

# CAPABILITY STATEMENT

***We Know***

***Data!***

# WHO WE ARE

## OVERVIEW

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.

## SONEPAR

Pacific Datacom is owned by Sonepar, an independent family-owned company with global market leadership in B2B distribution of electrical products and related services.

Founded in 1969 by Henri Coisne, Sonepar rapidly grew as a result of the ongoing support of its family shareholders, organising and structuring its business of electrical equipment distribution.



**22.4 BILLION**  
EURO OF SALES



OPERATING IN  
**44 COUNTRIES** ACROSS  
**5 CONTINENTS**



UNDISPUTED **MARKET**  
**LEADER** IN **17**  
COUNTRIES



**170** OPERATING  
COMPANIES



**2,800**  
BRANCHES



OVER **1,000,000** ORDER  
LINES PER DAY



**46,000** ASSOCIATES  
ASSISTING  
OVER **1,000,000**  
CUSTOMERS



## PRODUCTS

The following range of products are available to all our customers:

- Structured Cabling Systems
- Wireless Communication
- Network Active Equipment
- Test and Measurement
- Audio Visual Solutions
- IP Security
- Equipment Racks
- Critical Cooling and Power Protection
- Remote Monitoring and Control
- Automation Solutions

## WHAT WE DO

As a Specialist Distributor of copper, fibre and wireless premise network cabling products and materials, 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.

Pacific Datacom is at the forefront of new technologies and processes that enables us to drive a service and product offering focused on solutions for the communication and control systems installation market. Backed by strong supplier relationships and brands, in-house expertise and an effective inventory fulfilment structure; Pacific Datacom has the key criteria to add value to your business and be more than just a distributor.

# VALUE ADDED SERVICES

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

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

PDC 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 PDC 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

## SUPPLIER PARTNERS

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



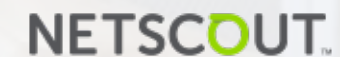
Copper and Fibre Test Equipment



Communications Cabinets



Structured Cabling



Network Verification Testers



Structured Cabling



Fibre Cable and FTx Solutions



Rack System Enclosures



Structured Cabling

## OUR WORK

At 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**

## BRANCH LOCATIONS

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