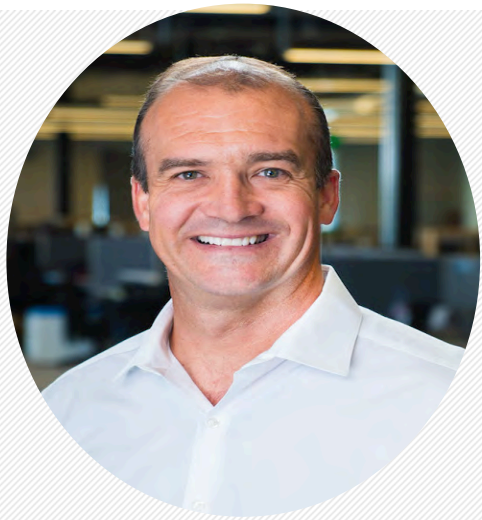


Smart Purchasing

Navigating the ever changing world of
distribution for Wisps





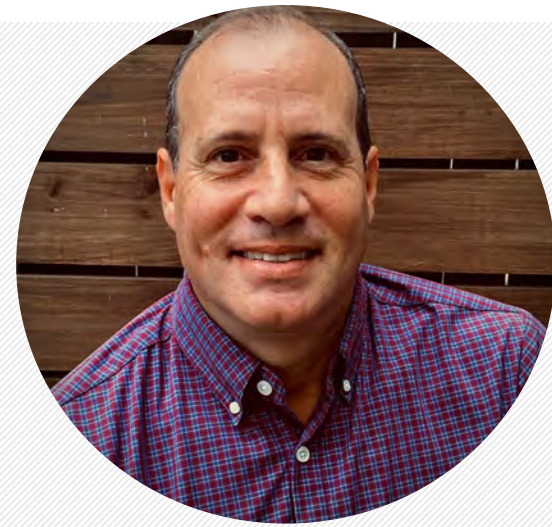
Mike Cook
Vice President
Business Development
Winncom Technologies



Mike Starrett
Senior Inventory
Coordinator
Wisper Internet



Jeff Broadwick
Senior Sales
Executive
CTI Connect



Seth Berkowitz
Business Development
Fixed Wireless
Wesco



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WispAmerica 2024

3/5/2024

3:45 - 4:45 PM



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Topics of Discussion

1 - Proactive vs. reactive stocking strategies and navigating supply chain issues?

- Do I really need to plan my projects, is it really THAT important?
- How much is too much, too little? Where's the happy medium?
- Forecasting my equipment needs, it isn't that important is it?



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Topics of Discussion

2 - What the heck does putting all your eggs in one basket mean?



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Topics of Discussion

3 - How do I decide between sparing and advanced replacement options?



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Topics of Discussion

4 - How do I decide between sparing and advanced replacement options?



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Topics of Discussion

5 - Not if but when, chaos happens... what's next?

- How do I build a solid, long-term relationship with suppliers?
- Are you maximizing the full potential of your partnership?
Don't know what you don't know?



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Topics of Discussion

6 - What are some strategies behind picking a good vendor to work with?

- What kind of resources can a distribution partner bring to bear to help me?



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Topics of Discussion

7 - How important is eCommerce vs. working with direct sales?

- Does anyone have the “gold standard” for eCommerce?



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Topics of Discussion

8 - What are some supply chain issues you might deal with behind the scenes that customers often don't see?



THANK YOU

