

Make Things Happen

with PC Systems

- > Increase margin
- > Scale your business
- > Utilise time
- > Maximise opportunities
- > Utilise your resources
- > Reach your target audience
- > Improve your logistics intelligence with us
- > Broad expertise



In this edition

Welcome	4
Latest in the industry	6
Dell.....	8
Acer.....	10
Intel®.....	12
Toshiba	14
Panasonic	16
Lenovo.....	18
Chrome	20
Gaming.....	22
Fujitsu.....	24
HP.....	26
Microsoft.....	28
New Horizons.....	30

Welcome to the 12th Edition of PC Systems

The primary productivity tool for every user

Whether they are using on-premise systems or cloud services, everyone needs a PC of some kind. Business users and students need to be productive at all times. When they are in the office or on the move, working at home or in the classroom or study centre; personal users may want to run video or play music, or log onto online entertainment or gaming networks at any time.

PC systems are the vital interface between the user and the information and services they need to access, their primary personal vehicle for digital productivity and entertainment.

It's important therefore for businesses and personal users to make the right decision when they buy PC systems, and today they have more choice than ever. This guide is designed to give you an overview of the options available from all our leading vendors right now. It will help you offer informed, intelligent advice with real confidence.

If you need further advice, Tech Data's team is here to provide support and provide the services that will ensure you can meet your customers' every need.

Making it easy to make the right choice

There are more options than ever today when it comes to PC systems. Business buyers can choose from a tremendous array of workhorse desktops and robust laptops for everyday users, lightweight Ultrabooks and two-in-ones for senior and mobile executives, and powerful workstations for design and development teams. For home users and students there are all-in-ones, sturdy notebooks and super-portable Chromebooks, all of which offer incredible value.

Being ready to offer advice to customers is a simple and effective way to add value, make a positive impression and build loyalty. Tech Data makes it easier for you to keep your finger on the pulse of the latest developments in PC systems. We have partnerships with all the top vendors in the industry, so we can offer you the widest range of options and help you make the right choice for your customers.



Choose Tech Data for the best value and the best services

As well as offering you unbeatable choice, Tech Data can provide active support when you are bidding for business and fast access to partner programmes and benefits. We are always the first to bring you new promotions and incentives, trade-in and cash-back offers.

We offer unrivalled stock-holding and easy on-line ordering and management. For many leading vendors, we offer configure and/or build-to-order services. We can load standard images onto systems prior to shipment and provide asset tagging and other services, including drop-shipment and phased roll-outs.

When you need additional help, we have dedicated staff for key vendors and in some cases, product 'champions' who will assist you with everything from simple sales enquiries to detailed bids and quotations.

To help you derive more value from every sale, we also offer the widest range of attach options for all PC systems brands. The best-selling accessories are always shown alongside PC systems when you search online, so you always have the opportunity to add mice, keyboards, docking stations, cases and other add-on products that will enable you to deliver more value to your customer.

We put you first

Tech Data puts the customer first every time. That means you'll always get the best attention and service from our team. When you need us to act, we'll make your issue our priority. Put Tech Data first and we will help you make the most of all your opportunities with PC systems.

Contact the team on **01256 788 333** or visit **www.techdata.co.uk**

PC Systems



Did you know

Tech Data enables 125,000 resellers in more than 100 countries to efficiently and cost effectively support diverse technology needs.

Tech Data is one of the leading distributors of IT, communications and consumer electronics products and services in the UK and Ireland.

We offer our customers specialist support in key areas of the market, underpinned by exceptional product choice with more than 30,000 stock items from over 150 leading manufacturers available for next-day delivery.

Skylake and Windows 10 spark renewed optimism

There is renewed optimism and activity in the PC market. Although overall sales of ‘traditional’ PCs have been declining, there are reasons to expect a resurgence in sales over the next few months. The arrival of Intel’s new Skylake processor series, the roll-out of Windows 10 and the impending launch of Office 2016, all promise to boost uptake.

Intel’s sixth-generation Core processor family will soon be shipping in business and consumer notebooks and tablets as well as high-end gaming PCs. Skylake processors offer up to double the performance and will start up a Windows 10 PC up to four times faster. They almost triple battery life. They will support wide-screen desktops with up to three displays (so there will be great opportunities to sell add-ons), as well as smallest two-in-ones and Compute Sticks.

Skylake processors are optimised to work with Windows 10 and while the free upgrade offer on Windows 10 has thus far only driven users to download the new operating environment onto their current system, Skylake gives users a real reason to update their aging PC. With Office 2016 also arriving this autumn, there are plenty of reasons for both business and personal users to upgrade and get all the benefits of these new technologies.

Tablets hand the growth baton to 2-in-1s

In its latest Worldwide Quarterly Tablet Tracker, IDC has predicted that tablet shipments, inclusive of 2-in-1 devices, are expected to decline by 8% in 2015, with shipments now expected to be 212 million, the vast majority of which will be pure slate tablets.

But the 2-in-1 segment is very much in the ascendancy now and is expected to grow 86.5% year-on-year in 2015, with 14.7 million units shipped. IDC says that lower prices of 2-in-1 devices have helped to drive sales along with new and more appealing designs. The firm estimates that over 40 different vendors shipped 2-in-1 products in the second quarter of 2015 and says that with the launch of Windows 10, the introduction of more Android-based products, and the possibility that Apple will unveil a larger, screen-detachable iPad, this is the space to watch.

It also expects more enthusiasm for 2-in-1s in the commercial market as they become more viable as desktop replacements. So far, says IDC, this category has been led by Microsoft with the Surface, but along with the arrival of the iPad Pro and the launch of Windows 10 and Skylake-based



systems, it expects to see a flurry of new devices launched before the end of the year.

