

# Capability Statement

Micromax Pty Ltd

Est 1960.



**micromax**

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# Connecting Australian organisations to technology products, services, and solutions.

## Reach

Micromax has operated for over 60 years supporting Australian industry and the Asia Pacific region. Currently we support the following areas either directly or with support from our national and international network of partners.

- Australia wide.
- Asia Pacific.
- New Zealand.
- Globally (project-project basis).



## Vision

**“Our vision at Micromax is to be a leading provider of innovative and affordable technology solutions, empowering individuals and businesses to achieve their goals.**

**We strive to create products that are easy to use, reliable, and enhance our customers’ daily lives. Our focus on continuous improvement and customer satisfaction drives us to push the boundaries of what’s possible, delivering cutting-edge technology that meets the ever-evolving needs of our customers.”**



**Experience**

# Experience

**Our combined experience and the breadth of our offering gives us insights across industries, helping us understand various challenges.**

## Established in 1960

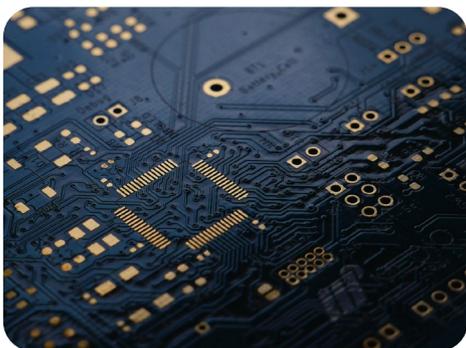
Micromax was first registered as a company in 1960. Now based in the Illawarra region of NSW, we supply innovative technology products, services and solutions nationally and internationally.

## Technology for Australia

We partner with global manufacturers to develop and supply customised products and solutions to our clients.

## Our expertise

- Supplying technology products from many global brands for Healthcare, Industrial and Commercial industries.
- Systems integration.
- Field application technical engineering.
- Electronic manufacturing facilitator.
- Software application development & professional services.
- IoT deployment and systems maintenance & support.
- Data collection services.
- Australian warranty and repair.



| **Industries**



# Industries



## Commerical

- Retail chains.
- Facilities management.
- Telecommunications.
- Government.
- Entertainment.
- Shopping centres.
- Intelligent Transport Systems (ITS).

## Health

- Hospitals.
- Specialists.
- Medical centers and clinics.
- Aged Care.
- Medical research.
- Laboratories.



