



COMTEC ▶▶

Success through Value, Innovation & Exceptional Service

INFRASTRUCTURE

BUILD | BROADBAND

SATELLITE
WIRELESS

SMART
HOME

DATA
CENTRES

INTERNET OF THINGS



Birmingham > Glasgow > Huntingdon > Sunbury > Doha > Dubai > Hong Kong

Comtec, delivering the future

No one can doubt the insatiable increase in demand for bandwidth as the 4th technological revolution sweeps across the globe.

With 75 billion devices forecast to be internet-connected by 2025 the pressure on telcos and system integrators to quickly and efficiently build data centres and FTTx, 5G and enterprise networks has never been greater.

At Comtec we have positioned ourselves to be your active partner, making light work of the day-to-day challenges you will face.

We care that you select the **right product for the job**

We care that it is **commercially competitive**

We care that it **arrives on time**

We care that **your business is successful**



IN-BUILDING WIRELESS | MULTI TENANT

REGULATORY COMPLIANCE | 5G | HIGH SPEED MIGRATION

PRE TERMINATED SOLUTIONS

HIGH DENSITY SOLUTIONS | FTTH | AUTOMATED INFRASTRUCTURE MANAGEMENT



Birmingham › Glasgow › Huntingdon › Sunbury › Doha › Dubai › Hong Kong

How Comtec can help

A **£60 million** Group established **40 years ago**, Comtec is one of the UK's largest value-added distributors of IP infrastructure to both the **carrier and enterprise** markets.

With an enviable reputation for **honesty, openness and reliability** we are passionate about helping our customers succeed.

From **multi-million pound contracts with major telcos** to the supply of a single box of Cat6 cable to an owner-managed installation company, we have developed services to suit all.

A **Managed Services** solution to meet the long-term supply chain requirements of our larger clients

A **Product Distribution** solution to meet the same or next day delivery requirements of installation contractors

These solutions ensure our customers win the race to deploy and maintain networks quickly, efficiently and to budget.



Our role is to provide value, choice and guaranteed availability – **quality is a given.**