Despite the apparent popularity of smaller screen tablets, IDC predicts the share of larger screen devices (10-inches and above) and 2-in-1s to grow from 18.6% in 2014 to 39.5% in 2019, fuelled by the impact of phablets and a growing commercial appetite for productivity solutions.

Tablets and 2-in-1 sales more than make up for fall in ‘traditional’ PC Shipments

The headlines of late have all focused on the expectation that PC sales will fall. IDC in its latest Worldwide Quarterly PC Tracker says they will be down by 8.7% in 2015 and does not expect growth to resume until 2017

But it is important to note that in this survey IDC includes desktop, mini notebook and other portable PCs which possess non-detachable keyboards, but does not include handhelds or tablets such as the Apple iPad, Microsoft Surface Pro, or Android tablets. As you can see to the right, shipments of these devices more than make up for the decline in PC unit sales. The market overall continues to grow.

IDC is optimistic of a modest overall recovery in 2017, but with Skylake and Windows 10 now available, that surge could come sooner, especially in mature markets like the UK.

* Forecast data.

Contact the team on 01256 788 333 or visit www.techdata.co.uk

Worldwide Tablet/2-in-1 Forecast by OS, Shipments, Market Share, Growth and 5-Year CAGR (units in millions)

Source: IDC Worldwide Quarterly Tablet Tracker, August 26, 2015.

Region	2015* Shipment Volumes	2015* Market Share	2015* YOY Growth	2019* Shipment Volumes	2019* Market Share	2019* YoY Growth	5 Year GAGR
Android	139.8	66.0%	-10.0%	135.4	56.6%	-0.2%	-2.7%
iOS	54.0	25.5%	-14.9%	61.9	25.9%	3.2%	-0.5%
Windows	17.7	8.4%	59.5%	41.7	17.5%	15.3%	30.3%
Others	0.4	0.2%	-15.8%	-	0.0%	-	-100.0%
Total	212.0	100.0%	-8.0%	239.0	100.0%	3.1%	0.7%

PC Shipments by Product Category and Region (Shipments in Millions)

Source: IDC Worldwide Quarter PC Tracker, August 25, 2015

Product Category	Region	2015* Shipments	2015 Market Share	2019 Shipments	2019* Market Share	5 Year GAGR
Portable PC	Mature	87.6	31.1%	90.5	32.1%	0.8%
	Emerging	76.8	27.3	82.2	29.2%	1.7%
	Total	164.4	58.4%	172.8	61.3%	1.2%
Desktop PC	Mature	44.6	15.9%	39.3	13.9%	-3.1%
	Emerging	72.5	25.8%	70.0%	24.8%	-0.9%
	Total	117.2	41.6%	109.3	38.7%	-1.7%
Total PC	Mature	132.2	47.0%	129.8	46.0%	-0.5%
	Emerging	149.4	53.0%	152.2	54.0%	0.5%
	Total	281.6	100%	282.1	100.0%	0.0%

Dell PC range at Tech Data

Dell may not offer as many models as select competitors; they focus on creating the most relevant models based on customer feedback and research.

Vostro Notebooks

Everyday notebook with style and performance

Latest powerful Intel® Core™ processors. Ultra-low voltage processor delivers power-efficient performance for longer battery life. This notebook is the most affordable for home and office.

Latitude Notebooks

The world's most secure, manageable and reliable business class laptops

Powerful Intel® processors for all levels of education and small business environments. Lightweight design, enabling easy portability. Quick boot up with hybrid and solid state hard drive options.

Latitude Rugged Notebooks

Delivers performance in the harshest environments

First ruggedised device of its kind to feature a flip-hinge display that seamlessly switches between notebook and tablet. Meets MIL-STD requirements, this notebook will not fail.

XPS Notebooks

Form and function without compromise

Features the thinnest frame on a notebook. Improved graphics, powerful processors, clarity and speed are all characteristics of these tough notebooks.

Precision Mobile Workstations

The most powerful and robust mobile workstations

Extreme processors and high performance graphics. Built from strong materials subjected to MIL-STD 810G testing to ensure durability. No task is too big with the Dell Precision Workstation.

Venue Tablets

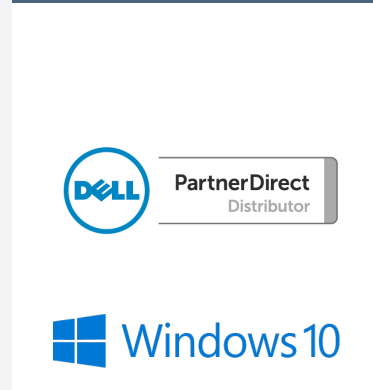
Beautiful design with business-class security and manageability

Venue Pro tablets are designed to meet the modern demands of mobility with the innovative features users want and the security and manageability businesses need.

Optiplex Desktops

Secure, manageable and reliable commercial desktops

Tech Data sell a range of OptiPlex desktops. Including an all-in-one to save space and boost performance. Mini Tower offering computing power, productivity and collaboration features. Small Form Factor and Micro Form Factor providing premium performance in an ultra-small form and more.



Why Choose Dell PC Systems?

Security

Dell's industry-leading endpoint security solutions protect your data wherever it goes while seamlessly integrating into IT processes and enabling end users to work the way they want, on the devices they want.