## Industrial

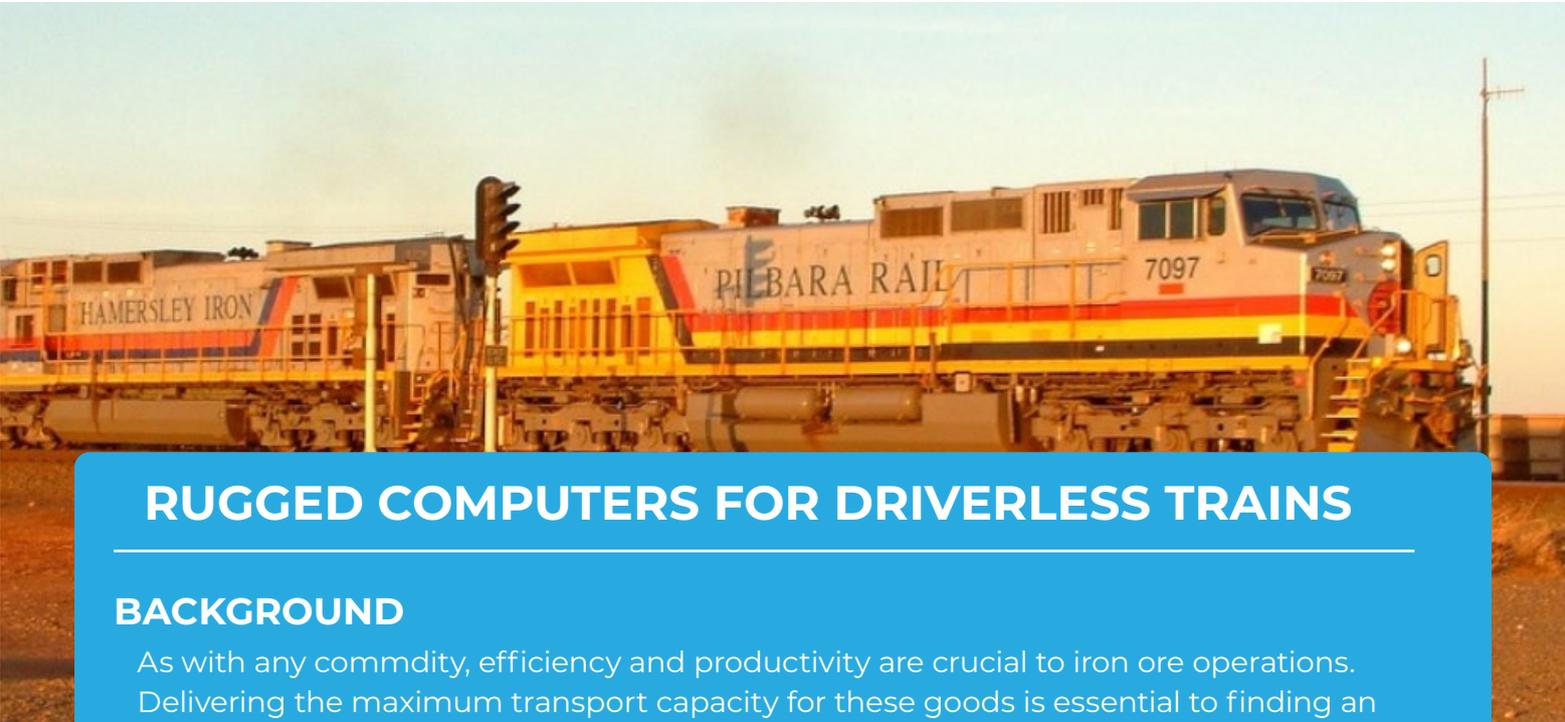
- Manufacturing.
- Transport.
- Mining.
- Agriculture.
- Utilities.
- Marine.
- Defence.
- Oil and Gas.
- Renewables.

| **Our work**

# Mining Transportation

We support the implementation of critical technology components in complex industrial solutions.

- **Support from planning stage to production.**
- **Years of experience working with product manufacturers.**
- **Strong network of international manufacturers.**



## RUGGED COMPUTERS FOR DRIVERLESS TRAINS

### BACKGROUND

As with any commodity, efficiency and productivity are crucial to iron ore operations. Delivering the maximum transport capacity for these goods is essential to finding an effective mode of transport - which is where rail comes in. The end-users operated a fleet of heavy haul iron ore trains 24 hours a day delivering between multiple mine sites and port terminals.

To further increase operational capacity and reduce transportation time, driverless operation of the trains was the challenge. A framework agreement was established through a primary contractor engaged to source and deliver the embedded computing solutions required.

### PROJECT

Micromax worked with the primary contractor, from the design stage, supplying rugged computers that provided critical functionality for 24/7 operation of driverless trains.

