


# CORPORATE PROFILE

oxbow

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Since 2003

# Our Company

You rarely meet a company with people as passionate, enthusiastic, and driven by the desire to succeed every day. Our energetic approach and business conduct have earned us the reputation of a favourite supplier in the industry.

Oxbow was founded in 2003 and employs 140 staff in Cape Town. Our core focus has traditionally been the sales and service of office automation machines, and we have enjoyed a consistent growth to be recognised as the largest reseller of printer equipment in Africa.

We also offer and maintain a strong presence in Telecommunications, CCTV, Office consumables and Eco Energy solutions through our successful customer service platform. All of our solutions are available on an easy monthly rental plan, off the balance sheet, with no upfront costs.

"Every day, we try to do better than yesterday, and every player on the Oxbow team is committed to delivering the very best in customer service. This is the foundation of our business, and we will continue improving our offering as our customers require. The answer is "yes; what is the question?"

Brett Furlong, Managing Director, Oxbow Group.

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# Vision

Oxbow is a dynamic, passionate company motivated by the desire to be the leading office solutions partner in South Africa.

# Mission Statement

We strive to deliver exceptional service, innovative solutions, and measurable growth for all our clients by:

- Providing the best products representing a superior blend of quality, performance, and value.

- Outstanding customer care through unparalleled service excellence.

- Developing our people to their fullest potential makes Oxbow the business's favourite employer.

- Encouraging an innovative entrepreneurial spirit which allows for an exceptional experience.

- Applying the highest standards of business ethics in line with good corporate governance.

- Exceeding stakeholders' expectations.

# Oxbow Telecommunication

Oxbow provides holistic telecommunications solutions for businesses of all sizes nationally. Our services include PABX, Lease Cost Routing, VoIP, and Closed User Group solutions.

We tailor solutions that fit your business scope of work and phone call volume. All solutions are installed free of charge and are available with an Oxbow Service Plan.

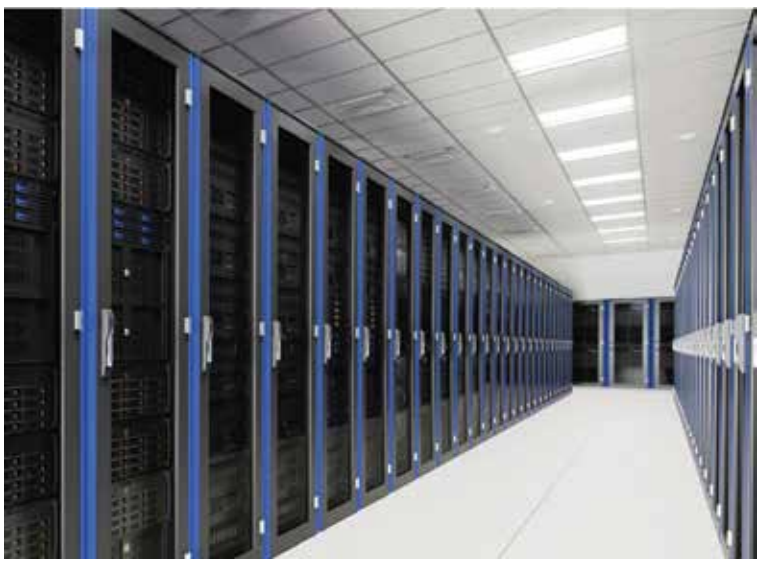
Oxbow partners with all the major service providers, ensuring you affordability and value for money.











Yealink | Yeastar

# Oxbow Solar/ Inverter Solutions

Oxbow is fully committed to a policy of recycling and renewable energy wherever possible.

