

**DUXBURY**  
Networking

“ **The difference is experience** ”

**Specialist Networking Distributor**

**CORPORATE BROCHURE**

## Partners In Your Network Journey

“The IT industry and its distribution channels in South Africa are defined by one unwavering trait: change. Embracing, comprehending, and adapting to these shifts form the foundation for success in a dynamic global landscape.

At Duxbury Networking, we have wholeheartedly adopted this ethos. Since our inception in 1984, we have observed monumental shifts within the IT arena. Our growth has been in stride with technological advancements and the evolving challenges our customers encounter in their transformation journey.

Due to our commitment to staying abreast of industry advancements, Duxbury Networking is a solutions-focused distribution organization with branches in Johannesburg, Durban, and Cape Town.

Positioned strategically within the channel, we excel in providing specialized, value-added technical support services and distributing our market-leading products effectively. We aim to cultivate strong partnerships with our clients, who regard us as reliable, trusted advisors ready to exceed expectations and seamlessly integrate with their operations.

Now is the time to actively reshape and redefine the South African digital landscape, setting the stage for your business and your customers' success in the years to come.

At Duxbury Networking, we are not just networking solutions providers; we are partners in your journey towards technological excellence.”

## Duxbury Solution | All-In-One

Hands-on Management Approach



Committed Internal & External Sales Team



Complete & Reliable Logistics



Technical Helpdesk Support



Pre-sales & Design



Product & Technical Masterclass Training



Innovative Networking Solutions



Duxbury Finance



National Footprint



Site Survey, Installation and SLA



# “WHAT WE DO”

At Duxbury, we have nine focused business units that run independently. This structure allows us to focus on the exact needs of our valued channel partners.

## Focused Networking Distributor

### DUXBURY TRAINING

1

- Vendor Accredited Trainers
- Full lab facilities
- Generic vendor agnostic courses
- Customised courses & practical lessons

#### TECHNICAL SOLUTIONS

2

- Solution design
- Implementation & deployment services
- On-going maintenance services
- Help desk & telephonic support
- Pre-sales assistance & advice

#### UNIFIED COMMUNICATIONS

3

- On-premises & hosted PBXs
- Business phones
- Enterprise mobility
- Contact centre solutions
- Collaboration & communication software
- Gateway & SIP border control

#### NETWORK SECURITY

4

- Network-based security & analytics
- Unified Threat Management (UTM)
- Endpoint protection
- Mobile device control & BYOD
- Virtual security
- Secure WiFi solutions
- NAC/IOT/OT Security

#### SURVEILLANCE

5

- Network cameras
- Network Video Recorders
- Network Audio Solutions
- Video management software solutions
- Video storage
- Access Control
- Analytics
- Camera Housings and Accessories
- Facial recognition
- License plate recognition

#### ENTERPRISE NETWORKING

6

- Carrier-class infrastructure
- Cloud & virtualisation solutions
- Network analytics
- Corporate-wide mobility
- Convergence
- Software-defined Networking (SDN)
- Enterprise Wi-Fi Solutions
- Unified storage architectures

#### SMB/SOHO NETWORKING

7

- Enterprise-class cost-effective solutions
- Smart & unmanaged infrastructure
- Cloud-managed Networks
- Latest wireless technologies
- Smart home security
- Mobile broadband
- Innovative & affordable storage

#### WIDE AREA NETWORKS

8

- SD-WAN Solutions
- MPLS Networking
- Advanced routing solutions
- Virtual Layer 2 and Layer 3 Services

#### WIRELESS NETWORKING

9

- High performance & high throughput
- Licensed & unlicensed frequency solutions
- Multi-Gigabit millimetre wave solutions
- Point-to-Point backhaul
- Point-to-Multipoint Networks
- Mobile wireless mesh solutions
- Solution design, desktop frequency planning and path design
- Licence application assistance

## Our Brands

“ A world-class product portfolio offering turnkey network solutions through local and global vendors ”



Switching, Routing, Management, Security, Data Center, Wireless, Wi-Fi, SSE and SD-WAN



Cloud, Network Fabric, Wired Access, Wireless Access, Network Security, SD-WAN



Cloud, Switching, Routing, Wireless, Adapters, Wi-Fi Routers, Mesh Systems



Unmanaged, Smart Managed, Managed, and Industrial Switches. Wire-free Cameras, Services Gateways, and Indoor/Outdoor Wireless Access Points



Wi-Fi Routers, LTE Routers, Portable Routers, Mesh systems, PoE Injectors



Network Cameras, Audio, Access control, Intercom, Analytics, On-Camera Applications, VMS, and Recording solutions



Network Cameras, Audio, Intercom, Analytics, VMS and Recording Solutions



Open Platform VMS, Analytics and Recording Solutions



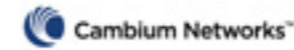
ANPR, MMR, Vehicle Data Fusion Platform



Facial Recognition Analytics and Access control



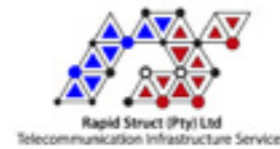
Workstations, Servers, NVR, and Storage Solutions



Point-to-Point, Point-to-Multipoint, Wi-Fi, Switches, Security, TCP Optimization, and Management Solutions



Industrial Wireless Mesh, Mobility, IOT servers, Gateways, Edge Devices and Wearables



Lattice Masts



Asymmetrical Horn, Symmetrical Horn & Parabolic Dish Antennas



Firewalls, Endpoint & Server protection, Centralised Visibility and Management



Versa secure SD-WAN combines full multi-tenancy, multiple deployment options, zero-touch provisioning and a broad set of security functions for Service providers, Enterprises, and SMB



Armis is the first agentless, enterprise-class security platform to address the new threat landscape of unmanaged and IoT devices









Unified Communications, Contact Centre, Management Software and Handsets



Cellular Boosters for Enterprise, Home and Small Businesses, Mobile, and Industrial Environments

# Duxbury Technologies Across Markets

 SOHO	 MSP/ISP	 SMB	 ENTERPRISE	 CLOUD	 INDUSTRIAL
<b>WI-FI</b>					
HPE					
EXTREME					
CAMBIUM					
NETGEAR			NETGEAR		
CUDY					
<b>SD-WAN</b>					
HPE + EXTREME + VERSA					
SOPHOS		SOPHOS			
<b>SWITCHING/ROUTING</b>					
EXTREME					
HPE					
NETGEAR					
CAMBIUM			CAMBIUM		
DUXNET			DUXNET		
CUDY					
<b>NAC/IOT/OT SECURITY</b>					
EXTREME					
HPE					
					ARMIS
<b>OUTDOOR WIRELESS NETWORKING</b>					
CAMBIUM					
RF ELEMENTS				RF ELEMENTS	
				RAJANT	
RAPID STRUCT				RAPID STRUCT	
<b>SURVEILLANCE</b>					
AXIS			AXIS		
MILESTONE					
SAFR					
FF GROUP			FF GROUP		
HANWHA		HANWHA		HANWHA	
IRONLINK					IRONLINK
<b>CYBER SECURITY</b>					
SOPHOS + VERSA + HPE + EXTREME + ARMIS + CAMBIUM					
<b>VOIP</b>					
MITEL					
<b>SIGNAL BOOSTERS</b>					
NEXTIVITY				NEXTIVITY	