It is the industry's most comprehensive data protection for securing end user data on any device, external media, and in the cloud. Dell solutions enable end users to work with the tools they know and love without interruption or compromised performance, and only Dell gives IT an easy way to deploy and centrally manage all their endpoint security and compliance needs. Learn more at Dell.com/DataProtection

Reliability

Dell offers outstanding reliability, with products that are designed, tested and engineered to deliver a flawless experience every time. Dell is the only Tier 1 vendor offering end-point devices from the boardroom to the battlefield and everything in between. Dell's rugged learnings bolster the rest of our business client portfolio.

Most Generations of Updates

Full support over the depreciated lifetime. Ex. Dell Driver CABs are supported for five generations of Dell Latitude – longer than any other hardware provider

Manageability

Dell offers the world's most manageable client devices by building unique systems management capabilities into their Latitude, OptiPlex Dell Precision and Dell Venue Pro 11 systems combined with Dell Client Command Suite, free automation tools that help automate remote system management. Dell goes above and beyond with:

- Faster Deployments
- Fewer steps with simple and easy-to-use, free automation tools with Microsoft Systems Center 2012 integration
- Best integration of monitoring of Power, Inventory and Warranty
- Dell Power Manager, inventory tracking for hardware and software, warranty reporting

High performance with Intel® Inside

There is not one desktop solution that will fit every business. Dell and Intel® know this, which is why they have partnered together to create a series of desktop and workstation solutions to ensure every company has the tools they need to tackle their challenges.

Intel® Xeon® 7500 processors give you:

- Top-of-the-line reliability, availability and performance on your x86-based Dell PowerEdge™ architecture
- Unparalleled virtualisation optimisation that puts 100 percent data centre virtualisation within reach



Did you know

Tech Data is a Dell one stop shop that enables access to a wide range of technologies and solutions for your client's needs. Dell solutions cover Print, Client and Enterprise technologies available 24/7 through InTouch or product specialist teams.

Acer for Business

Acer for Business develops easy, reliable and secure products that meet the needs of the modern business, from Home Offices and Small and Medium sized Businesses all the way up to Medium Enterprises with a special focus on vertical markets like Education and Public Administration.

Easy

Acer for Business is committed to ensuring devices are easy to use, manage and deploy. Acer's complete product portfolio and efficient customer service and support infrastructure allow businesses to reach new levels of productivity with the freedom to focus on turning ideas into opportunities.

Reliable

Acer products are built to last and remain up to date, incorporating innovative design features created to withstand the wear and tear of everyday use.

Secure

Acer guarantees the safety of a user's network and data with multi-level security solutions that protect your information and grow your company.

Style and simplicity at work

Choosing the right notebook for work is a serious matter as it can determine the success of the company. Designed to deliver the performance and security organisations need to boost productivity, the **TravelMate P257** offers everything professionals need to run daily business operations smoothly, efficiently and safely.

The **Acer TravelMate P257** comes with a 15.6" FHD 1920x1080 or HD 1366x768 display and the latest processing power from Intel® Core™ processors.



acer

Windows 10

Seamless computing for everyday needs.

The **Acer Extensa notebook series** offers the portability, productivity and efficiency SMB and professional users are looking for in a 15" package rich in proven technologies. With up to 7 hours of battery life, Precision Touchpad and better audio performance, it offers high value for busy professionals always on the go.

Acer Extensa desktops are built around the demands of companies for reliable, easy to manage, expandable and thoroughly secure machines with a cost-effective design.

Acer Veriton X Series - Rock solid performance with a slim look

The **Veriton X series** offers a combination of leading-edge technologies and powerful components to increase application efficiency in a compact ten litre design.

- Equipped with Windows 8 Pro.
- Serious Performance
- Compact and efficient
- Premium manageability
- Industrial compliance

Acer Reliability Promise

Acer products are built and tested to last, incorporating innovative features designed to withstand the wear and tear of everyday use. At Acer, we are so confident in the quality of our products that we're proud to offer the Acer Reliability Promise on the whole professional product range. Register qualifying devices within 30 days of purchasing and if the device fails within the first year claim 100% refund of full price paid, when repaired under warranty.

<http://promise.acer.com>

Contact the team on **01256 788 333** or visit www.techdata.co.uk



Did you know

Tech Data's Acer specialists work closely with our AV and peripheral divisions to ensure you get the best package, from expert monitors to projectors for the classroom, our knowledgeable team are on hand to deliver products suited directly to your business or educational needs.

Power to Deliver Amazing Experiences

Almost every device at Tech Data utilises the power of Intel® processors, and now with Intel® 5th Generation processors installed, PC's at Tech Data are full of even more benefits to help your customers experience a whole new way to interact with PC's like never before.

With the power to understand your motions, recognize your face and respond to your voice, 5th generation Intel® Core™ processors take computing to the next level.

Office Productivity Up to 2.5x Better*

With the 5th generation Intel® Core™ processor, you get excellent performance so you can move effortlessly between applications.



Extraordinary Battery Life

Watch videos for up to 8.7 Hours*



Watch multiple movies before needing to recharge. Giving up to 8.7 hours on a single charge in a thin and light PC you can carry with you all day.

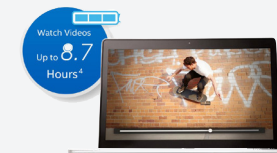
Visuals That Bring Screens to Life

3D Gaming Up to 12x Better*

Integrated Intel® HD Graphics combined with amazing processing performance and HD screen providing smooth visuals.



Robust Security*



Built-in security and fast data encryption to keep information more secure without slowing PC's down. And with Intel® Identity Protection Technology, feel safer whilst surfing online.

