



## Rocate Distribution Ltd

Rocate Distribution Ltd was formed in 2005 with the aim of supplying the IT, CCTV and related industries to trade resellers and installers with hardware, software, systems and solutions across the UK and Eire. Over the years the company has grown significantly and has added several manufacturing brands whilst still maintaining its focus on product knowledge, technical competence and competitive pricing.



## The Rocate Difference



Rocate Distribution can provide you, our trade partner, with the widest range of IT & CCTV products, related products and solutions for your specialist market enabling you to source quickly, competitively and confidently. We have built a team of highly technical procurement and sales people with many years of experience in the IT, Security Surveillance, Medical, Dentistry, Industrial Control and related industries and have direct relationships with the major manufacturers within these specialist industries. This enables us to be aware of the major developments and product lines ensuring you are offered the latest and most cost effective products and solutions without the need for you to carry out your own research.

We respond quickly by phone or e-mail to all requests and provide quotes promptly and accurately. We have our own warehouse and logistics centre in Harlow to ensure orders are delivered nationally to the right place at the right time.

## I.T. industry

The IT industry is large and very fast moving with product life cycles becoming ever shorter. Rocate stays at the forefront of the changes whilst always trying to ensure product and pricing stability to help you maintain the margin during the time between quotation and customer order.

Servers are an important part of the network solution and we are able to specify, build and Configure servers from HP, Fujitsu and Dell as well as building our own based on Intel parts.



## Security Surveillance and Control

This market is going through dynamic changes with the conversion from Analogue to Digital technology as well as hybrid HDCCTV solutions. We have the expertise to specify CCTV solutions on your behalf and then to supply all the parts to enable you to install with confidence. As we have a strong background in IT networks as well as CCTV systems we can specify all aspects of the security surveillance solution. We are fully aware that installers have their own product favourites and hence we can supply a wide range of manufacturer equipment including Eneo, Flir, Samsung Techwin, Pelco, Axis, Heitel, Everfocus, AG Neovo, Fujitsu, NEC, NewStar, Orion & Edge 10.





ICT in Education is a major procurement sector within the UK and Eire. We offer computer products, services and network solutions to education resellers nationwide. We also carry a range of specialist products including hard glass displays, large format displays, projectors, interactive whiteboards and mounting / fixing accessories. Manufacturers include HP, Fujitsu, Dell, Toshiba, AG Neovo, Edge 10, CTX, NewStar, LG, Smart & Promethean.

## Dentistry, Medical & Veterinary

These are specialist markets where the majority of equipment is integrated overseas. However opportunities exist with several products which can be added locally. These include specialist displays, computer systems, networks, mountings / fixings and cabling solutions. Manufacturers include AG Neovo, Fujitsu, HP, NewStar and Dell.



## Marine

This is a specialist market with the need for monitoring equipment, specialist computer equipment and CCTV surveillance systems. We provide, through our resellers, many solutions to this market. Manufacturers include AG Neovo, Pelco, Eneo and Fujitsu.



## Industrial & Process Control

This market requires ruggedized and harsh environment protected IT equipment. We supply displays, touch screens and other IT equipment into this market. Manufacturers include AG Neovo. CTX, NewStar.



## Our Procurement Skills & Support

Whether you are looking for a single item that is difficult to source, a range of products to recommend, a continuous supply of products for your market or a partially or fully integrated solution Rocate are available to help you. However, our role does not finish at this point. We are all fully aware that products can become faulty and we are here to help to ensure you get the fastest possible product replacement service and support within the manufacturer's guidelines.

## Other Benefits

We sell to trade accounts only including resellers and installers.  
 We offer credit terms to our partners (subject to credit insurance).  
 We accept credit cards without a surcharge.  
 We offer you your own account manager & others will help if your account manager is not available.  
 We hold and reserve stock to deliver where you want it, when you want it.

## Major Suppliers

As a distributor we have direct relationships with many major suppliers including (but not limited to):

**AG Neovo** – specialist displays  
**Axis** – cameras  
**CTX** – displays  
**Dell** – servers, PC's, laptops, printers, displays  
**Draytek** – high quality networking equipment such as switches, routers, adsl routers  
**Edge 10** – displays  
**Eneo** – specialist displays, DVR's & cameras  
**Fujitsu** – servers, PC's, laptops, displays, cameras  
**HP** – servers, PC's, laptops, printers, displays  
**LG** – standard and large format displays  
**NEC** – standard and large format displays  
**NewStar** – mounting devices and brackets  
**Orion Technologies** – specialist displays  
**Pelco** – full range of analogue and IP CCTV products and systems  
**Promethean** – interactive whiteboards  
**Smart** – interactive whiteboards  
**Samsung Techwin** – displays, DVR's, cameras  
**Toshiba** - laptops



### Contact

For SALES please contact Tel 01482 242628 or e-mail [sales@rocate.com](mailto:sales@rocate.com)  
 For TECHNICAL please contact Tel 01482 242637 or e-mail [support@rocate.com](mailto:support@rocate.com)  
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