



Graybar
Knows **Lighting**



CAPITAL PROJECTS | RENOVATIONS | MAINTENANCE

YOUR ONE SOURCE FOR TOTAL LIGHTING SOLUTIONS

Whether you're designing new buildings for your campus or maintaining or renovating existing facilities, look to Graybar to assess, design, implement and manage a successful lighting project.

▶ Unmatched Lighting Experience

Our certified lighting technical specialists will help you every step of the project, helping you stay on track and obtain future energy savings.

▶ Lighting Controls Teams

With the rise of connected buildings, lighting controls are in demand. Our lighting control teams can help you find affordable, easy to install and future-ready wireless controls that fit your needs.

▶ Lighting Assessment Process

We can accurately assess your facility and provide design recommendations based on your requirements, approved fixtures and local utility rebates.

▶ The Most Trusted Lighting Brands

We're manufacturer agnostic and help you find the right solution for your toughest lighting challenges.

▶ Lighting Renovation Professionals

Our local lighting renovation teams can help you find the right LED solution for your space and budget.

▶ Extensive Local and National Relationships

Our channel participants include electrical contractors, lighting maintenance contractors (LMC), energy service companies (ESCOs) and system integrators to help make your lighting installation a success.

▶ Drive Large and Small Lighting Projects

With our nationwide presence of nearly 290 locations, we have a lighting team near you dedicated to managing your next project.

▶ Comprehensive State, Local and Education Expertise

Graybar is the awarded supplier of lighting, electrical and more through OMNIA Partners, Public Sector. OMNIA Partners is the largest and most experienced cooperative purchasing organization dedicated to public sector procurement.

OUR LIGHTING VISION

Be your 'one source' for lighting products and services, deliver superior results and exceed your expectations.

THE GRAYBAR ADVANTAGE



6 STEP
LIGHTING
ASSESSMENT

65

NATIONAL LIGHTING
BUSINESS DEVELOPMENT
MANAGERS

260+

LIGHTING SALES
REPRESENTATIVES



185 LIGHTING
ASSESSORS

50+

CERTIFIED LIGHTING AND
CERTIFIED LIGHTING CONTROLS
PROFESSIONALS

END USERS
SERVED



1 CENTRALIZED MULTI-LOCATION
PROJECT MANAGEMENT TEAM



Cities/Counties



K-12/Higher Education

30+

LIGHTING
CONTROL
SPECIALISTS



14 **NATIONWIDE**
RENOVATION TEAMS

150 YEARS IN
BUSINESS

CRACKING THE CODE ON LIGHTING RENOVATION

You already know LED is the best choice for lighting your facility for its high efficiency and long-lasting life. Why haven't you upgraded yet? We get it – LED lighting upgrades are complex.

The exhaustive list of products, confusing technology and cryptic codes make LED just plain difficult. But lighting is easier than you think when you have Graybar on your side.

We have a different way of looking at lighting projects we call the Graybar Assessment Process (GAP) and our lighting specialists are there to help you every step of the way.

They'll take you through our assessment process and provide a proposal that documents your priorities, key building spaces to retrofit and the right LED lighting solution for each space.

But we don't stop there. We'll help you manage the installation, process utility rebates and identify future energy savings opportunities.

WE LOOK AT LIGHTING PROJECTS DIFFERENTLY.



EVERY SPACE HAS A PURPOSE



We look at lighting renovation differently. By adopting a lighting solution based on the purpose of the space you're lighting, you're getting all of the economic and sustainability benefits of LED, but you're also solving critical challenges for your business. The right lighting improves safety, bolsters productivity and enhances 'prestige' spaces that make an impression.