*5th Generation Intel® Core™ Processor Compared to an Old PC



Lose the Cords. Stay Connected 5th generation Intel® vPro™ Technology

Automatically dock to monitors, keyboards, and USB accessories with Intel® Wireless Docking

Skip the Click and Speak. Intel® Smart Sound Technology

Enables a true hands-free, voice command experience without sacrificing battery life.

Technology's Next Dimension Intel® RealSense™ Technology

Uses depth-sensing optics to bring features like gesture control, 3D capture and edit, and innovative photo and video capabilities to PC devices.



Devices Powered by 5th Gen Intel® Core™ Processors

Older devices can be limiting. You never know when you'll need a full laptop or the fun, light-weight versatility of a tablet. Intel®-powered 2 in 1s establish a new standard for mobile devices by delivering both—in one machine. Have a laptop that instantly flips into tent mode for easy viewing or even a tablet for touchscreen action. Work smarter. Play harder. Do it all with Intel® Inside®.

2 in 1s

Switch between laptop power and tablet fun with a single device.



Laptops

Enjoy a new PC with Intel® level performance designed to transform the way you use your device.



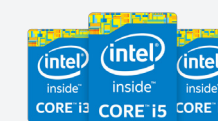
All-in-One PCs

The traditional desktop has been totally streamlined and reimaged.



Ultrabook™ for Business

A full PC experience in a thin, stylish form factor.



Did you know

Coming soon in Q3 is the absolute latest from Intel®: 6th gen processors are coming. The new hardware will be up to 2.5x faster than the previous chips, while providing an efficiency boost with up to three times the battery life in some products!

The product you need and the partner you deserve!

Why Toshiba Products?

For over 135 years, Toshiba has been striving to make innovative smart digital products and consumer electronics. As a long-established brand your end users will have heard of Toshiba!

Reliability Guarantee

Toshiba are well known for highly reliable devices and to show they have absolute confidence in their laptops offer the Reliability Guarantee to all their customers as a promise to ensure Toshiba laptops will not let you down.

If a user's laptop does break down within one year of purchase, they can get it repaired free of charge by Toshiba or a Toshiba Authorised Service Provider. And because Toshiba are so confident in their reliability, they will also give you your money back.

STEP 1

Purchase with confidence – buy an eligible Toshiba laptop

STEP 2

Register with ease – Register for Reliability Guarantee within 30 days of your purchase.

STEP 3

Receive a free repair and your money back if your laptop breaks.

Visit www.toshiba.co.uk/reliability for more information



Satisfaction Guarantee

Toshiba also offer a great buy and try service to ensure end user satisfaction is guaranteed.

STEP 1

If a user is not happy with their Toshiba Portégé Z20t Laptop they can ask for a reimbursement.

This needs to be a business customer only and registered 15 days after the purchase date. The claim needs to be completed a maximum of 30 days after the purchase date.

STEP 2

Fill out the form on www.toshiba.co.uk/form/buytry-claim and provide the required documents.



Contact the team on **01256 788 333** or visit www.techdata.co.uk

Why Partner with Toshiba?

No business levels are required to become a partner, Toshiba focus on the potential not the historic!

With Toshiba's Partner Programme, Toshiba commit to delivering innovative, high-quality telephony solutions that are designed to help organisations of all sizes communicate more efficiently to raise productivity and increase customer satisfaction. With UK based account management – you will be able to talk to someone to discuss opportunities and ask for any support.

At Tech Data we have a dedicated Toshiba specialist to answer any questions and offer support. Don't be afraid to call, we are here to help.

- We can also loan items on request, whether this is 5 or 500, we can help.
- There are opportunities for us to offer special pricing and tactical funding from 2 units
- We also offer a complementary end user team, walk in with Toshiba.

Haven't purchased Toshiba this quarter? Enquire today and receive £25.00 off your first order - ask for Craig Flockton.

Toshiba and Portégé are trademarks of Toshiba Corporation.



Did you know

Toshiba are offering you, the reseller, a selection of complimentary accessories or credits to add additional value to your end user when selling Toshiba laptops.

For more information, please visit www.toshiba.co.uk/channelrewards

Tech Data and Panasonic Toughbook Working together

Technology to Excel

Panasonic Toughbook and Toughpad computers give users access to applications and data in the most challenging of mobile environments resulting in solutions that transform people's working lives and their operational efficiency. By controlling the entire manufacturing and R&D Process, Panasonic design and develop cutting edge technology that transforms concepts into reality, thus ensuring exceptional quality across a stable mass production process. Rugged reliability, low cost of ownership and accolades from reviewers are just a few of the reasons why Panasonic keeps winning over the world's toughest users.

The Delivery of Ruggedness

Every device in the range is 'rugged from the inside out', ensuring access to applications and data in environments where it was never previously possible.

The Toughbook and Toughpads cover a variety of levels of ruggedness from Business Rugged to Fully Rugged and testing can include: temperature for operation in heat and cold; vibration for in-vehicle, train or aircraft cockpit; drop and shock protection for accidents; dust ingress to meet the demands of a factory floor or a warehouse.

Total Solutions

From hardware to mobile power provisions and carrying equipment, Panasonic are able to offer end to end solutions that form the perfect mobile toolkit, assisting with maximising user uptime and efficiency in even the most challenging of environments.

Their extensive range of Computer Docking Solutions allows Toughbook and ToughPad users to stay productive in vehicles, with customer specific configurations in use by organisations such as Utility Companies, the Emergency Services, Military, and Transport and Logistics.

The variety of Docking Solutions offered also extends to mounting devices for trolleys and workstations for users in Healthcare, Automotive and Manufacturing.

