module
- Enhancements to CAPA system

Q4-2022 tasks for Odoo development:

- Phase 1 of vendor management program
 - >> Enhancements to quality control points and quality checks in Odoo
 - >> Traceability of complaints with part number and vendor contact
- Training management System

Announcements:

- China site is now included in our ISO9001:2015 certificate
- We are now moving towards ISO14001
- Corrective Action due date is 12/31/2022

Updated Certificate

Certificate

Standard **ISO 9001:2015**

Certificate Registr. No. 74 300 4778

Certificate Holder:

 **ENCONNEX®**

Enconnex LLC
4670 2700 Mill Street, Unit 400
Reno, NV 89502
USA

Scope:


Design and Manufacturing of data center products including server racks and cabinets, UPSs, network cabling, power and containment to data centers, hyperscale customers, colocation facilities, engineering labs and enterprise edge customers.

Proof has been furnished by means of an audit that the requirements of ISO 9001:2015 are met.

Validity:

The certificate is valid from 2021-10-21 until 2024-10-20.
First certification 2021

2022-11-01


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
Annex to certificate

Standard **ISO 9001:2015**

Certificate Registr. No. **74 300 4778**

No.	Location	Scope
/00	Enconnex LLC 4670 2700 Mill Street, Unit 400 Reno, NV 89502 USA	Sales, Design, Engineering, R&D
/01	Enconnex LLC 4670 Aircenter Cir Reno NV 89502 USA	Manufacturing, Assembly, Test, Warehousing, Shipping, Receiving
/03	Enconnex LLC Unified Social Credit Code: 22F #06-08 Honghui International Plaza Tower A 1600 West Zhongshan Road 200235 Xuhui P.R. China	Design of data center products including server racks and cabinets to data centers, hyperscale customers, colocation facilities, engineering labs and enterprise edge customers
/04	Enconnex LLC Unified Social Credit Code: Building A, Logan Century Unit 1109 Bao'an District 23 Haixiu Road 518133 Shenzhen P.R. China	Design of data center products including server racks and cabinets to data centers, hyperscale customers, colocation facilities, engineering labs and enterprise edge customers

2022-11-01


TUV Rheinland of North America, Inc.
295 Foster Street, Suite 100, Littleton,
MA 01460

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Thank You!

Toast to the audit team for volunteering for Q3-2022 Internal Audits

- Katie → Framework for QMS
- Komal → Operations
- Zack → Manufacturing
- Renny → Quality
- Amy, Cicy and Layla from the China site

What's happening with ISO 14001

Q4-2022:

- Identify relevance with ISO9001, and evaluate what additional procedures needs to be developed.
- Define environmental policy
- Define environmental objectives
- Identify what ISO 9001 procedures will be impacted

Q1-2023

- Develop all procedures for EMS/ISO14001

Q2- 2023

- Internal Audits for EMS

Q2-2023/Q3-2023

- EMS certification

Closing Thoughts

Thank You

