



GRAHAM SMITH UK

Network Connectivity Solutions



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WHO WE ARE

In 1986, Graham Smith operated a haulage company and was asked by British Telecom to collect a range of equipment from a local telephone exchange and take it to a scrapyard for disposal. Graham asked BT whether he could investigate and quote on modification rather than disposing of the materials.

The cost savings generated from these modifications rather than disposal helped grow a relationship that is now over 30 years old.

This innovative and adaptable mindset is carried by the business to this day. Since then, we've continued to innovate, working with industry leaders to deliver the highest quality to all our customers.

The formula for our success hasn't changed and that's why we have become a dependable provider for the telecoms industry in a market which is constantly shifting.



END TO END SOLUTIONS

At Graham Smith UK, we firmly believe that providing our customers with a one stop shop for all their networking needs is the best way to help them.

Supply, Manufacturing and Logistics. These three pillars are what Graham Smith UK is built on.

We split our work into three distinct categories that allow us to tackle even your most complex projects.

Providing anything a client needs, from standard off the shelf items all the way through to bespoke project solutions has allowed us to grow into an industry leader in telecoms equipment supply.

We're proud of our distinct approach and believe it best supports our clients, big or small.



SUPPLY

We stock thousands of products from trusted suppliers, delivering reputable brands and ensuring quality throughout our range.

Our standard consumable range features everything you would expect. Cables (including fibre), connectors, patchcords and couplers to name a few.

To support our customer's consumable requirements, we back it up with a range of tooling including a variety of test equipment.

We know our customers want access to standard telecoms hardware and components. For this reason, we hold patch panels, enclosures and cable management systems to support any site's needs.

Even better than our range of products is our ability to source almost anything keeping pace with the specific requirements of the telecoms industry.



MANUFACTURING

In house manufacture, using our team's skills and experience has been key to our success for over 30 years.

We have a team dedicated to the design and assembly of all forms of electrical and telecoms equipment. We produce a wide range of customer specific products for a variety of applications.

Our sales team and technical team work closely with clients to quickly design and prototype solutions that work in the field.

This responsive and straightforward approach speeds up project delivery and helps grow our technical understanding for future project development.

We work with a trusted supply chain who are able to take on sophisticated manufacturing and meet our quality standards. Our customers can rest assured we only work with the best.



LOGISTICS

With roots in the haulage industry, we've taken our heritage and expanded on it, year on year.

Our warehousing services are designed to meet the exceptional demands of the telecommunications industry. We have multiple storage facilities boasting secure and controlled environments.

The warehouses are run by our dedicated workforce that offer the highest level of service when receiving, storing and handling customer materials.

Effective decommissioning of equipment is equally important to many projects. The efficiency of this process improves financial returns for our customers and this continues to be a huge part of the model that we employ.

We truly have an end to end solution, from delivery to collection.



THE FUTURE

We bring on staff and incorporate training to meet the needs of our customers and this approach has served those very customers well, ever since our inception. We are committed to continuing this approach, improving our current teams and growing them with skilled, motivated individuals.

Our premises and fleet are also expanding with new facilities being added to keep up with the exacting requirements of some of the largest companies in the telecoms industry.



Technology continues to evolve at a high rate and our customers become more reliant on the trusted services of supply, manufacturing and logistics to deliver to their customers. This responsibility is what drives us forward. Our dependability, innovation and adaptability are vital to delivering in an industry that moves so quickly.

Telecommunications becomes more important every year as the systems we all rely on become further connected and accessed more remotely. We've been in the industry for 30 years and we intend to be here a lot longer, delivering the very best to our customers.