Toughbook Engage Partner Portal www.toughbook-engage-eu

Designed exclusively for Toughbook Reseller Partners, this portal offers you support to help drive your Toughbook and Toughpad sales. Partners have the ability to register opportunities in return for special bid pricing; create co-branded marketing campaigns; and undertake on line product training courses.



Toughbook and Toughpad Range

Whatever your sector, whatever your challenge, whatever your working conditions, there will be a Toughbook solution for you, ranging from the ultra-durability of the fully ruggedised Toughbook and Toughpad devices through to the super stylish 4K Toughpad. All models are designed for the latest needs with technologies capable of withstanding the conditions you operate in and can help you go further, achieve more and transform the way you work.

Fully Rugged Toughbooks

The fully rugged Toughbook models, offered in a variety of form factors are dust, water, vibration and drop proof from a height of up to 180cm. The Toughbook range is designed to operate in both extremely low and high temperatures

- CF-19 10.1" Convertible Notebooks
- CF-31 13.1" Flagship Notebook
- CF-D1 13.1" Tablet



Semi Rugged Toughbooks

For professionals who need durable, no-nonsense technology that lasts, look no further than the semi rugged Toughbook range. Expect nothing less than resistance to impact, drops (up to 76cm), scratches, droplets, spills and altitude.

- CF-52 15.4"
- CF-53 14" and CF-54 14"
- CF-C2 12.5" Convertible Notebook



Fully Rugged Toughpads

The Toughpad is especially suitable for field application in markets such as aviation, construction, field sales and the public sector, due to their capability to perform under exposure to extreme environments.

- FZ-G1 10.1"
- FZ-M1 7" and FZ-B2 7"
- FZ-E1 5" and FZ-X1 5" Handheld Tablet with data and voice



Business Rugged

The Business Rugged range focuses on protecting the components which are most often damaged in conventional notebooks: the screen, keyboard and hard disk.

- CF-MX4 12.5" flip-over Notebook
- CF-LX3 14.1"
- FZ-Y1 20" 4K Business Rugged ToughPad



Did you know

Tech Data offer a fully-rugged solution for your rugged devices. From tough cases to carrying straps, we stock some of the most protective cases that provide full functionality of your device, even with the case on, including battery replacement!

The Tech Data and Lenovo Partnership

Tech Data strive to provide you the best support structure when partnering with Lenovo. As well as our dedicated account management system, we have our Lenovo special operations team. Our team specialise in the back office on Lenovo ordering management, ensuring that your order runs as smoothly as possible, providing you and your end user the peace of mind that your order is in good hands.

With this we have a strong category team ensuring that product set up, bid alignment and promotional support are live for you to see through your InTouch page or EDI, allowing you to be confident in what you see.

Along with this we have a dedicated business development team who are aligned to every area of our Lenovo teams and more importantly on hand to support your business. They can answer your Lenovo queries and questions as well as being able to help with product knowledge, vendor relationship, deal opportunity support and many other support functions.

Ross Turner

Lenovo Business
Manager



Wesley Joyce

Senior Business
Development



John James

SMB Business
Development



Lenovo Bid Portal

Quick and simple business with Lenovo through the Lenovo Bid portal

Raise bids on the Lenovo's TopSeller Notebooks, Desktops, Workstations, Servers, Options, Services and Monitors within a few minutes. The portal is designed to be easy to navigate and quick in its delivery of price and availability giving you the flexibility to make instant decisions with your customers. Register here: <http://www.partnerinfo.lenovo.com/partners/uk/resources/bidportal.shtml>



Lenovo

Windows 10

Lenovo's new ThinkPad is here – ThinkPad X250 20CM

The enterprise-ready ThinkPad X250 Ultrabook is pure, portable and perfect. Go all day and forget about power supply thanks to the thin, light profile and extra-long battery life.

This workhorse Ultrabook features a 12.5" display up to FHD, a full range of storage alternatives and Lenovo DOit apps for security and manageability.



5th Generation Intel® Core™ Processors



Passes 11 Military Spec Tests



Windows 8.1 64-bit Operating System



Three-Button ClickPad With TrackPoint



Ultraportable Yet Professionally Powered



Hot Swap Batteries for 20 Hours of Mobility



Ultrathin, Ultralight & Compact



Available Multitouch & IPS Displays



Contact the team on **01256 788 333** or visit www.techdata.co.uk



Did you know

Specialising in powerful business computing, you may be pleasantly surprised to know that Lenovo have the perfect products to kit out your classroom too! Our product specialists are on hand to guide you through the best tech for learning and study for all ages and/or needs.

What is a Chrome Device?

Looks like a laptop, feels like a laptop...

But Chromebooks are a new type of computer designed to help you get things done faster and easier. They run Chrome OS, an **operating system** that gives you the best of Google apps, security built-in, easy central management and other features that make them an improvement on traditional computers.

Google apps built in

Chromebooks have Google apps and other web apps built-in for everyday tasks. Traditional computers often require you to buy additional software separately.

Create and share documents with **Google Drive**, check your **Gmail**, or video chat with **Hangouts**, and more, with **built-in apps**.

Go Chrome fast

Load websites in a snap with the built-in Chrome browser, the world's most popular web browser. With **Chrome Instant**, web pages that you frequently visit begin loading as soon as you start typing their URLs.

Works with other devices

Chromebooks sync seamlessly with your Android phone, tablet and all other devices running Chrome, so you can access your bookmarks, files and other settings everywhere.

Works offline

Chromebooks offers offline apps, like **Google Docs** and **Gmail** Offline, which means you can stay productive during the rare times you are disconnected from the web.



Which Chrome devices do we sell?