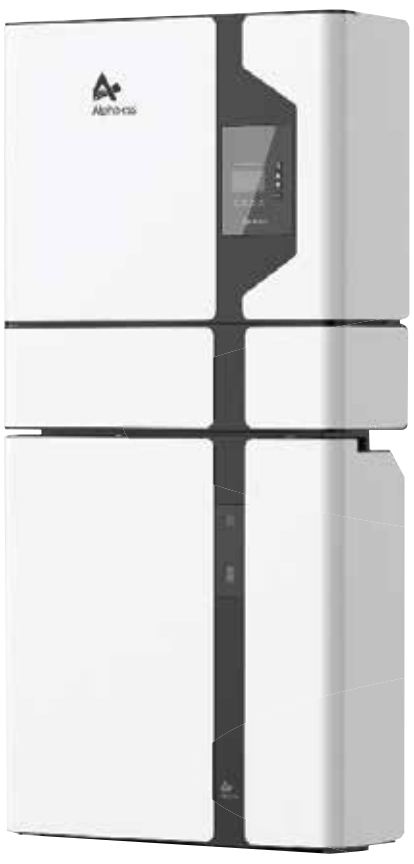
Our EcoEnergy division provides a professional analysis of your electricity spend and offers an energy reducing alternative. We specialise in refitting energy-reducing lights, solar energy and alternate heating solutions. Our full offering includes the needs analysis and installation of energy reducing technology. Our professional service includes full electrical compliance and a Fire and Safety certificate.

We conservatively guarantee a monthly saving of 60 percent on your current electricity bill before the costs of installing the new solar, which we provide on an easy-to-accept rental option.

Our off-balance sheet rental option means that you can install new energy-reducing equipment with almost always covered by the savings enjoyed on the new electricity bill.

Our easy-to-accept rental options also include insurance and a guaranteed warranty for the full duration of the contract. Our guaranteed saving policy states that if the accepted saving is not enjoyed within anytime first six months of installation, we will cancel the contract and revert to the original status. That is how successful this offering has been in the market.

With electricity charges increasing between 14 and 20 percent per annum, there is no better time to explore our EcoEnergy solutions.





SUN SYNK® | synapse | TESLA

# Oxbow CCTV

We supply only the best in CCTV surveillance technology from the leading manufacturers worldwide.

Oxbow can offer an entry-level analogue system to the latest IP digital solution for whatever suits your business best. Off-site monitoring enables the user to view real-time activity.

Keep an eye on your investments every second of the day from a smartphone or tablet.

Our solution includes full installation and after-sales support to ensure your purchase is a pleasant experience that exceeds your expectations.

Our off-balance sheet rental option means you can install a high-end CCTV solution with no upfront costs to your business. Our easy-to-accept rental also includes insurance for the full duration of the monthly rental contract.





HIKVISION | dahua TECHNOLOGY

# Oxbow Printers

We offer a wide selection of printers for all requirements, from small offices to commercial printers complemented by our professional technical support.

Our consultants are highly experienced and capable of consulting with your business to help you understand the total cost of ownership around your document flow.

After a short assessment, we will prepare a no-obligation proposal for consideration that will suit your business and your budget while improving your productivity.

Our affordable solutions ensure our customers enjoy the best in our technology on a monthly rental contract, including free insurance, without any upfront costs.

Our comprehensive service plan will provide exceptional after-sales service and dedicated technical support.

Our printer installations can include Managed Print Services that automatically log technical calls and order toner even before you know the requirement. Our services also include monthly meter readings and month-end reports to understand your volumes and machine performance.



RICOH

# Oxbow Office Supplies

Oxbow supplies anything that you put through a printer or photocopier. We supply a full range of paper along with transparencies in all sizes.

We supply toners and cartridges for any printer brand, including RICOH, Canon, Lexmark, Samsung, HP and more.

Our product range also includes Office Furniture, Filing Solutions, Electronics and Accessories and various everyday specialised office and school stationery.

A 30-day account is available to assist with your cash flow management and ability always to have stock close by to satisfy your office requirements.

Our experienced and friendly Account Consultants visit our customers regularly to ensure that we maintain the customer service partnership and grow with your business.










