

**Lexair**

Capabilities Statement

Lexair Electronics Sales Corporation is a WBENC/WOSB certified global voice and video communications technology company. For 24 years, Lexair has enabled Fortune 500 companies and federal, state and local governments to strategically deploy and manage voice and video technology, device endpoints and services across their organizations. As a trusted Tier-1 supplier, Lexair advances our clients' business goals in a highly customized and cost-effective way. We support customers who operate multiple facilities across the United States, or the world, ranging from 4 to more than 2000 site locations, plus WFH populations, and employing 10,000 to over 400,000 employees.

Our Mission:

We strive to eliminate the hassle of acquiring, deploying and maintaining voice and video communication technology, device endpoints and services by building a supplier-partner relationship. By investing in our customers, we provide the best customer-centric service, specialized customer programs, competitive prices and on time delivery. Through flexibility, focus, creativity, resilience, and determination our team offers a consultative approach to supporting each customers' unique requirements.

Who we are:

Small Business/Woman-Owned

WBENC Certified #247795 / WOSB Certified #W030150

Cage code: 1C4V0 DUNS#: 00-796-0763

- Founded in 1998
- Tier 1 Supplier
- EDI enabled
- Active supplier networks: SAP-Ariba, *PunchOut Ready*, Proactis Coupa, IBM B2B Commerce/ Blockchain-IBM-TYS, BuyerQuest

- 24 hr. order-to-ship cycle
- 8000+ orders shipped/month

Locations:

- HQ: Greensboro, NC USA
- Montreal, Quebec CANADA
- Breda, The Netherlands-EMEA

What we do:

Global Authorized Reseller:

- Communication Headsets: Traditional office, contact center, work-from-home, hybrid, hoteling, mobile, softphone-UC, computer, SCIF, TSG, PTT, corded, wireless, DECT, Bluetooth
- Telephones: Traditional office, contact center, SCIF, digital, analog, VoIP, softphone-UC, intrinsically safe, explosion proof and TSG secure
- Audio/Video Conferencing Endpoints: Analog, digital, softphone-UC, Bluetooth, personal webcams, huddle & conference room systems
- Mobility: Accessories: Cases, batteries, holsters, chargers, adapters and skins / Secure: Mobile smartphones/data block, containers
- Cloud Communications: Voice & video, UCaaS, CCaaS, SD-WAN, ISP, Cloud PBX, inbound/outbound voice/softphone, satellite
- Traditional Communications: PBX, POTS, VoIP, landline, analog, digital, on premise
- Software: Headset/device management, firmware management

Managed Services:

- Cloud Communications, Collaboration - UC, & Bare Metal •Warehousing and customer specific stock programs •Global device deployment, installation, life-cycle management & refresh •Firmware management & upgrades •Break/fix and trouble ticket management •Adoption strategy & out-of-box training
- Distributed Antenna Systems (DAS) •broadband and fiber networks •4G LTE •5G indoor/outdoor WIFI & wireless broadband WAN

How we do it:

- Dedicated Account Team, Supplier-Partner Relationship •Cloud technology and device consulting, •Product selection and compatibility •Global fulfillment •Cloud technology and device migration guidance •U.C. softphone device migration and deployment consulting •Device kitting, bundling, packaging, and custom item numbers •End-user fulfillment •Reconditioning, •warranty processing •Trade in/Trade up programs •Electronic catalog development, hosting and maintenance •No cost product samples •Onsite support Reporting: Scheduled, On-Demand and Ad-Hoc

Tell me more...

Awards & Recognition:

- Top Woman Owned Business – OmniKal–Since 2004
- Supplier Excellence Awards: The Boeing Company – 2015, 2017 & 2019
- UC Softphone Delivery Award: The Boeing Company – 2012
- POLY (Plantronics + Polycom) - Federal Partner of the Year - 2020
- Selected by IBM as the first supplier on their new "IBM B2B Commerce" Platform - 2022

Industry Leading Brands Include:



Please request our "Product and Services Guide" for a complete list of manufacturers & providers

NAICS Codes:

- Products: 423690, 237130, 238210, 334210, 334220, 423430, 449210
- Services: 238210, 334220, 423430, 515111, 517311, 517312, 517410, 517911, 517919, 518210, 541512, 541618, 561499