ASUS Chromebooks

Chromebooks are the mobile devices on the Chrome platform. Like other Chrome devices they start in seconds, are easy to manage, have built-in virus protection and back up your work in the cloud.

ASUS Chromebooks are sleek yet sophisticated, perfect for every day ease-of-use. They offer 10.1", 11.6" and 13.3" screens with a variety of screen resolutions, specifications, battery life and capability.



We will soon have in stock the new ASUS Chromebook Flip C100, a touchscreen Chromebook featuring a 360-degree hinge that enables it to function in a variety of modes instantly from a Chromebook to a tablet or anything in between! There's a spacious touchpad for intuitive multi-touch gesture control, and with up to 9 hours of battery life you can use ASUS Chromebook Flip throughout the day!

ASUS Chromebox

Chromebox delivers Chrome in a compact desktop. It houses a processor powerful enough for ultrafast multitasking performance in Chrome OS and the connectivity options to choose your own screen size, connect to multiple displays at once and even attach to any VESA-mountable monitor or HD TV.

All-In-One LG Chromebase

Ideal for both personal and business use, the award-winning LG Chromebase computers combine minimalist design with a powerful, streamlined internet experience.

This versatile all in one desktop PC features a 21.5 inch Full HD display that reproduces colours beautifully and a 1.3-megapixel webcam and microphone for easy video calling. A pair of 5W speakers give crystal clear sound and it's all packaged in a chic, space saving design. Available in Black or White.



Did you know

The Asus Chromebit launches in October. It looks like a large USB thumb drive, and connects via HDMI to a monitor or TV, giving you instant access to Chrome OS and all its features. The stripped-down, always on operating system is essentially a Chrome Web browser, augmented by some basic OS file functions.

In addition to your Rockchip RK3288 (with quad-core Mali 760 graphics) you get 2GB of RAM, 16GB of solid state storage, 2x2 dual-band 802.11ac WiFi, Bluetooth 4.0, and a single full-size USB 2.0 port on one end.

Gaming

Tech Data – The place to come for high performing PC gaming systems

According to the estimate of one Intel® executive, there are 711 million PC gamers in the world today – that's around one in ten people. The proportion is thought to be even higher in the UK!

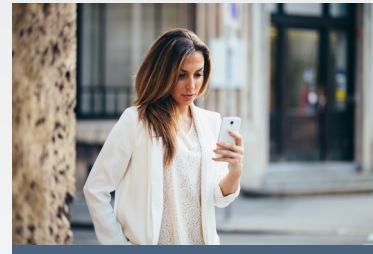
Because of such high demand, Tech Data stock the most popular gaming hardware from PC brands including MSI, ASUS and Acer. We also sell a very broad range of attach products, including graphic cards based on NVIDIA and AMD technologies, fast memory, SSDs and conventional HDDs for near-line and archive storage and many gaming system cases. If you find you have customers with gaming needs – Tech Data is the place to buy from.

Why even non-gamers love gaming systems

- Unique designs and build quality
- Levels of customisation
- Immersive audio experience
- High level of ports
- High performing components
- Increased storage and performance needs

At Tech Data we stock the most popular pre-build gaming PC system brands on the market and have a massive choice of enhancement components and upgrade products to go with these.

These brands include MSI, Acer and ASUS who have all become well known for their gaming systems. Here is a look at some of the gaming systems these vendors offer. For more information and product specifications visit www.techdata.co.uk



PC Systems

MSI Prestige Notebooks – Built for work and play

Not only are these perfect for gamers, they have been designed for the use of business elites and professionals.

- This PC understands a user's motions, recognises their face and responds to voices
- 5th generation Intel® Core™ processors for high performance
- Nahimic Sound technology for immersive virtual sound in high definition
- Lightweight and portable



Acer Aspire V Nitro – For users seeking an immersive powerful experience

- Cutting-edge graphics and speedy processing power, allowing users to tackle even the most demanding multimedia
- Stylish and sophisticated design characterised by sharp angles, slim profiles and intricately patterned



ASUS G Series

Power of a gaming rig at only a fraction of the size.

- Dual fans to keep temperature low
- Intel® Core™ processors for extreme performance
- Spectacular Full HD IPS displays



Did you know

Tech Data aims to be a 'one-stop shop' for UK gaming community.

We now stock gaming hardware from PC brands, including MSI, ASUS and Acer, alongside graphics cards based on NVIDIA and AMD technologies. Data storage hardware from Antec is also being stocked.

Contact the team on **01256 788 333** or visit www.techdata.co.uk

Tech Data and Fujitsu extend partnership to include server and storage solutions

Tech Data UK has extended its existing partnership with Fujitsu Technology Products Group and will now be making the company's full range of PRIMERGY servers and ETERNUS storage solutions available to its reseller customers. The agreement builds on the established partnership between Tech Data and Fujitsu TPG for the vendor's LIFEBOOK family of laptop and convertible devices, ESPRIMO desktops, and CELSIUS workstations.

With immediate effect, resellers will be able to order Fujitsu PRIMERGY servers and ETERNUS storage products from Tech Data, through the distributor's InTouch online systems and sales team, for next-day delivery.

Fujitsu's **PRIMERGY** family is designed to meet the needs of organisations of all sizes looking for scalable and flexible, high-performance systems. It includes a wide selection of tower and rack and blade options, as well as highly-scalable servers designed for high-density deployments in the data centre.

The Fujitsu **ETERNUS** line is increasingly recognised as an effective and beneficial alternative (for both the customer and the reseller) to the best-selling brands in the storage market. It offers extremely competitive entry-level disk-based, Flash and hybrid arrays that provide exceptional scalability and consistent management capabilities across the range. It also includes dedicated data protection and backup appliances.