# Oxbow Video Conferencing

Video Conferencing is now not only nice-to-have but more so a business necessity.It brings your audience closer at a fraction of the cost without lengthy overnight stays and expensive travel costs.

Our high-quality video and sound equipment simulates a theatre environment, the next best thing to a face-to-face meeting.

Oxbow can provide entry-level solutions for small businesses up to larger solutions for our big corporate customers, all on a monthly rental option.

Video Conferencing is becoming a vital tool in everyday life, as the most valuable aspect of our life is time and Video Conferencing allow one to be anywhere at any time.

From displays, speakers, interactive boards, and video conferencing, we have the skills required to design, implement, advise and install these solutions to make your meeting spaces client and user-friendly.

Our cloud-based virtual meeting rooms allow one to communicate with others via tablet, laptop, Android, IOS or room-based systems across the globe. This allows seamless multiparty video communication, which brings the real look and feel of a face-to-face meeting to wherever you may be.






HIKVISION | Yealink

# Oxbow IT and Computer Services

Oxbow IT Services offers our existing and new customers a complete solution for your always-changing business IT needs.

This service means you can access qualified engineers without a high monthly salary cost on the business's payroll.

From desktop support for small user groups to large user infrastructures, Oxbow has qualified IT engineers to assist your business onsite or remotely.

Services including but not limited to:

- Desktop Support
- Software requirements
- Microsoft licenses on affordable monthly rental
- Anti-virus advice and installations
- Document management software such as Equitrac, Papercut and more
- Email security and archiving in the Cloud
- Disaster recovery
- General IT assistance

Our mission is to bring you a suite of software products and services that will compliment and strengthen your company's business processes to ensure efficiency and improved profitability.






Office 365

Microsoft

# Oxbow Customer References

**XLNT**
Grant Venter
021 905  8282

**The Health Foundation**
Tumelo Maliti
021 418 1580

**SA Power**
Sara Van Der Westhuizen
021 559 5339

**Beauty Umbrella**
Prudence Adams
021 902 1843

**Bach Accountants**
Elzahn or Graeme
021 200 0431

**Auto King/ Herring & Van der Burgh**
Pierre Van der Burgh
076 867 8500

**Clovelly Country Club**
Paul Stoner
021 784 2111

**Cambridge University Press**
Anthea
021 412 7800

**Catermos**
Seraj Moody
021 376 0205

**Altena Primary School**
Lynn Rose
021 851 5693

**Claremont Holdings**
JD Horn
021 657 7111

**Silo Hotel**
Sean Brougham-Cook
021 670 0500

**Chartac**
Cornel Dahms
021 481 7000

**Ashrafs Windscreen**
Ashraf Smith
021 946 1535

**Cape Town Gin & Spirit**
Craig Van Der Venter
021 593 8800

**Champs and Chands**
Chris de Wet
083 631 4024

# Our People

Customer service and the best product are key, yet nothing is more important than our people. Every single person employed at Oxbow is our greatest offering.

This is how we have managed to grow our business over the years while the market is shrinking by attracting the perfect staff with attractive payment plans and sharing the profits when targets are exceeded.

Staff retention is vital to keep continuity with our customer partnerships, and we work very hard to be both the favourite supplier and, more importantly the favourite employer in the country.

Happy staff look after customers better and have the will to want to help rather than feel pressure to help. That is what makes us different and sets us apart.

Nothing at Oxbow happens by default. It is all a carefully planned passage to success that we spend hours discussing, designing, and implementing.

We desire to be the best company in the world and won't stop until we are.

Oxbow is a company run by our people who have a mutual desire to help our customers enjoy an extraordinary experience

# Meet a few of Our People

Hi, I am Antonia.

I started at Oxbow March 2017 as a receptionist. Oxbow has provided me with the opportunity to up skill myself every day and has allowed me to have exponential growth in the company, from starting in reception and working up to sales administrator.

