



Capability Statement

Enterprise Networking Solutions





About OSA

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

The Enterprise Solutions Business Unit within OSA is nationally recognised for its superior capability, agility and flexibility. Large enough for complex multi scope projects and nimble enough to meet the demands of small to medium sized businesses. We approach projects from a systems standpoint, freeing up budget and empowering our clients. Our six strategically located warehouse and distribution centres deliver quality world leading products on time, every time.

At the core of OSA's philosophy is our strong, values-based culture that focuses less on what we do, and more on how we do it. Our vision is to be the market leader in product selection and project delivery, achieved through the quality of our people and the strength of our relationships with clients, partners and stakeholders.



SUPPLY CHAIN



INVENTORY



PRODUCT



DISTRIBUTION



DELIVERY



MANUFACTURING



CARGO



DESTINATION

Key Industry Expertise

Recognised as a strong and respected market leader, OSA's product range offers diversified and proven solutions from industry leading global manufacturers. Our success is based on our ability to build strong partnerships with our suppliers that produce positive outcomes for our clients.

Our technical knowledge and experience enable OSA to provide industry best practice and fit for purpose product selection, network design and pre/post sales technical support services for key industry sectors, including:

- Network Infrastructure
- Security and Surveillance
- Road and Rail Transport Infrastructure
- Energy and Utilities Infrastructure
- Defence
- Enterprise Market
- Small Business
- Building Management Systems (Hospitality, Education, SMB and Building Management Communications)

Our business operates across Australia, ensuring that OSA can offer a robust combination of national expertise with local knowledge. The OSA national warehouse footprint enables depth of capability, making OSA extremely well positioned to deliver projects across Australia and internationally.

We pride ourselves on delivering outstanding results on time and with the highest degree of professionalism.

- **IP Networks**
Networks from 1/10/40/100Gb Layer 2/3 core to the edge designed for deployment into enterprise campus, data centres and applications with extended ratings from -40 to +75 degree operating temperatures. Comprehensive Enterprise switching infrastructure for applications from SMB to big data applications including BMS solutions.
- **Wireless Networks**
Industry rated outdoor wireless backhaul, PtP, PtMP and MicroWave. Indoor Meshed networks WLAN APs and Controllers, Hotspot Gateways and Cloud Management.
- **Network Security**
UTM, VPN and APT, Firewalls, Cloud Management Security and Threat Mitigation.
- **Critical Networks**
Deterministic, redundant and high availability with sub <50ms reconvergence for PLC/DCS and sub-station automation.
- **Powering Networks**
Switch mode power supplies, power conversion, PoE injectors, mid-span PoE, solar management and enterprise UPS systems.
- **Protection Networks**
Physical networking security and isolations, lightning protection, surge protection and tamper proof installations.
- **Network Management**
Network management systems for wired and wireless networks, comprehensive proactive analytics, redundancy convergence testing, remote management and diagnostics.proof installations.

OSA Partners: Comprehensive and Flexible



Cal Am: Product Supply

Cal Am Manufacturing specialises in products for use in underground electrical and broadband applications. Founded in Southern California over 35 years ago, Cal Am designs and produces fittings and sealing devices to serve utilities, municipalities, government facilities, data centres, and fibre optic projects through a worldwide network of distributors. OSA's partnership with CAL AM ensures the continued supply of the JackMoon product range.



Aruba: Infrastructure Solutions for Wired and Wireless Networks and Management

Aruba's mission is to deliver innovative solutions that drive new business outcomes and dynamic customer experiences. Aruba has repeatedly been recognised by third party analysts as a leader in Wi-Fi 6, switching, SD-Branch, and as a visionary in Data Centre networking. The world's largest companies rely on Aruba to provide a secure, AI-powered edge services platform that spans across campus, branch, data centre and remote working environment. Aruba's philosophy is everything they do and develop starts and ends with the customer.



CommScope: Infrastructure Solutions for Wired and Wireless Networks

CommScope pushes the boundaries of communications technology to create the world's most advanced networks. Across the globe, CommScope solutions are redefining connectivity, solving today's challenges and driving the innovation that will meet the needs of what's next.



Delta: Power Supplies and UPS

Delta is one of the largest global manufacturers of power systems, including Industrial Rated DIN Rail and Shelf mounted switch mode power supplies. Delta also offers a comprehensive portfolio of UPS solutions for mission critical applications that range from 1.5kVA to 20kVA plus.