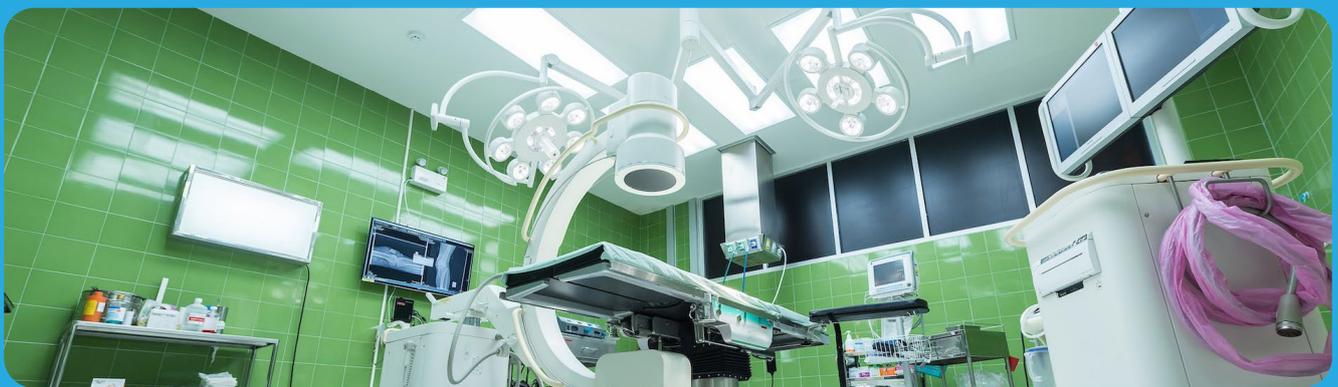
# Health

**We support Aged Care, Hospitals and Clinics to manage their medical computer fleets with unrivalled support.**

**Micromax Health provides medical computer fleets with an Australian based support centre. We help our clients source their medical computer fleets including various power options, cart solutions and fleet management support.**



**Private labelling, just-in-time supply and maintenance support can also be provided.**



## **FLEET DEPLOYMENT**

Nursing cart fleet deployment for state health agency in 2022.



## **EXPORT EXPERIENCE**

Successfully delivered export projects to New Caledonia - Fleet of medically approved All-In-One (AIO) units.

# Retail

We support retailers and shopping centres to understand their visitation, sales conversion and marketing effectiveness.

- Decades of experience implementing visitation analytics systems both nationally and internationally.
- Unrivalled locally based aftermarket customer service and support.
- Device agnostic – constantly evolving and keeping abreast of global analytics trends.
- Solution flexible – the ability to provide a unique user experience based on our varied customer requirements.
- National network of field technicians, installers, and integrators.



## DELIVERING MAJOR PROJECTS

70

Shopping centres rollout over 12 months.

600

Store 5 stage telecommunications retail store rollout.

50

Store furniture chain rollout over 3 months.

80

Store retail chain rollout over 3 months.

# Automotive

**We support the automotive industry to run smoothly year round with supply chain support.**

**We understand that for our automotive clients, time is money.**

**Micromax provides Australian based support, delivers on orders efficiently and manages stock levels. We aim to minimise lead times for our clients while providing competitive pricing.**



**We take pride in being a long-term business partner who has provided consistent and reliable delivery of goods and product support over decades.**

## KEEPING OUR CUSTOMERS ON TRACK

- Market-leading products and after-market part options.
- Great customer service and technical support.
- Extensive product range.
- Competitive pricing.
- Reliable stock.
- Supply chain support.



# Transport

We provide traffic products, traffic data surveys, hardware for Intelligent Transport Systems (ITS) and permanent data collection solutions.

- Delivery of field services and traffic data collection.
- Network of partners and innovative suppliers.
- Production experience with ITS hardware.
- Supply of market-leading products.
- Decades servicing this industry.



## TRAFFIC PRODUCTS

- Traffic & trail counters.
- Tubes survey consumables.
- Networking devices.

## SOURCING AND R&D SUPPORT

- Permanent traffic solutions.
- Telematics devices.
- ITS hardware.

## TRAFFIC DATA

- Automatic traffic counts.
- Intersection surveys.
- Queue length surveys.
- Pedestrian surveys.
- Visitor traffic data.
- Parking data.



# Commercial

We support various projects to support solutions across a range of areas.

- Ability to deliver on design and manufacturing for new projects.
- Support all the way to products to end-of-life.
- Australian based service centre.



## Support for decades

### FIB - SOLUTION

Forecourt Interface Box -  
A communication system  
bridging fuel pumps to  
operators PoS systems.

