



## **WESCO International and Plug and Play Launch B2B Sales and Distribution Accelerator**

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PITTSBURGH, June 12, 2019 /[PRNewswire](#)/ -- WESCO International, Inc. (NYSE: WCC) announced today that WESCO Distribution, Inc. has entered into an alliance with Silicon Valley-based Plug and Play, a global innovation and startup accelerator platform. WESCO joins as a founding anchor member in launching their newest accelerator, B2B Sales and Distribution, focused on industry-specific startups and their technologies.

Headquartered in Pittsburgh, Pa., WESCO International is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturer (OEM) products, construction materials, and advanced supply chain management and logistics services.



Headquartered in Sunnyvale, Calif., Plug and Play connects startups and leading corporations around the world through a series of industry-specific accelerator programs. WESCO will have access to a global network of startups developing new digital technologies and innovative tools and solutions for the B2B distribution value chain.

"The future of distribution will require new data-driven solutions and services that build upon our historical roots of linking manufacturers to customers in the supply chain. Our alliance with Plug and Play positions WESCO to effectively participate in the digital ecosystem and expand the digitization of our business at a faster rate," said John J. Engel, Chairman, President and CEO of WESCO International.

"We are excited to have this opportunity to engage with WESCO to facilitate the launch of the B2B Sales and Distribution Accelerator. WESCO's leading position in wholesale distribution combined with their digital transformation strategy makes them an ideal founding member," said Saeed Amidi, CEO of Plug and Play.

### About WESCO International

*WESCO International, Inc. (NYSE: WCC), a publicly traded Fortune 500 holding company headquartered in Pittsburgh, Pennsylvania, is a leading provider of electrical, industrial, and communications maintenance, repair and operating (MRO) and original equipment manufacturer (OEM) products, construction materials, and advanced supply chain management and logistic services. 2018 annual sales were approximately \$8.2 billion. The company employs approximately 9,300 people, maintains relationships with approximately 30,000 suppliers, and serves approximately 70,000 active customers worldwide. Customers include commercial and industrial businesses, contractors, government agencies, institutions, telecommunications providers, and utilities. WESCO operates 10 fully automated distribution centers and approximately 500 branches in North America and international markets, providing a local presence for customers and a global*

*network to serve multi-location businesses and multi-national corporations.*

<http://www.wesco.com>

About Plug and Play

*Plug and Play is a global innovation platform. Headquartered in Silicon Valley, we have built accelerator programs, corporate innovation services and an in-house VC to make technological advancement progress faster than ever before. Since our inception in 2006, our programs have expanded worldwide to include a presence in over 20 locations globally giving startups the necessary resources to succeed in Silicon Valley and beyond. With over 10,000 startups and 280 official corporate partners, we have created the ultimate startup Protected ecosystem in many industries. We provide active investments with 200 leading Silicon Valley VCs, and host more than 700 networking events per year. Companies in our community have raised over \$7 billion in funding, with successful portfolio exits including Danger, Dropbox, Lending Club and PayPal. For more information, visit [www.plugandplaytechcenter.com](http://www.plugandplaytechcenter.com).*

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