

Lawrence & Hanson

A Sonepar Company

CAPABILITY STATEMENT

We Know

Electrical!



We Know Electrical!

Lawrence & Hanson is Australia's most recognised electrical wholesaler with a strong heritage and over 170 branches.

Since 1886 we've been supplying quality products to customers across multiple market sectors, including residential, commercial and industrial.

'We Know Electrical' and strive to be the wholesaler of choice for knowledge, customer service, digital business solutions, consistent pricing and stock availability.



AVAILABLE STOCK

We know how important it is to have available stock every time you visit one of our branches, so we stock a consistent range of your everyday items from leading industry brands that are certified to Australian Standards.



DIGITAL INNOVATION

We pride ourselves on being at the forefront of innovations especially when it comes to digitalising the way you run your business. We have a range of digital solutions that can improve your day-to-day efficiencies and let you focus on the things that really impact your business, servicing customers.



EXPERT ADVICE

We know how quickly things change in this industry and we're here to assist your business to adapt and move into new growth areas. We not only train our own staff but have access to a wide range of training and education solutions that can assist you and your business, ensuring you're always up to date with latest products and services available.



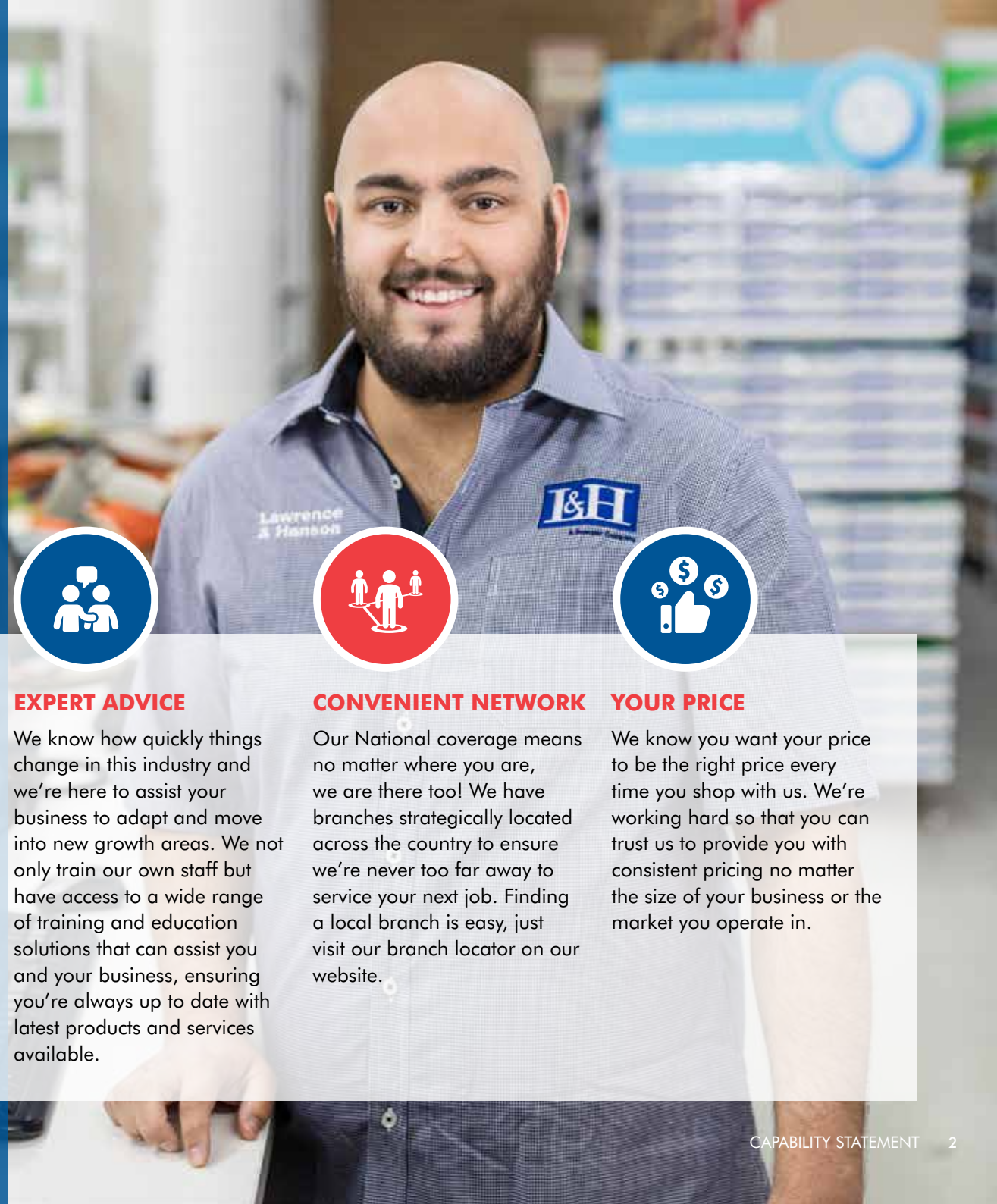
CONVENIENT NETWORK

Our National coverage means no matter where you are, we are there too! We have branches strategically located across the country to ensure we're never too far away to service your next job. Finding a local branch is easy, just visit our branch locator on our website.



YOUR PRICE

We know you want your price to be the right price every time you shop with us. We're working hard so that you can trust us to provide you with consistent pricing no matter the size of your business or the market you operate in.



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		

FROM HUMBLE BEGINNINGS

In 1885 Alfred Lawrence, as an adventurous junior clerk, became Australian representative for the giant British General Electric Company and was soon to found the electrical company that would bear his name for a century and more.

Lawrence had been asked to go to Australia soon after joining the company. The work failed to satisfy his ambition and in 1886, Lawrence moved to Sydney. It was here that on 19 November, he opened the doors for trading of 'Alfred Lawrence, Electrical Merchants, Engineers & Importers' in Wynyard Street.

In 1889 Alfred Lawrence was introduced to Arthur Jerry Hanson by a mutual friend. Arthur Hanson brought a much needed energy and acute accounting & business acumen to complement Lawrence's practical knowledge of all things electric. That year 'The Lawrence & Hanson Electrical Company' was set up in Wynyard Street.

