



# ELECTRICAL CONTRACTOR

## RESULTS

- ✓ Estimated client savings of \$30k in previous 12 months
- ✓ Reduced inventory costs & improved cash flow with stocking program

### CLIENT

For over 27 years, this Central Florida based electrical contractor has been delivering innovative designs and solutions at the highest level of quality for the electrical project needs of its customers

### PROBLEM

In an effort to expand, this company began quoting a new segment of projects. To stay competitive in a bidding environment, they needed a low cost but reliable solution for their cabling materials.

### SOLUTIONS



Partnered with project manager to identify key features needed in cable



Suggested cable series with more robust jacketing and shielding to improve durability



Sourced products from a high-quality USA manufacturer



WAVE stocks material in our warehouse for pickup at client's convenience