TRANSPARENCY
THROUGH OPEN BOOK

MARKET AGGREGATION
OF SPEND

PRODUCT COST
SAVING

VENDOR
RATIONALISATION

PRODUCT
RATIONALISATION

IMPROVED SUPPLY CHAIN
EFFICIENCY

IMPROVED
COMPETITIVE DYNAMICS



Comtec Managed Services

We **manage all or part of a customer's product supply chain** on their behalf

We've done this for over 20 years for some customers

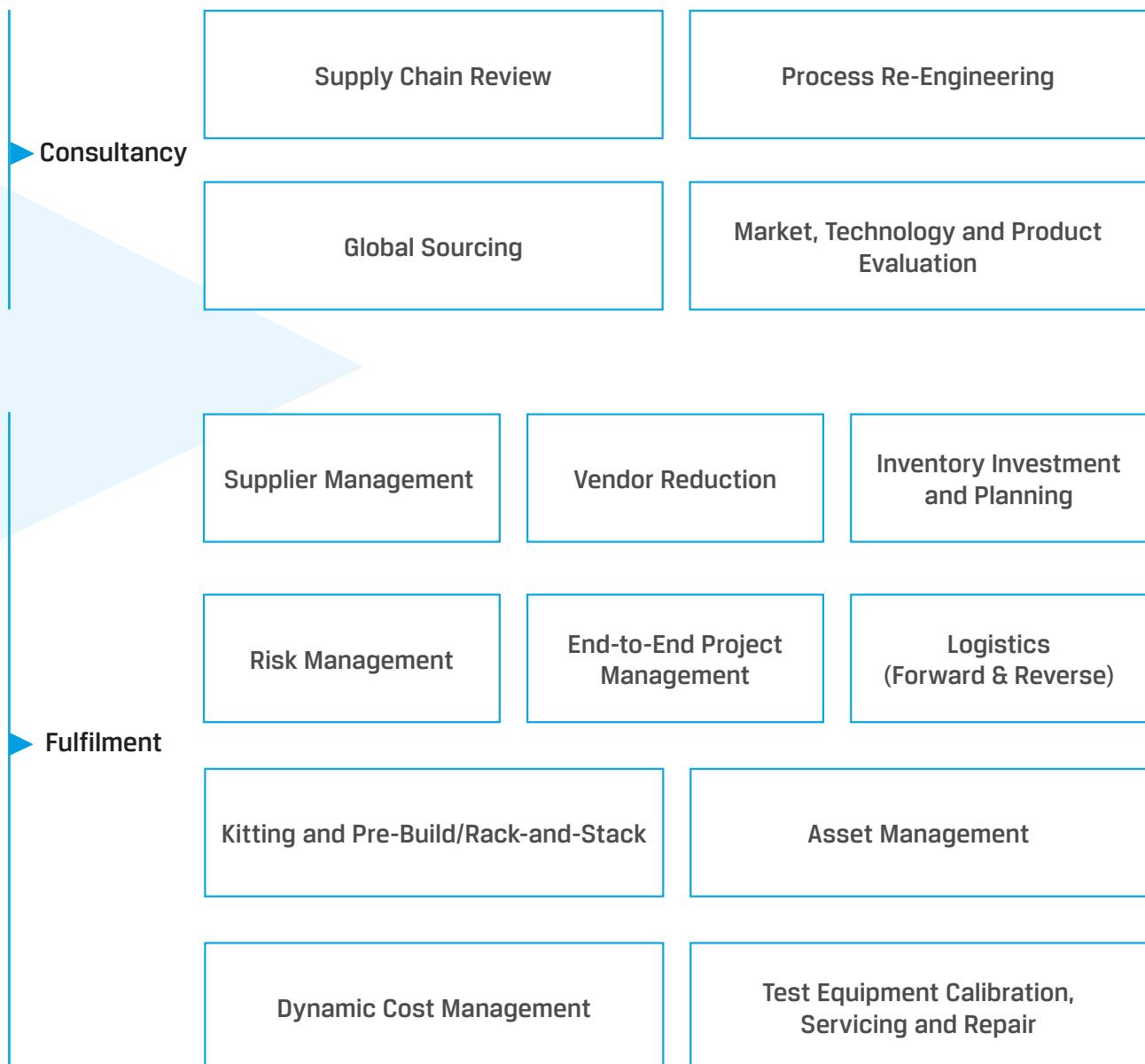
We've **saved** all three of the UK's largest residential carriers **millions of pounds**

We form trust-based relationships with **transparency in all aspects of our engagement**

We deliver **consistency of quality, availability and service**



Each client project is unique and draws from a menu of services:



KEY SECTOR

MARKET LEADING BRANDS

EQUIPMENT

HIRE

SAME

DAY

COMPETITIVE
PRICING

VALUE

ENGINEERED
PRODUCTS

E-COMMERCE

EQUIPMENT

SERVICE

CENTRES



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Comtec Distribution

A 'one-stop-shop' for IP infrastructure and associated products.

Structured Cabling

Fibre Optic Cabling

Trunking and Cable Management

Voice Cabling

Cabinets and Accessories

Active Equipment

Tools

Site Equipment

Fixings and Fastenings

Labelling Solutions

External Cabling

Telephony

Test and Measurement

Power Cabling and Accessories

Audio Visual and Coax



Representing the leading brands in the market



COLLABORATIVE
DESIGN

PROJECT
PLANNING

PROTOTYPE
MANUFACTURE

CERTIFIED
TESTING

ASSET
TRACKING

INNOVATIVE
SOLUTIONS



Comtec Rack and Cabinet Integration

With our recent equity investment in CHH CoNeX we can now offer a wealth of rack and cabinet **integration experience** gained from a number of prestigious projects, each with their own unique challenges and bespoke applications.

With innovation at its heart, a CHH integration solution incorporates competitive design along with built-in flexibility for the future.