Oxbow has a positive energy
that every staff member gives off, which combined with the endless opportunities provided to us is a deadly combination for success.



**Antonia Da Luz**
Nerve Centre Support Administrator

Hi I am Judy,

I joined Oxbow May 2019 and I am very happy doing what I do.

Every day is a journey and I am willing to go the extra mile for people.

Oxbow has changed my life for the better.



**Judy Eilerd**
Head Office Office Supervisor

Hi, I'm Brandon

I began my journey with Oxbow 2021 as a new business account manager and worked my way up to be the Senior Account Manager I am today.

I consider Oxbow to be a family.
I enjoy working at Oxbow because everyone has high energy and is a driven individual.
Work hard, play harder!



**Brandon Phillips**
Oxbow Associate

Hello there, I am Luke.

I started in 2019 as a new business consultant worked my way up to a senior account manager to a sales manager and now Franchise Director.

I like Oxbow because it has helped groom me into the man I am today.

It has taught me business ethics and become a family with all the employees here at Oxbow.



**Luke Herring**
Oxbow Infusion Franchise Director

Hi, I am Mache.
I love working at Oxbow as they make you feel as if you are part of one big friendly family.

I have a passion for finance and Oxbow has really helped me achieve more than I thought I was capable of in the few years.



**Mache Lesar**
Finance Department

Meet Carlynn,

I started working at Oxbow in September 2017. I love the culture and the people I work with.  There is never a dull moment at Oxbow.

I enjoy what I do, and I know there will always be a new challenge to face, new day, and a new me.



**Carlynn Blanchard**
Asset Finace Support

# Social Responsibility

Oxbow's ongoing social initiative is our involvement in Tag Rugby Association and its dedication to uplifting the lives of school children in disadvantaged communities.

TAG works with orphanages and government schools in nine countries and regions worldwide, using the game of Tag Rugby in its non-contact version as a vehicle for teaching life skills.

"Oxbow is proud to be part of the Tag Rugby Adopt a School Programme. It is great to be able to make a difference and bring smiles to children in communities through activity and support."
Brett Furlong, Managing Director

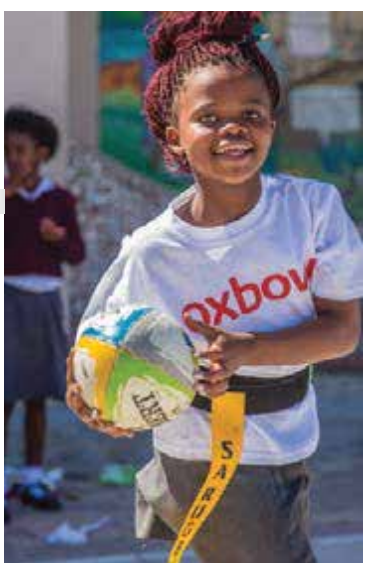


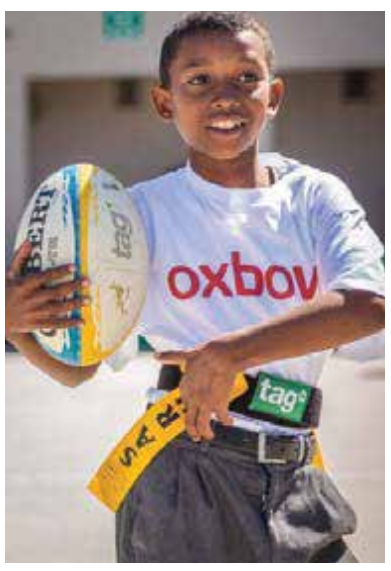










# Contact Us

Contact us to learn more about how we use smart office technology solutions to increase efficiency and profitability.

We have a team of energetic and dedicated account managers and technicians to help you.

**Century Gate**
**1B Summer Greens Drive**
**Century City**
**7441**

**Tel:** 08610 OXBOW (69269)
**Email:** sales@oxbowsa.co.za