PRIMERGY TX2540 M1



ETERNUS DX60 S3



Fujitsu's SELECT Partner Programme

The main purpose of the SELECT Partner Programme is to support and incentivise resellers through an extensive training and rebate programme. As a SELECT registered partner or SELECT Expert Partner, resellers will stand out in the market as a partner customers can trust to deliver outstanding results. Furthermore, Fujitsu are committed to providing a reliable, open communicative and collaborative working atmosphere that helps ensure mutual success.

Become a SELECT Partner by simply registering here: <http://becomeourpartner.ts.fujitsu.com/register.php>

Alternatively, to get the most from Fujitsu's SELECT Partner Programme you can become a SELECT Expert through undertaking Fujitsu's training accreditations.

Why resellers should become a SELECT Expert

- Build stronger, closer relationships with support
- Enhance skills – utilise Fujitsu's range of comprehensive and flexible online and face-to-face training resources
- Receive SELECT rebates – why not get a rebate for doing what you are already doing
- Earn additional performance related rebates – by becoming a SELECT Expert you will qualify for Fujitsu's Pay4Performance Programme

What's in it for resellers?

- More differentiation from your competition
- A clear path to solution selling
- Training courses reflecting partner competencies
- Additional performance related rebates only available to SELECT EXPERT partners
- Fujitsu train partners as if they were their internal workforce.



Contact the team on **01256 788 333** or visit www.techdata.co.uk



Did you know

Fujitsu Primergy servers and Externus storage solutions are now available to purchase from Tech Data. Build servers to meet your customers' needs with custom builds.

Email fujitsu@techdata.co.uk for more information.

HP is our trusted partner in delivering outstanding service and business solutions to our customers. HP and Tech Data constantly strive to go above and beyond; we have developed specialist support units to aid IT purchasing, including demos, special bids and fully comprehensive product configurators. For more information on these great benefits contact the HP Champions team today.

We offer regular promotions and cashback

Tech Data and HP offer regular offers on HP mobility solutions, so whether it's a notebook refresh or a new tablet or two-in-one implementation, we can help you find the very best deal – for you and your customer.

With HP PC Systems you can cash in on trade-up deals of up to £250

When HP customers trade-in their current HP PC system device for one of HP's excellent new notebook or desktop models you can offer them between £100 and £250 off the usual price.

We provide top configuration

Tech Data and HP have a special fast-response HP Bid Desk and offer a complete service on Top Config. We can also configure to order for you, pre-loading images, asset tagging systems and adding extra memory or other components as required.

We are the Champions on HP solutions

Whenever you have an opportunity on HP, Tech Data should always be your first port of call. We have a dedicated team of HP Champions, who can assist you with everything from simple product queries to detailed bids and quotations. The team can also help you with attach options; branded HP mice, keyboards, docking stations, cases and other accessories are all available from Tech Data, so you can work with us to provide a complete professional HP solution to your customers.



The Tech Data HP Champions team

Thomas Topp-Woollett Internal Sales Executive	Thomas.Topp-Woollett@techdata.co.uk	01256 788 099
Joseph Peck Internal Sales Executive	Joseph.Peck@techdata.co.uk	01256 788 166
Marianne Gilmour-Smith Internal Sales Executive	marianne.gilmoursmith@techdata.com	01256 788 333
Liam Mugford Internal Sales Executive	Liam.Mugford@techdata.co.uk	01256 788 180
Scott Adam Internal Sales Executive	Scott.Adam@techdata.co.uk	01256 788 446
Rebecca Herdman Sales Operations Executive	Rebecca.Herdman@techdata.com	
Rosie Gordon Sales Operations Executive	Rosie.Gordon@techdata.co.uk	

If you need further help or information on what's available right now, please call **01256 788 000** or email **Christian.Cox@techdata.co.uk** – or any one of our team of HP Champions.

Contact the team on **01256 788 333** or visit **www.techdata.co.uk**



Did you know

Buy HP from Tech Data and in return we can offer you a full range of solutions to maximise the productivity of your device. From printers to laptops, accessories and inks, our specialist team is on hand to advise you on the most suitable products for you and your needs.

Why upgrade to Windows 10?

It's free for qualified Windows 7 and Windows 8.1 devices, including devices already owned. It's faster and more secure – it starts up and resumes quickly and has more built-in security to protect users against viruses. Users will become an expert from the start, as it is so easy to use!

Why upgrade from Windows 7 to Windows 10?

- Get more protection for data, devices and user accounts with security features designed for the largest and most demanding enterprises and governments on the planet.
- Windows 10 will integrate with a user's existing technology

Why upgrade from Windows 8.1 to Windows 10?

- Windows 10 will help protect business data, wherever that data is, and manage it separately from a user's personal files with Enterprise Data Protection.
- Save time managing apps thanks to the built-in app management capabilities

Why upgrade from Windows 10 Home to Pro?

- More security for your devices and in the cloud
- Flexibility about how to update and configure Windows – for example, use previous versions of Windows on devices with Windows 10 downgrade rights
- Simple to configure – set up new devices with dynamic provisioning
- Save time managing apps thanks to the built-in app management capabilities
- Make identity easier with a single sign-in across Windows, the Windows Store, OneDrive storage sync and Office 365



Microsoft
AUTHORIZED
Distributor



Why upgrade to Windows 10 Enterprise?