### HOW WE SUPPORT THIS

- Back to base diagnostic and refurbishment services.
- Maintaining stock and ensuring supply of products.
- Providing Australian based repairs, warranty and support for decades.



# Product Spotlight

# Product spotlight

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## Visitor Analytics Systems



Installation rollouts and management of projects to establish visitor data collection using specialised sensors.

Data is accessible directly via our web-based analytics dashboard. Alternatively data can be directed to client networks by request, for clients managing data analytics internally.

### Applicable to:

- ✓ Commercial.
- ✓ Industrial.

## IoT, Networking & Connectivity Solutions



Supply and support for devices enabling the delivery of a smart and connected Australia. Networking and connectivity solutions; 4g and 5g, modems, gateways, routers and switches.

Programming, remote management system and VPN options available.

### Applicable to:

- ✓ Commercial.
- ✓ Health.
- ✓ Industrial.

## Digital Displays (out-of-home media)



Digital display units, customised hardware solutions. Supported with connectivity and internal processing units.

Solutions suitable for facility management, commercial, government and digital advertising.

### Applicable to:

- ✓ Commercial.
- ✓ Health.
- ✓ Industrial.

# Product spotlight

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## Specialised Industrial Displays



Fully customisable. LED based digital displays used for industrial communications, and visualisation for industrial safety.

Suitable for displaying photovoltaic systems. Also commonly used to display power generated from solar panels.

## Applicable to:

- ✓ Commercial.
- ✓ Industrial.

## Traffic & Parking Monitoring Systems



Capture road traffic data to support traffic research, modelling and Intelligent Transport Systems (ITS).

Ability to provide smart parking and traffic monitoring and solutions.

Utilising IoT, edge computing, artificial intelligence and license plate recognition where applicable.

## Applicable to:

- ✓ Commercial.
- ✓ Industrial.

## Visitor Management Systems



Provision of hardware and software together as a solution ready to work for you. Options to cater for customer facing or contractor management applications.

Client branding options also available for a complete brand experience.

## Applicable to:

- ✓ Commercial.
- ✓ Health.
- ✓ Industrial.

# Product spotlight

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## Medical Computers

### Applicable to:



All-In-Ones, mobile medical cart solutions, medical PC's, monitors and tablets. Power solutions including power banks and battery management.

- ✓ Health.

NVIDIA Partner Network and Intel AIIP Partner, manufacturers.

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## Embedded computing

### Applicable to:



Support through design and manufacturing process.

- ✓ Industrial.

Extensive line of single board computers ranging from popular embedded form-factors to rugged systems with field-proven reliability and endurance.

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## Broadcast Video Products

### Applicable to:



Featuring UHD Serial Digital Interface. Products range includes equalizers, cable drivers, relockers, configurable equalizer/ driver devices, HDMI/ SDI bridge, transmitters/ serializers, receivers/deserializers, crosspoint switches.

- ✓ Commercial.
  - ✓ Industrial.
-

# Product spotlight

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## Oil Cleaning Centrifuges

Centrifuges can remove the wear abrasives from oil down to less than one micron.

Centrifuges can reduce engine wear a minimum of 40 – 50%, with proper selection, improving efficiency and sustainability for operations.

### Applicable to:

- ✓ Industrial.



## Thermostatic Control Valves

Reliably providing temperature control valves, air shut-off valves, filtration systems and spare parts.

### Applicable to:

- ✓ Industrial.

## Solenoids

Reliably providing solenoids parts including shutdown solenoids, dual coil solenoids, cable series and more.

### Applicable to:

- ✓ Industrial.



# Product spotlight

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## Telematics



Products, accessories and solutions including telematics configuration tools for vehicle tracking and fleet management.

### Applicable to:

- ✓ Commercial.
- ✓ Industrial.

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## Power supply products



AC-DC (linear) converters, AC - DC switching, DC - AC inverters, DC-DC converters, UPS, PCI-04. Line conditions, battery chargers, LED drivers.

