



THE QUALITY YOU DEMAND WITHOUT SACRIFICING PRICE.

Solving The Cost/Quality
Conundrum With WEI



SmartIT Tag: Software built for Procurement

Unique asset tag that digitally tells
the complete history of that asset

Track warranty, configuration, PO number,
deployment date, past tickets, etc.

Easily links to apps to put mobile
productivity into the hands
of the local user

As a minority-owned IT Service & Solutions provider, WEI knows the importance of inclusion. Our success relies on our ability to consistently innovate, ideate, and deliver. On time and on budget.

Beyond the corporate cultural advantages of inclusion, there are clear-cut, bottom-line business results that we all benefit from when all voices are welcomed into the conversation. More ideas are generated at a quicker rate—leading to more opportunities for our customers' success.

Which is why so many Fortune 500 companies rely on WEI for thoughtful, compelling solutions, committed customer service, and competitive pricing.

AWARD WINNING MINORITY SUPPLIER

Our work and workforce have garnered local, regional, and national recognition from customers, associations and affiliations alike:

- 2016 HPE US Partner of the Year
- 2016 GNEMSDC Supplier of the Year, nominated by CVS Health
- 2015 CVS Health Innovator of the Year—Minority Supplier
- 2015 GNEMSDC Supplier of the Year, nominated by State Street Bank
- Top 100 CRN Nationwide Solution Provider
- 2012 GNEMSDC Supplier of the Year, nominated by Liberty Mutual
- Diversity focused mentoring with BCBSMA, 2010
- 2000 NE Minority Supplier of the Year, nominated by State Street Bank

Building solutions for our customers that provide real business outcomes

Improved Time to Market: When a nationwide company trusted WEI to roll out their most critical project of the year, the technical operations staff at WEI configured, tested, and delivered 30,000 parts to 1,700 locations over a six month period...without missing a single deadline! From technology collaboration, to OEM price negotiation, all the way through to logistics and final reporting, WEI can be trusted to keep your project on time and on budget.

IoT—Innovation, Collaboration, and ROI:

A major grocery chain was weighing their deli meats with scales that were not connected or poorly connected to their network. Their wired connections were costly to install, difficult for the employees to work around on the counter, and were constantly getting pulled out from the wall during cleanings. When they attempted wireless connections they ended up with unstable and unsecure connectivity that required expensive maintenance visits on average of once a week. WEI was able to develop an end to end wireless solution that solved all of their problems and paid for itself in less than six months by virtually eliminating the need for any maintenance of any kind.

"We believe that employee, vendor, and community diversity makes us a stronger partner"

- **Belisario Rosas**, WEI President & Founder

WEI has seen firsthand the tremendous impact of diversity in the workplace. Not just to the success of our business but to the personal success, satisfaction and happiness of our employees, partners and the communities in which we work.



WEI'S FOUR-POINT DIVERSITY PILLARS

1. MAINTAIN A DIVERSE WORKFORCE

A diverse workforce ensures a diversity of thought, leading to new, different and better ideas. We are proud of the contributions made by all of our team members, and are especially proud to say that our employee base (28% minority) reflects our community diversity.

2. WORK WITH DIVERSE VENDORS

WEI is always on the lookout to work with and form new partnerships with top quality, minority owned/operated vendors. Our corporate-wide goal is to ensure we work with suppliers who maintain a commitment to cultural/workplace diversity.

3. SUPPORT & CELEBRATE DIVERSITY IN THE COMMUNITY

As a company and as individuals, WEI works to improve our communities and make them better places to live and work. We know that contributing to minority causes and volunteering for local charities enriches lives, strengthens bonds with our neighbors and enhances the pride of our employees. In fact, we give employees paid time each month to volunteer for a local community charity.

4. SUPPORT THE ADVANCEMENT OF DIVERSITY

From our continuing presence at The National Minority Supplier Development Council to our ongoing commitment to the New England Chapter, our support of the Asian American Civic Association to our sponsoring membership to the Tuck Executive Education Minority Business Program, WEI is tireless in its pursuit to promoting diversity in the workplace for all.