

CAPABILITY STATEMENT

We Know

Data!

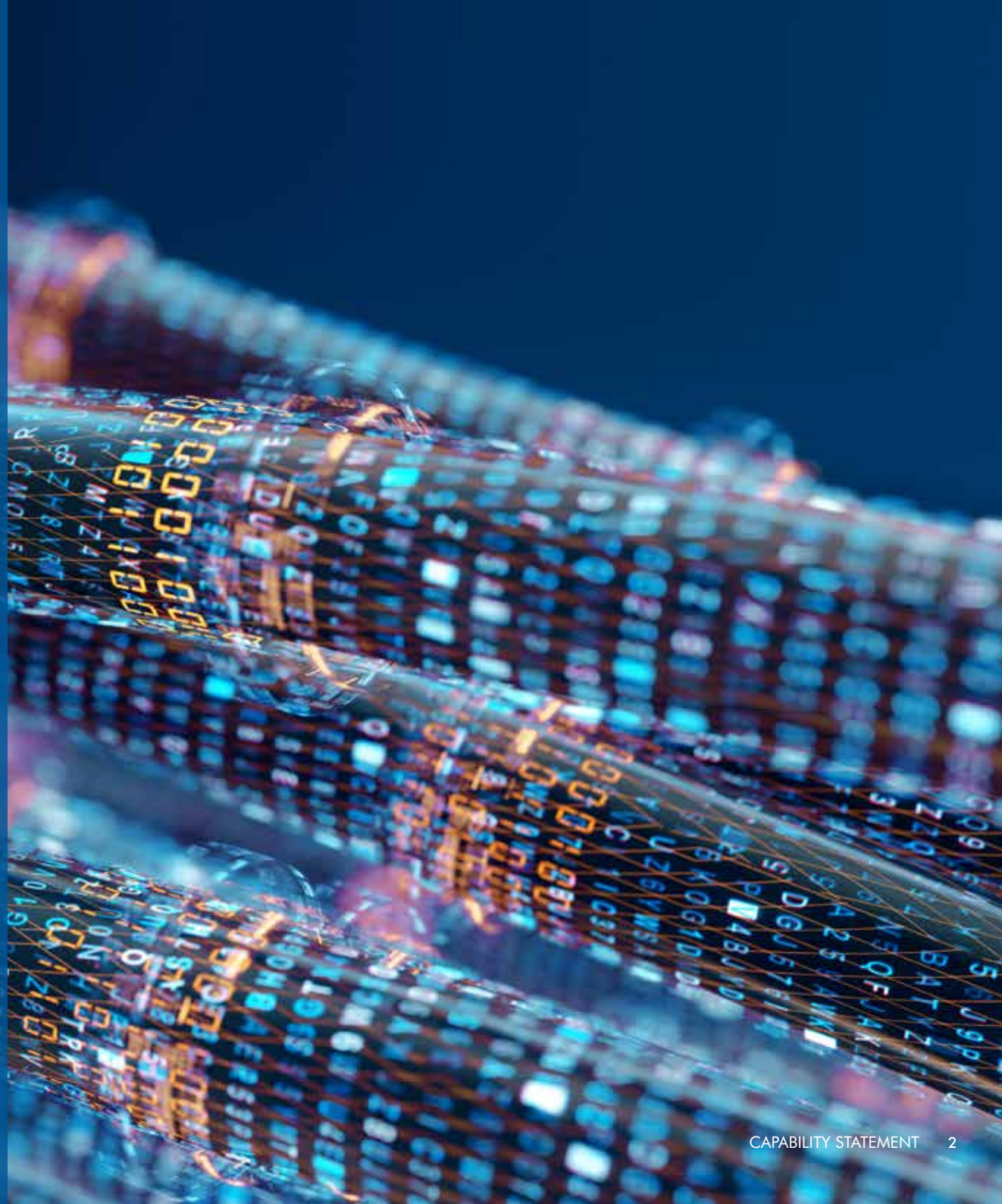


OVERVIEW

Lawrence & Hanson Pacific Datacom was created in recognition of the specialist needs of the structured cabling and communications infrastructure industries.