SPACE	SAFETY	PRODUCTIVITY	PRESTIGE
EXAMPLES	<ul style="list-style-type: none"> ▪ Stairwells ▪ Parking Garages ▪ Restrooms 	<ul style="list-style-type: none"> ▪ Office cubicle ▪ Work stations ▪ Classrooms 	<ul style="list-style-type: none"> ▪ City Hall ▪ Student Center ▪ Stadiums/Arenas
PURPOSE	<ul style="list-style-type: none"> ▪ Highest possible safety standards ▪ Best cost 	<ul style="list-style-type: none"> ▪ High energy levels ▪ Enhanced mood ▪ Wellness 	<ul style="list-style-type: none"> ▪ Fabulous first impression ▪ Quality ▪ Integrity
STRATEGIES	<ul style="list-style-type: none"> ▪ Low cost - lower impact ▪ Minimal installation skills needed 	<ul style="list-style-type: none"> ▪ Solid, consistent lighting ▪ Match lighting to task ▪ Match to bio-rhythms 	<ul style="list-style-type: none"> ▪ Dramatic lighting ▪ Highlight architectural details

LIGHTING SERVICES FOR CONTRACT EV-2370



Staging and Delivery

There's nothing worse than pallets of fixtures cluttering the jobsite waiting for installation. Graybar can store material for delivery at a specified date and time.



Material Kitting

Graybar can package together common components and provide a complete kit of materials ready for assembly or installation.



Electronic Systems Integration

Graybar can integrate with your procurement and accounting system to enable electronic purchasing and provide anytime, anywhere access to critical information throughout the entire ecosystem.



Fixture Carts

You don't have to pay skilled labor to manage materials. Graybar can unpack and organize fixtures by room or floor in carts that improve installation efficiency and reduce jobsite waste.



Project Management

Our project management team can ensure smooth ordering and delivery while helping you keep the project on-time and on-budget.

SERVING STATE & LOCAL GOVERNMENT, EDUCATION, SPECIAL DISTRICTS AND NON-PROFITS

Graybar is the awarded supplier of these materials and solutions through OMNIA Partners, Public Sector, the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement.

U.S. Communities is now a subsidiary of OMNIA Partners.

CONTRACT # EV2370

Electrical, Lighting, Data/Communication, Networking, Wireless, Security and Related MRO Supplies.

Service Solutions to Support Products

Why OMNIA Partners through Graybar?

We are a leading distributor of electrical, lighting, data/communications, networking, security and related MRO products. With 289 locations across North America, Graybar is a local distributor backed by the strength of a FORTUNE 500 company.

The Graybar-OMNIA Partners Program:

- Satisfies solicitation requirements
- Lead public agency managed contracts
- No cost to participate
- Contracts allow your organization to maximize savings on the products you need while reducing procurement time.
- Ensures accurate contract pricing, terms and agency specific requirements.

Eligible Agencies

- State Agencies, Counties, Cities, Towns and Villages
- Specials Districts: Water, MUD's, Transportation, Airports
- Public and Private Higher Education
 - » Colleges, Universities, Technical Schools
- Public and Private K-12
 - » School Districts, Charter Schools and Other
- Non-Profits: Churches, Education, Healthcare and Other

Value Added Services

A complete and comprehensive offering of value added services to support the products included in our contract. Services may include, but not limited to: assessment, repair, renovation, installation, testing, inventory, emergency, recovery, training and other related services that may be offered through Graybar.

eCommerce – Inventory Management

Connect with Graybar through Graybar.com, private marketplaces or PunchOut. Graybar supports our customer's eProcurement initiatives by interfacing with a variety of ERP systems, software providers and marketplaces. We make it easy for customers to find products, place orders, check on transactions and much more – 24/7.

Customer Focus

Graybar has developed an unmatched selection of value added services and solutions to support the products we distribute daily. We are committed to satisfying our customers through delivery of consistent, reliable and quality service.

Graybar Financial Services

Graybar Financial Services® (GFS) can provide states, local governments and educational institutions financing for products covered in our contract and related services, whether for volume purchases, projects, or otherwise.