### Applicable to:

- ✓ Commercial.
- ✓ Industrial.

All products manufactured by Statronics come with at least a 2 year warranty, covering design, materials and workmanship.

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## Traffic Surveys Field Works & Products



Traffic Surveys as a service and a complete range of equipment to support the collection of traffic data. Including pedestrians and vehicles.

### Applicable to:

- ✓ Commercial.
- ✓ Industrial.

# Micromax brands



Supply and support for various technology products including embedded computing, industrial communications, audio and video components.



Supply medical grade and medically approved IT devices, technology and solutions the associated ongoing services & support for the Health Industry.



People counting and visitor monitoring solutions to measure and understand business visitation.



Visitor analytics and monitoring platform. Web- based platform with automated reporting.



Real-time customer engagement tool including surveys and visitor satisfaction monitoring.



Specialists in the design, manufacture, testing and supply of power supplies and other electronic equipment.



Experts in power supply design, production and support.



PRODUCTS

Traffic Survey Products for pedestrian and vehicle survey equipment and consultation.



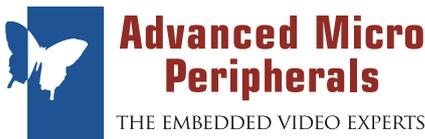
FOR SURVEYS

Transport & traffic data surveys and solutions.

**The right fit for each client**



# Brands we represent and work with



Connect Tech Inc.  
Embedded Computing Experts



# Brands we represent and work with

- Aeroranger - Ready-to-go AI solutions for fixed and mobile applications.
- Adel System - Industrial power supplies. Linear, switch mode power supplies. DC UPS, AC-DC, DC-DC, Intelligent Battery Chargers.
- Adlink - Leading edge computing manufacturer.
- Advanced Micro Peripherals - Design and manufacturing company producing rugged, high performance embedded boards and system solutions.
- Advantech - Edge Networks and wireless sensor nodes. Ethernet, serial, wireless cellular, USB communications.
- Artila - Industrial communications & ethernet connectivity.
- Connect Tech - Hardware design and manufacturing company that specialises in rugged, small form factor solutions.
- Diamond Systems - Embedded computing solutions.
- Diamond Traffic Products - Vehicle counters and classifiers, pedestrian and trail counters.
- Fluid Power Energy - Thermostatic control valves, oil cleaning centrifuges, Valva Configurator, Spare Parts for Amot® TCV's, air shutoff valves, FSI filters.
- Ignion - Multiband, multipurpose chip antennas.
- Matrix Orbital - Communication interface display and intelligent interfaces solution manufacturer.
- Metrocount - Long standing industry leader providing Australian made vehicle counting and classification units.
- Minnovation - Flexible IoT platform helping organisations digitalise and connect their assets and infrastructure.
- Onyx Healthcare - Medical IT company in providing trusted, innovative products, customer-centric design services and medical pc solutions.
- Siebert Group - Digital display systems.
- Tattile - Custom vision solutions.
- Teledyne Flir - designs, develops, manufactures, markets, and distributes technologies that enhance perception and awareness through thermal imaging, visible-light imaging, video analytics, measurement and diagnostics.
- Teltonika - Global developer of IoT supporting in networking, telematics and mobility solutions.
- TIKS - Compliance & visitor management solutions.
- Tri-M -Rugged power solutions, CPU boards, I/O communication modules and enclosures.
- Woodward - Solenoids; APECS & DYNA Actuators.
- Xovis - international provider for intelligent people flow solutions across airports, retail, transportation and smart buildings.

# Accreditation & Quality

Integrated - 45001:2018/14001:2015/9001:2015 Occupational Health & Safety, Quality & Environmental Management System.

ISO 9001:2015 Quality Management Systems.

ISO 14001:2015 Environmental Management Systems.

ISO 45001:2018 Occupational Health & Safety Management System.





# Your partner in problem solving.

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