

COMPANY PROFILE

Excellent service levels are our top priority, ensuring an on-going and trustworthy relationship with YOU, our valued customer.

We value you!



**Brand
Ambassadors**

OUR STORY

GET TO KNOW US BETTER...

Commitment, combined skills and industry knowledge ensure that the people at ChannelPort will recommend and offer you solutions and products that will work for you and your business.

ChannelPort has been importing and distributing quality products throughout IT\OT and the consumables markets, since 2013.

THE IT\OT TECHNOLOGY EXPERTS

Lani Botha has been in the IT\OT Industry for the past 27 years, specialising in Cisco/Networking Solutions and holding management positions at major corporates, where a thorough business understanding was acquired. Company strategies and customer service is a key factor for Lani and she believes that no company can be a real success without a level of commitment whereby you put your customer on a pedestal. She understands that ChannelPort must be a step ahead with regards to quality and technology, as we find ourselves living in a world whereby technology changes rapidly. Lani believes that even the most efficient function can't be considered excellent unless IT\OT is doing the things that really matter to the company and to the client.

We are passionate
about what we do!

QUALITY

VALUE

EXCELLENCE



She quotes that:

"We must never forget who we are and where we come from. Beliefs and values will keep us on course and we will always strive to increase the strength in our company."

ChannelPort is an importer of high quality Consumables and IT products.

We distribute into South Africa and other African countries, ensuring excellent pricing and quality to all doing business with us.



THE CONSUMABLES EXPERTS

We are passionate about customer service & sales. Our sales and technical experience has provided us with an exceptional level of expertise. We understand the delicate balance between people, relationships and products. We strive towards developing relationships with clients and ensuring that your projects, sales commitments and service levels are delivered successfully.

Our experienced sales team will gladly advise you in selecting your A1 cartridge and when making your purchase. We also provide after sales support when required. We import our own brand (A1) cartridges for your HP, Samsung, Brother etc printers. It is a compatible cartridge that will give you the same quality and yield as an original cartridge. It won't damage your printer and you will save a lot of money. We use this ourselves as we believe in the product and it never failed us, at the office or at home. We are extremely proud of our well-established A1 brand in the market. We believe in marketing quality brands.

“**Every great business is built on friendship and trust!**”

The staff at ChannelPort share a passion and a dream to drive the company forward, adding value to the people they come into contact with and your business.

“**Making it easy to do business with us!**”

OUR SPECIALITY

CONSUMABLES



High quality generic cartridges from ISO 14001:2004 (Environmental Control System) and ISO 9000 (Quality Control System) Certified Manufacturing Facilities. You can expect consistent quality and reasonably competitive pricing for the entire channel.

We believe in creating value for our customers by ensuring that the compatible cartridge and intended printer work well together.

IT\OT



To pursue and seize opportunities in the telecommunications, mining, fuel, gas and any networking industry through the provisioning of quality services, products and equipment solutions, in alignment with customer requirements.

We bring a Sales and Operations planning system perspective to industrial networking technology. We are proud to be called the distributor of choice for Adder KVM Technology in South Africa.

PAPER ROLLS



ChannelPort is a direct importer of high-quality Thermal and Bond Paper rolls. Because quality is always our top priority, we ensure the products are made of premium raw materials. ChannelPort is striving to become the preferred distributor of paper rolls in Africa, by offering the best quality paper rolls at very competitive pricing. Standard sizes or custom sizes – we can help you!

Because we are dedicated to meeting customer, regulatory, and environmental requirements, the rolls carry ISO 14001 (Environmental Management) and ISO 9001 (Quality Management) certifications.

ABOUT OUR A1 BRAND...

OUR A1 CARTRIDGE

The A1 cartridge is made with high quality parts, ensuring good quality prints.

Our manufacturer was founded in 1995 and has been distributing their products to their neighbouring countries since then. Due to a longstanding and reliable relationship we were honoured that they selected ChannelPort to be their first and sole distributor in SA.

ChannelPort is a people-ready business that adapts to the environment, bringing new products and services to the market in a timely and efficient manner.



Quality is free!

OUR IT\OT EQUIPMENT

Our IT products are robust and imported from various countries. We supply various markets and varies from office-based IT needs to the mining industry. We have our own A1 Brand IT Din Rail Splice Boxes, developed and built just for us to ensure you end up with a quality product that will last.

Our product selection does not stop here:

- Industrial enclosure systems
- Keyboard, Mouse, Harddrives...etc
- Rackmount Switches
- Office Equipment
- Servers/Desktop Computers/ Notebooks...etc
- Monitors/TV's...etc
- Fiber Patch Panels
- Fibre Accessories
- KVM Extenders
- Industrial Switches
- Fibre Accessories
- Fibre / Copper Cables



OUR CUSTOMER

ChannelPort offers a world class service and product. Good service is good business.

Customers are an essential component to any business. Building a positive bond with our customer is imperative to us. Spending time with you, face to face is one way we intend to achieve this. Access and interaction with Director(s) and Senior Management is only a phone call away.

Our hassle-free returns policy will ensure that we fix things, should they go wrong.

Our world revolves around you, our valuable customer. We will always strive to become better.

OUR MARKET SEGMENTS

- Corporate and Retail Resellers/Dealers (Stationers etc)
- Traffic and Transport Automation
- Oil & Gas
- Power Generation & Distribution
- Automotive
- Pulp & Paper, etc
- Mining
- Petrochemical
- Telecommunications

Our customer comes first!



You are the purpose!



WHY CHOOSE US

- We offer you consulting by experts to ensure the right solution for YOU.
- IT product/industrial supplies.
- We have extensive experience in the IT/OT marketplace, and are constantly widening our product and solution offerings to meet the demands of the marketplace.
- We are authentic.
- We have confidence in our product and a passion for our brand.
- We deliver beyond expectations.
- We have a hassle-free returns policy.
- We offer a world class service.
- We specialise in quality.
- We offer great value for money.
- We value integrity, efficiency, mutual respect, honesty, personal excellence and a fantastic working environment.
- We commit to our customers and partners.
- We honour our commitments, providing results and striving for the highest quality.
- We contribute positively to our customers and the environment.

Work ethic seeks excellence as a goal!

OUR KEY VALUES

INTEGRITY

COMMITMENT

QUALITY

PASSION

RESPECT

OUR VISION

Quality – Value – Excellence

ChannelPort will aim to be the brand of choice, making footprints around the globe, for our valued customers and our valued employees.

Our Vision is to set the standard in providing service excellence in the fibre optic, communication and consumables industry, with emphasis on Service on Demand (SOD); that surpasses the expectation of our customers.

To become the supplier of choice in Commercial / Industrial Communications and Infrastructure and in the Consumables Industry; to be at the forefront of new and improved technologies which enhance your production and safety.

www.channelport.co.za



OUR MISSION

ChannelPort commits to providing you with a quality A1 brand, adding value to your business and those of your customers.

By having a clear understanding of your business and your needs, we can assist you with a cost-effective solution that suits you and your business.

Our success is based on our customer focus. We listen and connect with our customer to ensure extraordinary outcomes.



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