hardware.distribution SA (Pty) Ltd

Company Profile

Who we are

Hardware Distribution South Africa is a premier value-added distributor of networking and fiber products serving Telco's, Fiber network operators (FNOs), Internet Service Providers (ISPs), Enterprise and SMB markets.

Based in Johannesburg, we are a niche distributor of fibre optic infrastructure, access hardware and accessories, as well as switches, routers, and access points. We are an independent hardware broker, focusing on Cisco and Aruba refurbished products, which offer substantial cost savings for service providers.

Hardware Distribution has been profitable since inception in 2002 and is a Level 4 BBBEE company with 30% black women ownership.

Our people

It takes a special sort of person to make it at Hardware. We understand fiber optics, networking and what we sell, and offer technical guidance and expertise, including pre-sales support. Our dedicated account managers offer quick, efficient service, which is simply, world class!

We build long term relationships with our customers because of our reliability, integrity, and capability.

We have developed close partnerships with world-leading tech vendors and all our stakeholders.

What we do

Prolabs:

We are an official Prolabs distributor (check out www.prolabs.com) and supply compatible SFPs for all vendor/OEM equipment, including Cisco, Aruba, Dell, Juniper and carrier Ethernet providers i.e., Ciena, Nokia and Adva. Prolabs offers a complete range of SFPs – 1GB, 10GB, 40GB, 100GB, up to 800GB and DWDM/CWDM as well as GPON. The key advantage of choosing Prolabs premium quality compatibles is the significant cost savings to your CAPEX and to your clients. Other accessories supplied include Direct Attach Cables (DAC's) and Active Optic Cables (AOC's), fibre optic patchleads and MPO cables. Prolabs offers the unique advantage of multi-coded solutions – both SFPs and DAC's.

Every Prolabs product is individually tested prior to shipping and carries a lifetime warranty

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S-Optics:

Hardware Distribution is supplier of low cost, quality brand, S-Optics. S-Optics is compatible with a large variety of vendors, and the products encompass SFPs and fibre optic patch leads. S-Optics offer a complete range of SFPs – 1GB, 10GB, 40GB, 100GB, DWDM/CWDM solutions and GPON.
S-Optics also offer splitters, muxes, termination boxes and MPO cassettes.

Brokerage:

As an independent broker, we focus on supplying refurbished products which offer substantial cost savings and quicker lead times.
All products, both new and refurbished carry a one year warranty, but extended warranties can be purchased. We can source Cisco, Aruba, Huawei and Juniper products, including handsets

H3C:

We are an official distributor of the SMB range of H3C networking products, which include Switches (entry level unmanaged, L2, L2+ and L3), 8-port, 16-port, 24-port and 48-port, Wireless Access Points, Firewalls, Routers, Home WiFi Routers and Interactive displays/video conferencing

Smartcare:

We offer flexible and cost-effective SLA agreements on all Cisco hardware that is End of Life (EOL and or End-of-support). Our Smartcare support contracts offers 8x5xNBD hardware swop, throughout the country. All sites are under one contract, giving you support for EOL Cisco networks while your client 'sweat his assets'. Smartcare ensures the sustainability of legacy networks.

Our Value Add:

- ✓ We offer 30 days from statement terms
- ✓ Our pricing includes VAT paid, duties and freight
- ✓ We hold stock in Johannesburg that clients can call off as required (no big upfront purchases). Alternatively 7-10 days lead times. Next day delivery to other regions
- ✓ Knowledgeable, energised and efficient sales team

Check us out www.hardware.net.za.

We look forward to providing innovative solutions and products to you and your clients!