Their big break came when opening their store in Melbourne in 1906. That year with the arrival of The Great White Fleet, 16 Battleships of the United States Navy, the city was lit up with incandescent lamps to welcome them and Lawrence & Hanson supplied the goods.

Four years later, deals with large global organisations were sealed such as the partnership with Dutch lamp makers Philips – making the Lawrence & Hanson Electrical Company the first agents in Australia to distribute their lamps.

Well over a century later, Lawrence & Hanson branches continue to supply Philips products to Australian Electrical Contractors.

Lawrence & Hanson



OUR MARKETS

Servicing the needs of Australian industry for 130 years, we're proud at Lawrence & Hanson to supply our customers from these sectors...



COMMERCIAL



UTILITIES



INDUSTRIAL



MINING



OIL & GAS



**FACILITIES
MAINTENANCE**



RESIDENTIAL



EDUCATION



RECREATION



HEALTH



HOSPITALITY



GOVERNMENT



QUALITY BRANDS FROM LEADING SUPPLIERS

At Lawrence & Hanson, we're focused on the B2B supply of electrical, industrial, data and solar products by industry leading brands.



OUR PEOPLE MAKE THE DIFFERENCE

At Lawrence & Hanson, we strongly believe Our People Make the Difference.

We invest in our people to ensure we deliver great service.

Our 1200+ employees receive ongoing training to provide you with not only product knowledge but solutions and advice on any sized project.

We've been an RTO in years gone by and now partner with Swinburne University to ensure our people are recognised for their training accomplishments.

***"WE INVEST IN OUR PEOPLE TO
ENSURE WE DELIVER GREAT SERVICE"***



DATA & COMMUNICATION

PACIFIC DATACOM SERVICE THE SPECIALIST NEEDS OF THE STRUCTURED CABLING AND COMMUNICATION MARKETS.

We operate 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

Our expertise and experience in the latest technologies allow us to offer solutions many others wouldn't know existed. Our aim is to offer you the most advanced solutions available in the market today within your project scope.

**We Know
Data!**

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.

SUPPLIER PARTNERS

We only partner with industry leading brands offering you flexibility, reliability and future proof solutions.

Life Is On

APC
by Schneider Electric

COMMSCOPE

CORNING

FLUKE
networks

molex

PANDUIT

PRYSMIAN

SIEMON

LARGE RANGE

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.

WWW.LH.COM.AU/DATA

SOLAR & RENEWABLE ENERGY

SOLAR + SOLUTIONS OFFER 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 markets.

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.

**We Know
Solar!**

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.

SUPPLIER PARTNERS

We partner with brands from around the world that have a proven track record for quality in the renewable energy space.



