WEDNESDAY UPDATE | CONNECTED INFRASTRUCTURE

Build the complete business network with TP-Link Omada.

TP-Link's latest Omada and SolutionX newsletter presents a clear reseller opportunity: combine wireless, switching, routing, centralized management and video surveillance in one scalable solution - then use SolutionX support to grow the account.

OMADA	VIGI	8 OF 10	SOLUTIONX
ONE PLATFORM	VIDEO SECURITY	FEATURED PRODUCTS	PARTNER SUPPORT
Wireless, switching, routing and centralized management.	Add cameras and recording to the same customer conversation.	Currently available from Randmar's Laval inventory.	Pricing, registration, training, demos and rewards.

One platform creates a larger customer opportunity

Omada lets a reseller start with one access point, router or switch and expand into a complete managed network. VIGI adds professional surveillance. The result is a clearer proposal, fewer disconnected platforms and more opportunities to support the customer as the site grows.

What resellers can offer

- Faster wireless: Wi-Fi 6 and Wi-Fi 7 for offices, retail, hospitality and multi-site customers.
- Centralized control: gateways, PoE switches, access points and controllers managed through Omada.
- Outdoor connectivity: long-range bridges and weather-ready access points for difficult locations.
- Professional security: VIGI cameras and recording options that extend the project beyond networking.

Featured products available in Laval

EAP723	Wi-Fi 7 access point	3
EAP653	Wi-Fi 6 access point	4
EAP772	Wi-Fi 7 access point	2
EAP725-Wall	Wi-Fi 7 wall access point	1
EAP650-Outdoor	Outdoor Wi-Fi 6	1
EAP215 Bridge Kit	Long-range wireless bridge	2
SG2428P	24-port PoE+ switch	4
ES205GP	5-port easy-managed PoE+ switch	4

Available units shown; inventory checked November 11, 2026.

SolutionX supports the reseller journey

1 APPLY	2 GET CERTIFIED	3 REGISTER	4 EARN
Join the partner program.	Build product knowledge.	Protect qualified projects.	Access benefits and rewards.

Why this matters for Randmar resellers now

Eight of the ten products highlighted in TP-Link's newsletter are already available from Laval. That gives Canadian resellers a practical opening assortment today, with local distribution support and a clear path to expand through SolutionX as larger projects develop.

RANDMAR ANGLE

Sell the complete solution, not just the access point. Begin with the customer's coverage, control and security needs, then use Randmar inventory and TP-Link SolutionX support to build the right project.

Sources: TP-Link Canada Omada SolutionX Q4 2026 newsletter; Randmar active-product and Laval inventory records reviewed November 11, 2026. Product availability may change; confirm current quantities and eligibility in Randmar Central before quoting.