D-Link: Network Technology Solutions

D-Link is the global provider of network technology solutions for consumers and businesses to connect with information, resources and each other. D-Link defines technology innovation by designing award-winning, high performance and first-to-market products to suit every budget. D-Link remains committed to providing the latest in Networking, Wi-Fi and Surveillance technology to consumers and businesses worldwide.



Korenix: Network Switching and Communications

A division of the Beijer Group, Korenix is a global leading manufacturer, specialising in Ethernet Networking and PoE solutions for use in all types of environments and critical data applications.



MICROSENS: Fibre Optic Solutions

MICROSENS GmbH & Co. KG stands for fibre optic solutions since 1993. As one of the pioneers in fibre optic transmission systems, this internationally operating company caters for all areas of fibre optic technology. The product range starts with solutions for effective office networks and industrial applications in rough environments and extends to the access of large-scale location networks and to high performance wide-area networks. MICROSENS guarantees efficient and fast data transmission for all of these fields of application. New ideas generated in conjunction with the Euromicron group and other high-tech manufacturers of fibre optic technology focus on the joint development of strategic fields of application and technology.



MSTronic: PoE Injectors and Power Supplies

MSTronic is a leading manufacturer specialising in the development and manufacture of switching power supplies, OEM/ODM specific designs and PoE solutions for various applications.

OSA Partners: Comprehensive and Flexible



Optech: Optical Transceivers

Optech is a Taiwanese manufacturer of the highest quality Optical Transceivers and Direct Attach Cables that range from 100Mb to 400Gb. Optech products are RoHS compliant, UL and TUV Rheinland and ISO9001, ISO14001 certified.



OT Systems: Communications for IP Security Systems

OT Systems specialise in the design and manufacture of high-quality transmission devices and solutions for the security industry. OT Systems' range of products include Ethernet switches, IP over coax, media conversion with PoE and contact closure signals over optical fibre.



Prysmian Group: Telecommunications Cables and Systems

Prysmian is a global market leader in optical and metallic systems for the telecommunications market. Prysmian supplies a major share of the world's metallic and fibre optic cable requirements, offering complete end-to-end passive optical systems.



RADWIN: Wireless Broadband Solutions

RADWIN is regarded by Tier-1 carriers as the trusted partner for wireless broadband and is a world leader in the development of innovative sub-6 GHz wireless technology. RADWIN provides carrier grade Point-to-Point and Point-to-Multipoint, dual band radio, cellular and IP backhaul, video transmission, multi-service and small cell solutions for Tier-1 service providers and carriers, rail and road transport authorities, smart cities and utilities.



Taoglas: Innovations in Antenna Solutions

Taoglas manufactures a broad range of antennas for IoT and mobile applications in the sub 6Ghz range. Consisting of 3G, 4G, 4GX LTE, Wi-Fi and GNSS, Taoglas has proven expertise globally across the transportation, connected healthcare, smart cities and smart building industries.



Teltonika: Industrial Cellular Networks

Teltonika is one of Europe's leading and most innovative manufacturers of world class Cellular 3G, 4GX LTE Routers, Gateways and Modems, IoT/M2M and GPS Telematics solutions. Teltonika products are deployed globally in the industrial, automation, energy, utilities, smart cities, transportation, enterprise, retail and surveillance markets.



Zyxel Communications: SMB Networks and Cyber Security

Zyxel is a market leading high-tech company that develops and manufactures a comprehensive range of networking solutions, which include Switching Infrastructure, Wireless LANs, SD-WAN and Cyber Security. Renowned for its robust and reliable networking equipment, Zyxel is a global vendor that possesses all key hardware technologies and software elements to deliver unified solutions for SMB, education, hospitality and for the security and surveillance industries.



2J Antennas: Industrial Antennas

2J Antennas is a global supplier of antenna solutions that aims to deliver innovative solutions to the connected world. 2J Antennas delivers high-quality products with cutting-edge technologies to meet the rapidly evolving wireless industry requirements catering to 5G, 4G (LTE), 3G, 2G, WiFi, Iridium communications, GPS/GNSS/BeiDou frequencies and more. 2J Antennas provides solutions for the automotive, IoT, marine, telematic, automation and M2M markets and is certified to ISO/TS16949:2009.



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