WWW.LH.COM.AU/SOLAR

PROJECT LIGHTING

**SPECIALISED LIGHTING SOLUTIONS IS
A NATIONAL LEADER IN LIGHTING SOLUTIONS
AND SERVICES UNMATCHED
IN TODAY'S MARKET.**

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!

AUDIT

Eco-Audit offers solutions that assist modernising your existing premises with the latest LED products to improve lighting, reduce power bills and minimise carbon emissions. The audit will also provide estimated ROI on recommended product solutions.

ENERGY CERTIFICATES

Eco-Rebate does all the heavy lifting for you when it comes to government rebates and incentives. Our team is across all the latest schemes ensuring you'll receive maximum return for any new lighting fitout.

RECENT PROJECT - LA TROBE UNIVERSITY



WWW.LH.COM.AU/LIGHTING

eBUSINESS

Lawrence & Hanson offer a wide range of eBusiness solutions to help improve the efficiency of your business.



eBRANCH WEBSHOP

As a customer, you can browse our catalogue, view detailed product information, compare products, order items, convert quotes and also take advantage of various self service functions to help streamline and manage your business interactions with us. Our webshop is fully responsive, meaning you can use it comfortably and easily on mobile devices such as smart phones and also tablets, all with various screen sizes.

AUTOMATED DATA EXPORT

We have various options to have invoice and/or price data files automatically generated for customers.

- Customer price file export + import into simPRO
- Invoice data export + import into simPRO
- Invoice data export in CSV format or TXT format

PUNCHOUT & OCI

This facility enables your internal purchasing staff operating within your ERP (eg. SAP, JDE, etc) to CONNECT to our eBranch online catalogue. Whilst on our site the purchasing staff can search / browse / view product detail / add to cart and ultimately RETRIEVE the cart back into your ERP as a draft requisition.

eINVOICING

We offer a range of consolidated invoicing options with invoices available hourly, daily, weekly, monthly.

Various consolidated invoicing formatting options are also available, and additionally we can accommodate some special reporting requirements (eg. Spend reports, brand reports).

Consolidated invoicing further assists in reducing transactional costs associated with procurement.

EDI (ELECTRONIC DOCUMENT INTERCHANGE)

We support the electronic interchange of various documents. Generally speaking most EDI integrations with our customers focus on Purchase Orders and/or Invoices, however we also have support for Purchase Order Acknowledgements (POA) and Advanced Shipping Notices (ASN).

Additionally, our support for these document exchanges directly via Ariba, is steadily evolving.

AUTOMATE YOUR RESTOCK

VENDING SOLUTIONS

Adjustable shelf height and tray configurations

Adapts to a wide range of item sizes and shapes.

Broad range of dispense accessories

Reduces the need for repackaging.