After two decades in the industry, we continue to grow and invest in people, technology and create value for our customers. With locations in all major capital cities across Australia, we are committed to continually evolving and delivering you with exceptional service and a depth of technical knowledge from our expert staff Australia wide.

As a Specialist Distributor of copper, fibre and wireless premise network cabling products and materials, Lawrence & Hanson Pacific Datacom operates in a dynamic marketplace, specifically ranging from LAN/WAN voice, video and data cabling networks through to wireless, access control, process control and telemetry systems.



WHO IS SONEPAR?

Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions and related services. Assisting customers in a wide range of markets and drawing on the skill and passion of its 48,000 associates, Sonepar has sales of €24 billion.

Through a dense network of 145 operating companies spanning 48 countries and 5 continents, and the digital solutions developed, the Sonepar Group delivers greater service and enhanced customer relations every day. Sonepar's ambition is to become "La Référence" – the standard-setter for all its stakeholders.

Key Figures in 2019:

- €24 billion in sales
- 48 countries
- 145 operating companies
- 3,000 branches, plus a presence at over 1,000 customer worksites
- 115 distribution centers, more than 1 million order lines per day
- 48,000 associates assisting more than 1 million customers

At Sonepar, in 48 countries, we strive daily to invent tomorrow's solutions. Our associates' innovative initiatives drive the Group forward and open up new horizons for our customers and for the planet. Sonepar wants to unify all stakeholders around a great vision of Social Responsibility including ambitious sustainability objectives. Philippe Delpech, Sonepar CEO, said "Since its creation, Sonepar has demonstrated its unique ability to continuously anticipate trends and turn them into business opportunities. Given that the digital transformation is probably the single greatest challenge the business world has ever faced since industrialization, the entire company created "impact", our very first compliance-based strategic plan with four pillars: People, Performance, Customer and Planet. With impact, Sonepar will successfully navigate its digital transformation and consolidate its position as world leader."



SONEPAR MISSION STATEMENT

sonepar

24 BILLION EUROS OF GROUP SALES IN 2019	48,000 ASSOCIATES	3,000 BRANCHES	48 COUNTRIES	#1 IN 13 COUNTRIES
1 MILLION CUSTOMERS	145 OPERATING COMPANIES	#2 OR 3 IN 16 COUNTRIES		

WHAT WE DO

We stock a large range of products across:

Copper and Fibre Data Cabling | Wireless Networking |
Equipment Racks | Audio & Visual | IP Security | Remote
Monitoring & Control | Automation | UPS solutions.

Our In-house team exists solely to manage the process from the day your order is placed to the final delivery, providing you peace of mind on project deliverables.

EXPERTISE

Comprehensive technical support and knowledge from our trained staff.

DESIGN

We're able to deliver vendor agnostic wired and wireless network design and configuration services to optimise any network.

INNOVATION

We are at the forefront of new technologies and processes that enables us to drive a service and product offer focused on solutions across several markets and industry sectors.



PRODUCTS

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VALUE ADDED SERVICES

Lawrence & Hanson Pacific Datacom services a variety of customers, ranging from the electrical and data installation contractor to consultants and end users. We offer a range of value added services to cater to our wide range of customers including:

NETWORK INFRASTRUCTURE AND DESIGN

Lawrence & Hanson Pacific Datacom have the experience to assist in designing the data and communications specifications across the structured cabling network. By being experts in our field as well as being across emerging technologies, we are able to bridge the gaps between contractor, consultant and end user – ultimately making these technologies more accessible

- Critical power audits through contractor partnership
- Wireless and wired network design
- Vendor agnostic structured cabling design
- Project management of deployment
- Certified training in partnership with vendors
- Bridging the technology gap between contractor and end user

WIRELESS NETWORK DESIGN AND CONFIGURATION

Through partnership with SecNet we are able to deliver a vendor agnostic wireless network design and configuration service to both contractor and end user.

