

**Lawrence  
& Hanson**

A Sonepar Company

**SOLAR +  
SOLUTIONS**

# CAPABILITY STATEMENT

***We Know***

***Solar!***



# OVERVIEW

We are committed to continually delivering next generation renewable energy products through our global reach of specialist sourcing channels across the world.

We aim to remove the complexities surrounding renewable energy discussions and provide you with a direct solution to suit your requirements across the residential, commercial and industrial sectors.



***“WE REMOVE THE COMPLEXITIES  
SURROUNDING RENEWABLE ENERGY”***



# 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."





# WHY PARTNER WITH US?

- We only use leading manufacturers and suppliers from around the globe so we can provide you with the ultimate energy saving solution
- Our 130 year history in the electrical industry gives you peace of mind through quality guarantees on products and installation
- A National distribution centre offering logistics and support Australia wide
- Customer service team with comprehensive technical information

## LARGE RANGE

We offer a large range of renewable energy solutions including: PV Panels | Inverters | Off-Grid Solutions | Battery | Storage | Lighting

## INNOVATION

As technology changes, we have the ability to implement true renewable solutions driven by far more than just solar panels.

## WARRANTY

We provide proven renewable energy solutions and will assist with paperwork and warranty support ensuring you peace of mind.

## SUPPORT

Our National Customer Service Team has comprehensive technical knowledge and experience to support you pre and post installation.

## TRAINING

We deliver CEC Accredited training to the Australian solar and battery storage sector.

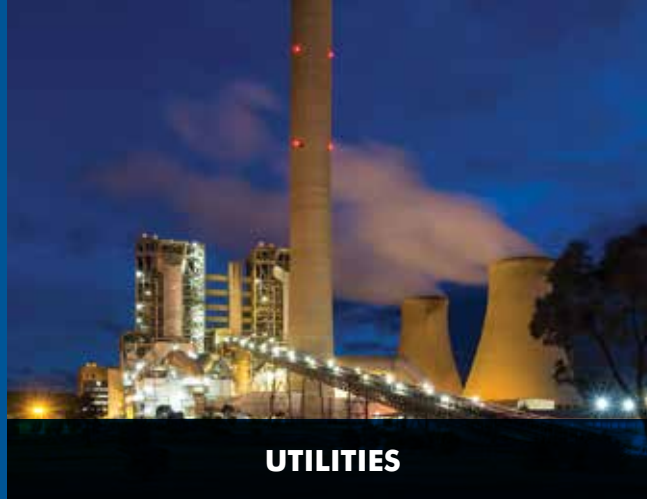
***“OUR PEOPLE KNOW YOUR MARKET  
AND THE ISSUES YOU FACE”***





# OUR MARKETS

Lawrence & Hanson Solar + Solutions removes the complexities surrounding renewable energy discussions and offers customer solutions across all sectors





# QUALITY PRODUCTS, QUALITY SUPPLIERS

Lawrence & Hanson Solar + Solutions provides products and services in Renewable energy driven by more than Solar Panels, including:

PV PANELS

DC & AC INVERTERS

HYBRID INVERTERS

STC

OFF GRID

BATTERY STORAGE

ENERGY SAVING PRODUCTS

PPA







# OUR PEOPLE MAKE THE DIFFERENCE

Lawrence & Hanson Solar + Solutions recognises that great people are the key to success and is committed to creating an inspiring workplace which attracts and retains highly skilled people who are innovative, passionate and energetic. The skills, technical expertise and enthusiasm of our staff aid us in helping to deliver you with exceptional service that will help you to get what you need, when you need it.



***“WE INVEST IN OUR PEOPLE TO ENSURE WE DELIVER GREAT SERVICE”***



# eBUSINESS

Lawrence & Hanson Solar + Solutions offer a webshop that's fully integrated into our Enterprise Resource Planning system.

Customers can search our large product catalogue, view their specific pricing, check stock availability, download invoices and place orders for pick up or delivery.



Check Stock  
& Pricing



Invoice &  
Statements



Click & Collect



24/7



Search



Promotions

*"ONLINE, ONSITE & ON TIME"*





## 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](http://www.lh.com.au/lighting)

## DATA & COMMUNICATIONS

We service the specialist needs of the structured cabling and communication markets

### Large range

We stock a large range of copper and fibre data cabling products, wireless network products, 19 inch racks and UPS solutions.

### Expertise

Comprehensive technical support and knowledge from our trained staff.

### Innovation

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

**We Know**

**Data!**

[www.lh.com.au/data](http://www.lh.com.au/data)



# OUR NETWORK

We have Australia and New Zealand covered with over 200 branches!

Whether it's metropolitan cities, regional centres or the remote parts of these countries, your business will benefit from the reach and capability of our branch network.

More coverage means no matter where you are, Lawrence & Hanson Solar + Solutions and our wholesale branches have you covered.



**Lawrence  
& Hanson**  
A Sonepar Company



**CORYS**  
Electrical  
A Sonepar Company



# Lawrence & Hanson

A Sonepar Company

**We Know**

**Solar!**

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