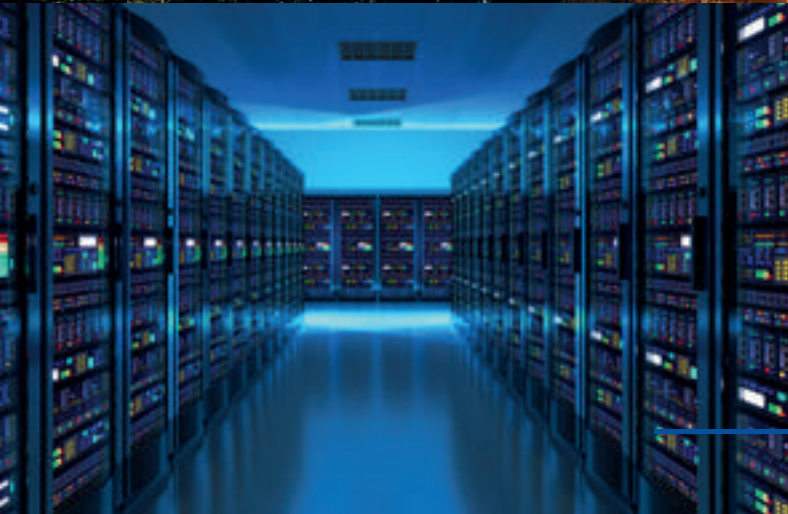




# Corporate Capability Statement

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## Who is OSA?

Founded in 2002, OSA is part of the global Hexatronic Group. With national and international partnerships and the support and superior backing of one of the world's leading fibre optic companies, OSA is fast becoming Australia's leading designer and distributor of advanced network and CCTV solutions.

OSA designs and builds turn-key networks that meet both Australian and international standards, using vendor agnostic solutions that free up budget and empower our clients. We are Australia's only network solutions and distribution company with three purpose-built research and development laboratories for project builds, testing and staging that can deliver plug and play network and CCTV solutions for any location throughout Australia.



SUPPLY CHAIN



INVENTORY



PRODUCT



DISTRIBUTION



DELIVERY



MANUFACTURING



CARGO



DESTINATION



## — Why use OSA?

OSA's extensive expertise and global backing enable us to design and build the most comprehensive and scalable network solutions available in the technology market. We draw on our diverse expertise, employing a holistic approach to each project and engineering cutting edge network solutions that exceed expectations both now and into the future. Our designs, systems quality and distribution channels over deliver on Australian and global standards, and our commitment to vendor agnostic solutions ensures we remain exceedingly price competitive, empowering our clients to aim higher.

### ■ Distribution Expertise

OSA has six strategically positioned branches throughout Australia:

Murarrie - Brisbane QLD

Alexandria - Sydney NSW

Silverwater - Western Sydney NSW

Port Melbourne - Melbourne VIC

Fyshwick - ACT

Burswood - Perth WA

With proximity to airports and major road and rail hubs, each OSA branch serves as a fully stocked warehouse and trade counter offering Australia-wide delivery on time, every time.

### ■ Innovative Engineering

OSA is the only network and distribution company in Australia with in-house research and development laboratories. Our three purpose-built R&D facilities host state-of-the-art software engineering capabilities and are managed by some of the country's best engineers and designers. OSA's R&D capability enables us to design, engineer and test infrastructure delivering proven, secure and tested technology solutions to our clients, without compromise.

### ■ Professional Partnerships

Part of the Hexatronic global network, OSA partners with the world's most innovative suppliers of leading technology solutions. Our reach is unsurpassed in the Australian market and our partner portfolio is the envy of the industry.

### ■ Highly Skilled And Committed Staff

OSA's team of experts set the benchmark for industry best practices. Highly skilled technical specialists, our team members pride themselves on building lasting relationships, providing client centric solutions and setting new standards in industry awareness and developments. Our commitment allows us to accurately forecast new technology advancements, delivering solutions that are faster, economically intelligent and scalable.



## Research & Development

OSA's investment in three state-of-the-art research and development laboratories sets us apart from all other competitors. We are the only network solution business in Australia with purpose-built R&D facilities for networking and CCTV. Our facilities eliminate the need for clients to employ in-house consultants and enable us to plan, design, test and demonstrate the network solution. These benefits empower our clients with the technical know-how and offer significant increase to the invoice value whilst mitigating costly risk. OSA's R&D labs provide a single touchpoint access to network design and build, leading to significant cost savings for clients and the added layer of a tested and future proofed solution.

## System Design

OSA's specialist system design research and development facilities serve a secondary purpose. Our investment in leading edge technology and industry leading software engineers enables us to undertake bold and exciting project opportunities.

OSA has the resources and technology partners that enable us to look forward, innovating future network systems. This mandate gives our customers access to network ideas and systems that break convention and create new frontiers that become convention. Having this capability at our fingertips qualifies OSA to design future proofed infrastructure plans confidently spanning 5 to 10 years. No other networking and distribution company in Australia can match our capacity for innovation.

## Project Staging

Project staging is one of our most critical network infrastructure processes. The R&D labs act as a staging centre, giving our engineers the necessary opportunity to find faults and mitigate risk prior to network activation.

Project staging gives us the option to include customisation tools and provides a fantastic low risk training avenue for our customers to become fully integrated and trained with their network.

We build our network systems 'fit for purpose'; the added staging measure enables us to test the network and ensure it is secure and working to its optimum level at the time of delivery and installation, giving our clients complete confidence and peace of mind.