- Pre-deployment wireless survey and design
- Post-deployment survey
- Wireless network configuration (pre or post)
- Network optimisation
- Industry accredited Wi-Fi training (CWNA/CISCO)

TURNKEY PRODUCT SOLUTIONS

Lawrence & Hanson Pacific Datacom have the expertise to provide you with a turnkey product solution that takes away the unnecessary labour costs, risks and waste management. With access to all the products that you require, we're able to fit out and configure enclosures with the end result being the bespoke solution that you need

- Rack configuration
- Fobot configuration
- Pre terminating, labeling and testing fibre and or copper looms
- Labeling of Patch Panels, fobots and racks
- Bundling of goods into kits

SUPPLY CHAIN OPTIMISATION

With locations in every state, we are able to support your ever changing and highly specific requirements by holding a broad range of inventory, with high levels of availability. Beyond that, our systems allow us to manage more complex arrangements that make Lawrence & Hanson Pacific Datacom a total solutions provider and not just a distributor

- Virtual warehousing for customers
- Project management, combining both contractor and end user requirements into a fully managed offering
- Consolidation of patch leads
- Provision of goods in security cages
- Positioning of goods on site and rubbish removal
- Long term On or Off site storage
- Out of hours deliveries
- Container Unpacking + On-site container storage

SOLAR & RENEWABLE ENERGY

Remove the complexities surrounding renewable energy and provide you with straight forward solutions

SOURCING

We source and stock leading brands of products for you at competitive prices from PV, off-grid, battery backup and lighting.

EXPEDITING

Customer service team with comprehensive technical support and knowledge. We have worked on small to large scale projects across Australia in various sectors.

WARRANTY

We provide proven renewable energy solutions, and will assist with paperwork and warranty support to ensure you reap the rewards.

**We Know
Solar!**

www.lh.com.au/solar

PROJECT LIGHTING

When it comes to project lighting, we offer a true turnkey experience across:

Health | Education | Retail | Commercial | Residential |
Industrial | Hospitality | Recreation

SOURCING

Through our global partners, we're able to source any lighting solution at a competitive price should your project require unique or alternative specifications.

EXPEDITING

Our in-house team exists solely to manage the process from the day your order is placed to the final delivery, providing you peace of mind on project deliverables.

DESIGN

We have accredited in-house lighting design specialists offering you cutting edge designs that can be seamlessly integrated for architects, engineers, builders and electrical contractors.

**We Know
Lighting!**

www.lh.com.au/lighting

SUPPLIER PARTNERS

Lawrence & Hanson Pacific Datacom's Australia wide supply network, along with our worldwide sourcing capability means that we are able to provide our customers with an extensive product range from industry leading vendors.

We are committed to reliably providing informed system options, with the goal of being the preferred client resource and foremost supplier channel to market.



UPS and Data Centre Solutions



Industrial Grade Labels and Printers



Structured Cabling



Quality Data Solutions



Fibre Cabling Systems



Active Components



Copper and Fibre Test Equipment



Communications Cabinets



Structured Cabling



Network Verification Testers



Structured Cabling



Fibre Cable and FTTx Solutions



Rack System Enclosures



Structured Cabling

OUR WORK

At Lawrence & Hanson Pacific Datacom we work in partnership with our customers to ensure that we provide the best product solution, ensure smooth delivery, meet critical deadlines and stay within your budget. Our highly trained and expert staff can help you solve any problems along the way and come up with solutions to meet your changing needs over the length of your project. Here are some examples of our work.



CURTIN UNIVERSITY, CANBERRA



WOODSIDE, PERTH



TATTS GROUP, BRISBANE

Lawrence & Hanson

A Sonepar Company

We Know

Data!

BRANCH LOCATIONS

www.lh.com.au/data

BRANCH NAME	STREET ADDRESS	SUBURB	STATE	POST CODE	PHONE NUMBER
PDC Fyshwick	Unit 2/86 Townsville Street	Fyshwick	ACT	2609	(02) 6280 7155
PDC Silverwater	6 Rachael Close	Silverwater	NSW	2128	(02) 8737 8300
PDC Townsville	Unit 4, 70 Pilkington Street	Garbutt	QLD	4814	(07) 4728 5539
PDC Eagle Farm	211 Lavarack Avenue	Eagle Farm	QLD	4009	(07) 3868 8000
PDC Richmond	3 Deacon Avenue	Richmond	SA	5033	(08) 8443 6288
PDC Belmont	Unit 1, 92 Francisco Street	Belmont	WA	6104	(08) 9478 5268
PDC Port Melbourne	Unit 10, 350 Bridge Street	Port Melbourne	VIC	3207	(03) 8671 3222