

**Lawrence  
& Hanson** | **PROJECT  
LIGHTING**  
A Sonepar Company

# CAPABILITY STATEMENT

***We Know***

***Lighting!***





# OVERVIEW

Lawrence & Hanson Project Lighting is a national leader in lighting solutions and services unmatched in today's market with our truly turnkey approach.

Lawrence & Hanson is owned by Sonepar – The World's No.1 privately owned B-to-B distributor of Electrical products and related solutions.

Lawrence & Hanson Project Lighting can reach you anywhere, anytime with over 170 service outlets and a specialised project hub in each state.



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# 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**

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



# OUR SERVICES

## 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.

## 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.



# TURNKEY LIGHTING SOLUTION





# DESIGN

## FULL TIME QUALIFIED DESIGN TEAM

All designs are –

- Completed in AGI32 or DIALUX software
- CAD compliant
- Aligned with statutory codes

We are here to work hand in hand with the customer to make your brief a reality through a total D&C lighting solution.



# OUR WORK



**HEALTH**



**EDUCATION**



**RETAIL**



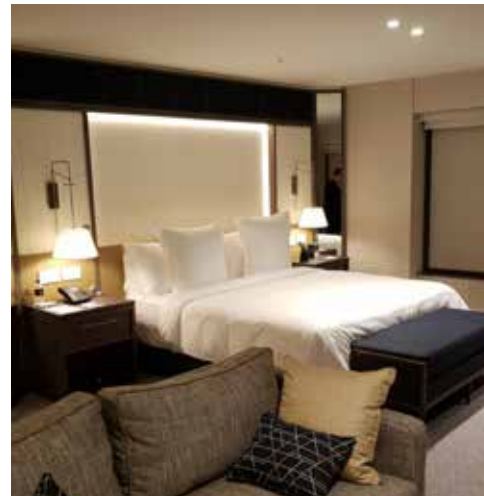
**COMMERCIAL**



**RESIDENTIAL**



**INDUSTRIAL**



**HOSPITALITY**



**PARKS & RECREATION**

# WE ALSO OFFER

## Lawrence & Hanson | SOLAR + SOLUTIONS

A Sonepar Company

### 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.

#### Expertise

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](http://www.lh.com.au/solar)

## Lawrence & Hanson | PACIFIC DATACOM

A Sonepar Company

### 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)



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***Lighting!***

## CONTACT

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