## Warehousing and Distribution

OSA has built its reputation on the back of our passion for delivering products on time, every time. It is one of our business pillars and another reason why we are a market leader.

As part of the Hexatronic global group and with established long-term vendor relationships, our buying power is unsurpassed. Through our inventory management control, we ensure each of our six warehouses is always fully stocked and we are able to deliver any order size from high volume product down to the smallest single order requirement with immediate onsite delivery options.

We pride ourselves on being fast, flexible and responsive to client needs, with a commitment to reliability and consistency through OSA's superior supply chain management best practice.

## Trade Counters

Each of our six branches and warehouses includes a walk-in trade counter staffed by our team of technical experts. Our team offers superior product knowledge, product range and premium customer support to our localised market.

Whether you need a specific product, part, or simply advice, our trade counters will always find the best solution for whatever project you have. We also provide training, product knowledge and advice to our accredited partners and resellers, ensuring these businesses continue to thrive.



## — OSA Projects

### Walsh Bay Redevelopment, Sydney

Delivered full scale CCTV, Access Control Points, emergency lighting, solar systems, internal and external lighting control, audio visual subsystems, paging systems, staging communications, architectural and theatrical lighting, holistic wireless connections and intercom.

### Herston Health Precinct

Completed a major engineering services network (ESN) installation for the Queensland Government's Metro North Health.

The project required power and lighting generators, the UPS, nurse call security, CCTV, RTLS – real time location system – and lightning protection. Many of these systems rely on the ethernet networks of the ESN. OSA developed the ESN utilising a range of Aruba networking products. We installed a pair of Aruba core 5406R-zl2 chassis switches configured as a single logical switch. The edge switches are Aruba 2930M multi-rate and 802.3bt PoE switches configured as stacks throughout the building.



### Upgrade of Melbourne's East Link Roadway CCTV Network

EastLink's extensive CCTV network includes 160 pole-mounted Pan Tilt Zoom (PTZ) cameras, all controlled remotely from EastLink's 24/7 control room. EastLink needed to upgrade the entire CCTV network from its original analogue PTZ cameras to new digital PTZ cameras. Each of the 160 new digital PTZ cameras required an industrial media converter (copper CAT6 to fibre optic) for camera connectivity, combined with Power over Ethernet (PoE) capability providing the required 60 Watts of power. Each industrial media converter required its own Power Supply Unit (PSU). OSA supplied the Korenix JetCon3710GP-U series, the CliQII DRP 48Vdc 120 Watt, the 160 Korenix JetCon3701GP-U media converters and 160 Delta CliQII PSUs.

### MDE Group's NSW Property Project

Supplied communications and electrical services and products for Property NSW at 231 Elizabeth Street. The project consisted of 15 levels for tenants across Transport NSW and the Electoral Commission. OSA successfully supplied approximately 4,500 CommScope NetConnect Cat6A outlets and 1,200 cores of fibre optic cables.



## Others:

- ▶ Super Fast Broadband Infrastructure, including Australia's fully integrated MDU residential fibre network at Marsden Central
- ▶ Designed, supplied, built, staged and commissioned a private network for University of NSW (UNSW) Electrical Engineering Building refurbishment
- ▶ Gosford Hospital Redevelopment Project
- ▶ Australian National University (ANU) new Student Accommodation 5 (SA5) building communications network
- ▶ MDU GPON Integrated Communications Networks (Arthur/Tyrian Apartments, Melbourne)
- ▶ Northern Beaches Hospital Development
- ▶ Darling Harbour Exhibition/Convention Centre fibre optic network infrastructure
- ▶ Rio Tinto FTTD GPON Network
- ▶ Bellarine Springs Retirement Village GPON network



## — Core Values

### ▶ **Delivery**

We deliver on time, every time.

### ▶ **Innovation**

We design, engineer and deliver innovative network solutions.

### ▶ **Excellence**

We always strive to deliver the very best outcome for our clients.

### ▶ **Service**

We pre-empt our customer needs and continually exceed expectations.

### ▶ **Communication**

We proactively and clearly communicate with honesty.

### ▶ **Partnerships**

We invest in close and ongoing working relationships with all our partners.

### ▶ **Technology**

We keep abreast of the latest technologies to deliver better and more cost-effective solutions for our customers.

### ▶ **Teamwork**

We work together as a team both within OSA and with our technology partners.



Quality  
ISO 9001





# CONTACT US



## ACT Office

22 Isa Street  
Fyshwick ACT 2609  
**Telephone: +61 2 6162 4600**

### Opening Hours:

Monday – Friday : 7:00 AM – 5:00 PM  
Saturday – Sunday : Closed



## QLD Office

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Murarie QLD 4172  
**Telephone: +61 7 3399 5280**

### Opening Hours:

Monday – Friday : 7:30 AM – 5:00 PM  
Saturday – Sunday : Closed



## Sydney Office

8 Rachael Close  
Silverwater NSW 2128  
**Telephone: +61 2 9395 1400**

### Opening Hours:

Monday – Friday : 7:30 AM – 5:00 PM  
Saturday – Sunday : Closed



## VIC Office

Unit 3 30 Prohasky Street  
Port Melbourne VIC 3207  
**Telephone: +61 3 9646 4166**

### Opening Hours:

Monday – Friday : 7:00 AM – 5:00 PM  
Saturday – Sunday : Closed



## WA Office

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### Opening Hours:

Monday – Friday : 7:30 AM – 5:00 PM  
Saturday – Sunday : Closed



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