

# THE KELE SOLUTION

Because Kele was founded by contractors for contractors, we know how important it is to make every minute on the job site count. Everything we do at Kele is a reflection of our relentless effort to support every facet of the BAS & HVAC/R industries.

No other distributor offers so many ways to customize & streamline your projects from start to finish. Here is an introduction to Kele, your most efficient BAS & HVAC/R solution.



Kele can help you gain more capacity to do business by helping to streamline key business processes:

- Quick pricing & availability information
- Submittal-ready cut sheets
- Easy-to-understand reference guides & product information
- *Buy American* selection



Kele can help you estimate jobs:

- Choose the best solutions from our wide array of products and services.
- We are a stocking distributor with a massive \$10M+ inventory & fast delivery options meaning a more accurate project cost for you.
- Our seasoned technical support team helps eliminate project unknowns & hidden costs or fees.



Kele can help you make your most competitive bids.

- Your Kele team considers the logistics of your project and strategizes with our suppliers to ensure the best possible price.
- With Kele, you have one PO to issue, one order to receive, one invoice to pay, one number to call for support, which reduces your cost to doing business every day.



Once the bid is won, Kele makes it easy to source your products:

- Our vast in-stock inventory has your standard parts on-hand, ready to ship the same day.
- 300+ industry standard manufacturers allows us access to millions of SKUs.
- You can easily obtain order status updates online or on the phone.
- We calibrate and tag any product for free – reducing install time.



Kele's distribution experts can help make the job easier for you by:

- Scheduling delivery options for same-day shipment or when needed
- Packaging the products by floor/zone – saving the installer a substantial amount of time.
- Making repeat job lists easy – We can pre-package or “kit” the same list of SKUs, using your model number to help optimize your installation time.
- Shipping direct to your customer – we can blind ship or use the packing slip you provide.



Kele can help with those last-minute installation issues:

- Our huge in-stock inventory & same-day shipping can get you the last-minute parts you need, FAST.
- We've got a technical support team you can actually talk to. We can answer any product installation questions that arise, helping you finish your job on time & on budget.



Kele helps over the life of the project by providing unmatched post-sale support:

- Returning something? You can return products to one place instead of dealing with the individual return policies of each manufacturer. We own the inventory, we do the heavy lifting.
- Our technical support will troubleshoot any issues, either during installation or any issues that may come up in the field.
- Replacing a part long after the project is over? Kele will help cross-reference any obsolete part & get you the right part to fix the problem.

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