Products

External IP Rated Cabinets

Internal Racks

Panel Builds

Meter Cabs

Power Pillars

Bespoke Enclosures

Services

Collaborative design and development

Project planning from design to roll out

Higher level documentation packs

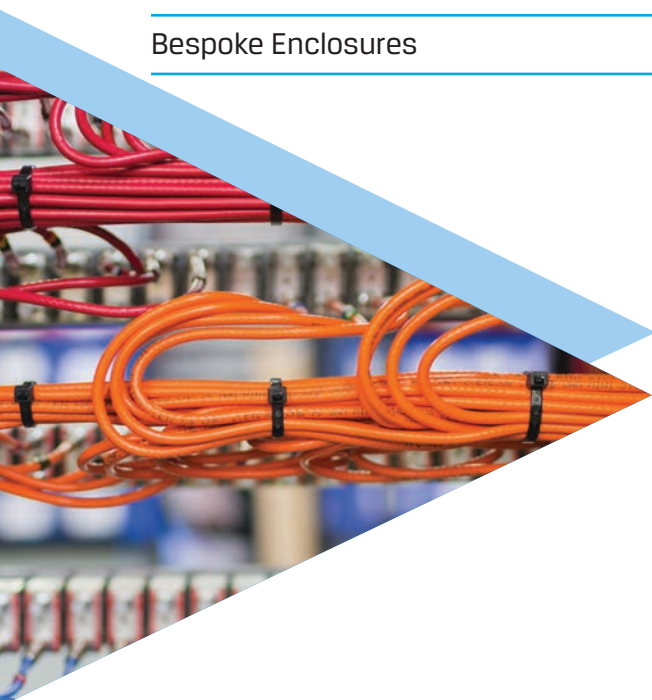
Material sourcing and procurement

Prototype manufacture and review

Certified testing eg. IP, EMC, Noise, RF, Safety

Flexible production roll out

Asset tracking



“ Your integration solution starts here! ”

FULL PERFORMANCE

TESTING

FAST TRACK

SAMPLES

QUALITY

COMPONENTS

BESPOKE

DESIGN

CABLE LOOMS

AND ASSEMBLIES

PLUG AND PLAY

SOLUTIONS



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Comtec Cable, Harness and Bespoke Interconnect Solutions

CHH CoNeX have designed and manufactured all types of cable looms and assemblies (RF, Signal, Power, Single Core, Multi Core) since 1990. **Quality materials** and proven build processes guarantee **performance and reliability**.

Products

IDC

Multi Core

Ribbon Cables

Patch Leads

Discrete Cable Assemblies

RF Cables

Fibre

Wiring Looms

Complex Harnesses

Services and Solutions

Cable assembly concept, design and manufacture

Optimum performance and connectivity

Bespoke interconnect solutions

Product life extension through innovation

Labour saving plug & play

All batch sizes produced

Fast track samples

Full performance testing

Flexible delivery schedules



 Guaranteed performance and reliability

COMTEC ▶▶

Pushing boundaries
for over 40 years



1982

3,000th telecom
technician
graduates from
Comtec training
school



1978

Comtec established
as a telecoms training
school by UK-based
Qualitair Group



1986

Awarded £6M
BT contract for
Ericsson fibre
splicing machines



1989

Comtec becomes
exclusive distributor
in China for Laser
Precision OTDRs



1993

US company PSI
acquires Comtec
from Qualitair
Group



1991

Comtec Far East
established in
Hong Kong



1996

Comtec
management
acquire business
from PSI with
venture capital
from 3i

Acquires High
Wycombe,
UK-based Telecom
Products

1997

Acquires Alcatel's
CPE distribution
business

£3m

2001

Awarded £3M supply chain management contract by BT

2011

Acquires Glasgow-based structured cabling and AV distributor Tait Components

Comtec Qatar established in Middle East



2016

Acquires London-based data centre specialist Repsole

Awarded £26M (3 year) supply contract by BT



2013

Acquires London-based structured cabling distributor Wadsworth Electronics

2017

Acquires AV distributor Nexxia

Acquires substantial shareholding in CHH CoNeX, Birmingham

Attain Systemax accredited distributor status

1999

Awarded £10M product sourcing and supply chain management contract by Telewest

£10m

£12m

2012

Awarded £12M supply chain management contract by Virgin Media

2005

Acquires UK structured cabling distributor Artizan Networks

£11m

2015

Awarded £11M FTTH product sourcing and supply chain management contract by Ooredoo (Qatar's national telco)

Acquires distribution assets and staff of Birmingham-based Greenwoods Communications



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