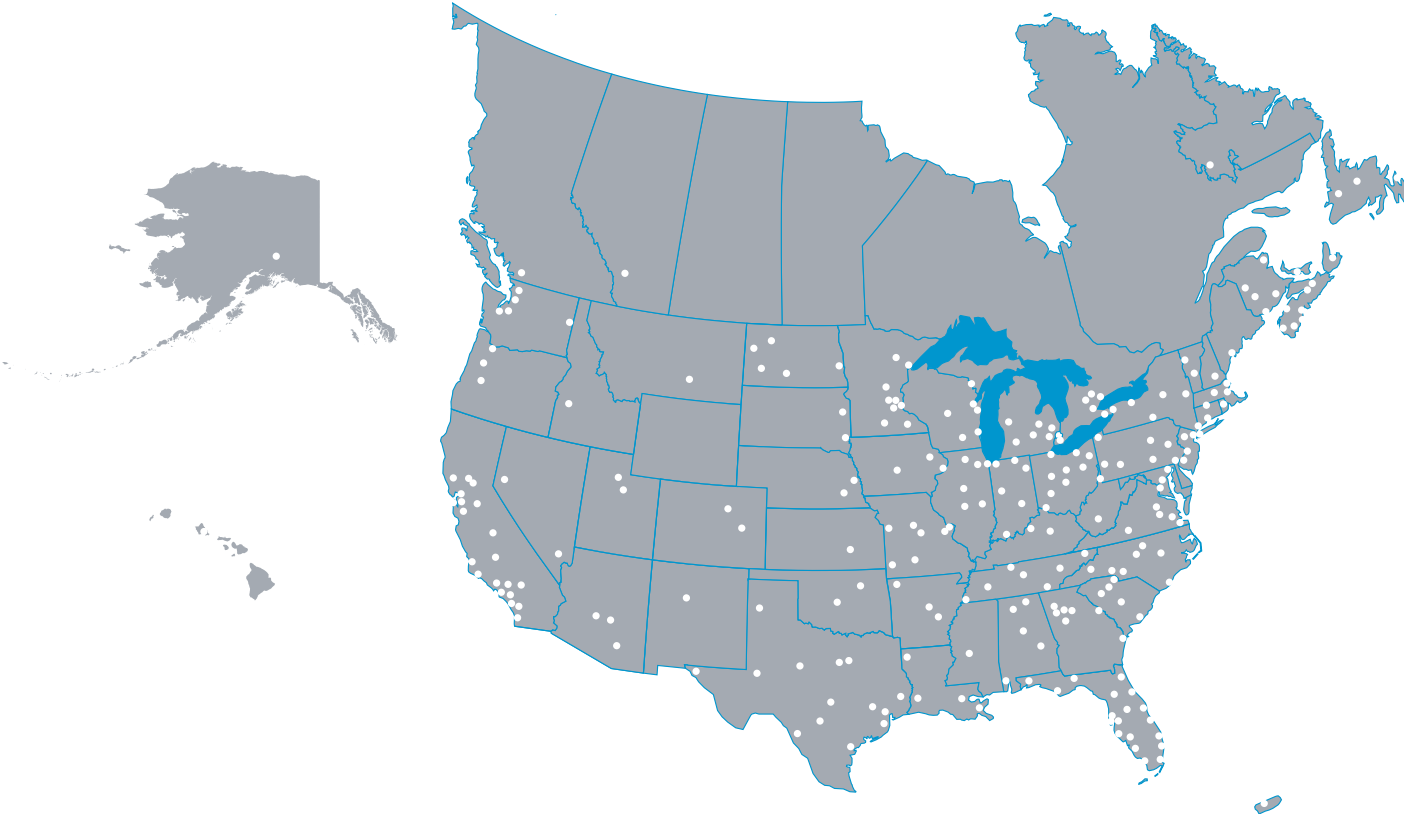
How to Register

Simply register at www.omniapartners.com/publicsector.

Registration does not obligate you to purchase through the program, but it does introduce you to a wide range of products and services at outstanding prices.

FULL-SERVICE, MULTI-LOCATION LIGHTING EXPERIENCE

With Graybar's nationwide presence of nearly 290 locations, we have a location near you and a project management team dedicated to planning, coordinating and executing your lighting project. Relying on Graybar across the country, you'll receive the same level of expertise, excellent customer service and vast selection of products no matter where your project is located.



Graybar U.S. Communities Program Managers

Rob Rhoads, East ▪ (202) 445-8992 ▪ robert.rhoads@graybar.com

Jeff Peskuski, Central ▪ (630) 640-4905 ▪ jeff.peskuski@graybar.com

Adam Sass, West ▪ (925) 216-2858 ▪ adam.sass@graybar.com

1-800-GRAYBAR ▪ omniapartners@graybar.com
graybar.com/uscommunities ▪ omniapartners.com/graybar

