

Company Overview

Apex Enterprise Solutions (AES) is a North America-based field execution partner for IT infrastructure deployment, headquartered in Sunnyvale, California. AES delivers structured cabling and fiber, rack-and-stack and data center refresh, and large-scale AP refresh and wireless rollouts across the United States and Canada — primarily as a subcontract execution partner to prime contractors, systems integrators, MSPs, telecom and network service providers, and data center operators. AES operates with a flexible, partner-led delivery model built around trusted field resources, disciplined field processes, and clean closeout documentation. Active field coverage spans the San Francisco Bay Area, Los Angeles, Dallas–Fort Worth, Las Vegas, and Memphis in the U.S.; and the Greater Toronto Area, Calgary, and Edmonton in Canada.

Structured Cabling — Copper & Fiber

Certified copper and fiber from IDF/MDF rooms to hyperscale halls, tested per approved scope and delivered with a closeout pack the next contractor can actually work from.

- › CAT6 / CAT6A copper runs, terminations, and Fluke DSX (or equivalent) link certification.
- › OS2 / OM3 / OM4 fiber pulls, LC / MPO terminations, and fusion splicing.
- › OTDR and power meter testing per approved scope.
- › ANSI/TIA-606 (or owner-approved) labeling, rack dressing, and pathway support.
- › Freezer / cooler and harsh-environment installs.
- › Test reports, label schemas, as-builts, and full closeout documentation.

Fluke DSX Certification	ANSI/TIA-606 Labeling	Closeout Pack at Handover
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Rack & Stack — Data Center Build & Refresh

From bare room to live racks. Disciplined execution from pre-build planning through validated handover, including hardware refresh and decommissioning.

- › Pre-build planning: rack layout, power mapping, cable management design.
- › Rack assembly, anchoring, leveling, and server / switch / appliance mounting.
- › PDU installation, circuit labeling, and disciplined cable management.
- › BIOS / firmware validation, burn-in support, and asset tagging.
- › CMDB-ready inventory with serial-level records.
- › Hardware refresh, decommissioning, and smart hands for live environments.

CMDB-Ready at Handover	Burn-In Support Available	Vendor-Spec Mounting
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AP Refresh — Large-Scale Wireless Rollouts

Multi-site wireless AP replacement and validation that survives steel, concrete, and cold storage — coordinated with the client's network engineering team for RF design and policy.

- › Multi-site wireless AP replacement and validation.

- › Physical install — ceiling, wall, mezzanine, and high-bay mounting.
- › Low-voltage cabling and conduit runs to AP locations.
- › Controller and cloud-managed AP onboarding (coordinated with client RF engineering).
- › Post-install RF validation, heatmaps, and coverage testing.
- › Standardized multi-site deployment playbooks with daily progress reporting.

Multi-Site Playbook	Post-Install RF Validation	Freezer / Cooler Rated
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Why Partners Choose AES

<p>Execution Partner, Not a Vendor</p> <p>AES operates as an extension of partner field teams — responsive, accountable, and focused on protecting schedule and quality. AES does not bypass partner project managers or poach partner clients.</p>	<p>Field-First Culture</p> <p>Technicians focused on clean installs, accurate labeling, validated testing, and closeout documentation that holds up to audit.</p>
<p>Rapid Mobilization</p> <p>Active field coverage across the U.S. and Canada with the ability to mobilize crews into non-traditional markets through a vetted partner and field-resource network.</p>	<p>Clean Closeout Documentation</p> <p>Every project ends with as-builts, test reports, label schemas, and a CMDB-ready asset inventory — reducing rework and protecting the prime.</p>
<p>Insurance & Licensing Discipline</p> <p>General liability and E&O coverage in place. Licensing and bonding verified per project jurisdiction. Work executed to ANSI/TIA-606 and applicable OSHA safety practices.</p>	<p>Partner-Friendly Confidentiality</p> <p>AES works under NDA, does not publish client names or project details without written authorization, and supports project-based engagements or pre-positioned response arrangements.</p>

Past Performance

AI Cluster Pod Build ■ Memphis, TN

Structured cabling and rack & stack for a GPU-dense AI data center supporting high-performance compute for large-model training. Precision fiber management from meet-me room to compute racks; aggressive schedule executed in a non-traditional data-center labor market.

48 racks built & validated
192 x 400G links installed
72-hr burn-in, 0 punch items

Fulfillment AP Refresh — Ontario ■ Scarborough & Bolton, ON

Wireless AP refresh at two Ontario fulfillment centres (YYZ9 and YYZ7) for a global e-commerce operator, completed Q1 2026. 40-ft warehouse ceilings, four mezzanine levels, scissor-lift operations, and a non-negotiable 24-hour shutdown window at YYZ9.

1,586+ APs replaced
24-hr window held at YYZ9
Zero safety incidents

Global E-commerce Fulfillment Operator — AP Refresh + Low Voltage ■ United States

Field execution of an AP refresh program through an implementation partner at a U.S. fulfillment operator. High-ceiling warehouse environments with strict change control, daily progress reporting, and full closeout in the client's required format.

850 APs installed & validated
98% first-pass installation rate
On-schedule, zero incidents

Company Data

Company Name	Apex Enterprise Solutions, Inc.
Business Type	C-Corporation
Headquarters	1069 Duane Ct., Sunnyvale, CA 94085
Service Area	United States & Canada
DUNS Number	118963822
EIN	88-2265606
NAICS Codes	238210 — Electrical Contractors & Wiring Installation · 541512 — Computer Systems Design Services · 541519 — Other Computer Related Services
Insurance	General Liability & Errors & Omissions (E&O). Licensing and bonding verified per project jurisdiction.
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Key Personnel

Saad Usmani

Founder & Chief Executive Officer

More than two decades in telecom, infrastructure deployment, systems engineering, and technical program management. Leads AES business development, partner relationships, pricing, and delivery oversight. Master's degree from Toronto Metropolitan University with hands-on experience across the U.S. and Canada.