Supports a wide range of user ID

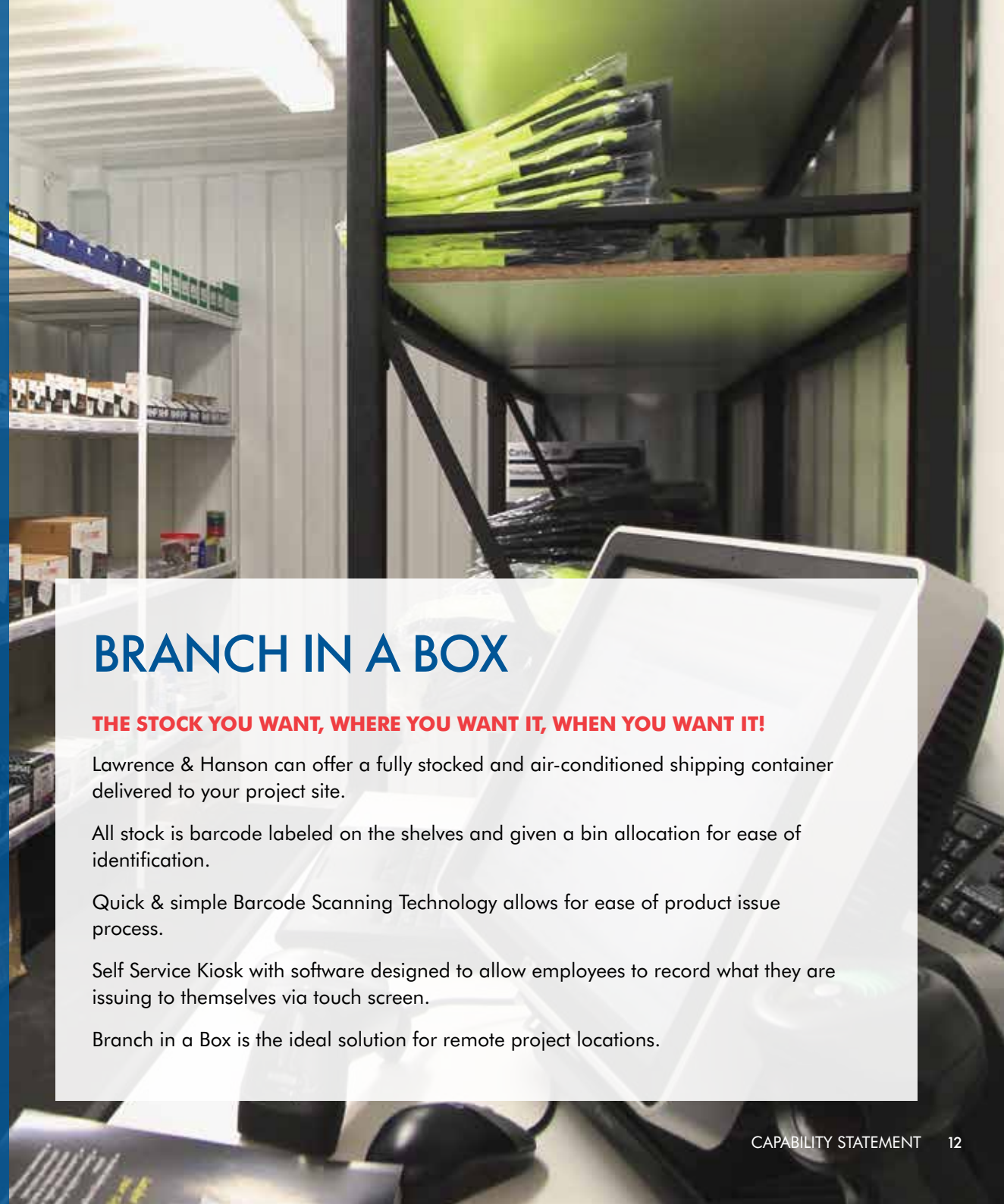
Choose from barcode, magnetic strip, RFI proximity cards or keypad entry.

Reporting Capabilities

Track costs and usage across inventory, employees, departments etc.

Heavy-duty construction

Engineered for harsh industrial environments.



BRANCH IN A BOX

THE STOCK YOU WANT, WHERE YOU WANT IT, WHEN YOU WANT IT!

Lawrence & Hanson can offer a fully stocked and air-conditioned shipping container delivered to your project site.

All stock is barcode labeled on the shelves and given a bin allocation for ease of identification.

Quick & simple Barcode Scanning Technology allows for ease of product issue process.

Self Service Kiosk with software designed to allow employees to record what they are issuing to themselves via touch screen.

Branch in a Box is the ideal solution for remote project locations.

SUPPLY CHAIN SOLUTIONS

As a leader in the supply and distribution of industrial consumables, Lawrence & Hanson offers more than just product. We are committed to taking cost out of the supply chain whilst simultaneously delivering service levels to support our customer's goals of greater efficiency and competitiveness.

Our supply chain combines state-of-the-art logistics, eCommerce and an expanded range of products and services to reduce Total Cost of Ownership to industry.

- Contract Implementation Program
- Storeroom Management
- Customised Web Shop
- Flexible Inventory Solutions
- Value Plus Program
- Integrated Supply
- Dedicated Account Management
- Transaction Card
- Extensive Reporting Options
- National and International capability
- On-Site Facilitators
- Electronic Ordering

"TAKING COST OUT OF THE SUPPLY CHAIN WHILST DELIVERING SERVICE"



OUR NETWORK

With a network of over 170 branches, Lawrence & Hanson have Australia covered.

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

More coverage means no matter where you are, Lawrence & Hanson are there too.



WHY PARTNER WITH LAWRENCE & HANSON?

Our people know your market and the issues you face on a day to day basis, so they take a proactive approach in offering your business solutions, rather than just taking orders.

We have over 130 years industry experience with a reputation for being reliable and trustworthy across a National network of 170 branches.

Our digital business solutions are industry leading including webshop, automated data exports, Punchout, eInvoicing and EDI capabilities.

We make working with us easy with one single point of contact while still maintaining a localised source of expert advice, technical & logistical support backed by our nationwide network



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CONTACT

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CONNECT WITH US