- Windows Enterprise edition will give you enhanced security and management features
- Virtualise, manage, and restore with Microsoft Desktop Optimization Pack
- Gain flexibility in how you deploy and use Windows, thanks to Software Assurance
- Take advantage of its integration with Enterprise Mobility Solutions, Azure AD and Office 365



Why buy a Windows Pro device now and upgrade to Windows 10 Pro?

Buying a Windows Pro device will help you and your business do great things. And with free upgrade to Windows 10 Pro, you will be able to accomplish more than you've imagined.



Need more detail?

Microsoft has done a lot of testing to ensure users get a smooth experience and there is phone, text and email support for whenever a user gets stuck.

For more information on the reasons customers should upgrade to Windows 10, visit our partner portal at

<http://aka.ms/win10partnerportal>



Did you know

From mid-October until the end of the year, all shipments will come with Windows 10 pre-installed! If you can't wait until then, Microsoft are now offering a FREE upgrade to Windows 10 from any of your 8.1 devices.

New Horizons

Delivering the best value and experience with PC systems

Whether your customer wants the lightest, most mobile and featured-packed two-in-one available on the market today, the toughest and most rugged notebook money can buy, or just an affordable, functional, reliable PC for everyday use, Tech Data have it all covered.

At Tech Data, we are expecting exciting times; Dell have announced their latest HD tablet product launch and Dell Chromebook 11, while the Acer P257 series has now been refreshed, stock being ready to launch soon. Making sure we always provide high quality standards to our customers, we have built the Panasonic CTO tool and we are almost ready to go live with the latest software that will enable you to choose the right machine with the correct technology behind it to face even the toughest requirements.

With Christmas approaching, there are many retail opportunities right around the corner. Tech Data's consumer team are focusing their efforts in maximising business opportunities during this time, through strengthening relationships for strong partnerships. The consumer support team have now reached an extended formula with specialists available to support all queries and new ventures across this area of the business. Powerful consumer PC players such as MSI, Acer and ASUS are performing at high business levels and are willing to support unique and innovative ventures to enable you to maximise your business potential. A new portal is currently in progress that will function as a one stop shop for all consumer products and service needs.

Supporting resellers to achieve 2015 objectives

Most of the PC brands are approaching their financial year close. In their fight for 100% performance achievements at the end of their financial year, competitor brands will do whatever is needed to achieve a premium position in the PC Systems market. Starting with i3 model prices coming in from as little as £130, such as Dell's Vostro range; new product launches from Fujitsu, HP, Toshiba and Acer; high-end processor machines at fantastic prices; and end user bid opportunities, Tech Data have it all covered.

The last part of this year looks to be promising as the first product stock lands with Windows 10 pre-installed software, across most of our PC System devices. Expect to see exciting opportunities with the right support pricing. Other thrilling prospects that one shouldn't miss include Intel® 6th generation stock across all devices from most of the PC system devices. Purchase these products and be sure to boost your Intel® ITP points to take advantage of the great rewards and benefits Intel® provide.



PC Systems

Tech Data – your one stop shop

Plus, don't forget you can also offer a wide range of add-on products and accessories that will help them get the very best value and experience from their systems. Whatever their needs, you can be sure that you'll find many different options amongst the range of PC systems available from Tech Data. You can find all the information on all the products we offer online at www.techdata.co.uk. By logging on to our InTouch system you can see what's available, get immediate stock and pricing information and build professional quotations. You can also keep up-to-date with all the promotions and offers that we are constantly bringing to you on behalf of our vendor partners.

Calling all Microsoft Touch Device and Chrome Resellers...

At Tech Data, we want to make our customer's journey when purchasing products quick and efficient. We want to ensure you have all the tools you need to market and sell the products you buy from us. Therefore as well as dedicated specialists that can help you with all your needs we have also created dedicated portals full of useful resources with easy to use product searches. Got an Intouch login? Then there is no need to register. Take advantage of these sites today.

Google Chrome Store – Complete Chrome solutions for your customers

This one stop shop for Chrome devices allows users to view all chrome products side by side making it easy to shop and compare. Gain information on Chromebox for meetings, Chrome device management, receive marketing support and Chrome configuration services to help you with the deployment of Chrome. Visit <http://google.techdata.co.uk>

Microsoft Touch Device Finder – Provide the complete touch device package

Search all Touch Devices by product type whether that be All in Ones, Tablets, 2-in-1s or touch notebooks. There are plenty of Microsoft Touch Devices to compare with all in one place. This site makes it easy to find the perfect touch device for your customers. Visit <http://touchdevice.techdata.co.uk>

Need help? If you need additional help or advice on special bids or specific opportunities in the commercial or public sector, or for general enquiries please call us on 01256 788 000.

Contact the team on **01256 788 333** or visit www.techdata.co.uk



Did you know

The ever-changing digital landscape means that Tech Data can provide you with new and exciting stock and opportunities. From the release of Intel® 6th gen processors coming soon and the jump to Windows 10, you can find out more about the changes in Q3 on our blog and twitter sites.

 @TechDataUK

 <http://blog.techdata.co.uk>

Get in touch

Sales

Tel: 01256 788 333

Public Sector

Tel: 01256 788 770

Customer Services

techdata.co.uk/ASM Tel: 01256 864 344

Credit Services Team

credit@techdata.co.uk Tel: 01256 880 4244

 @techdata.co.uk

 techdata.co.uk/linkedin

Contact the team on **01256 788 333**
or visit **www.techdata.co.uk**



This guide is published by the Marketing Department of Tech Data. All prices and codes are correct at time of going to press. Errors and Omissions excluded. © Tech Data. Information sent on Fax-Backs to Tech Data may be held on database for future mailings. All prices quoted are in pounds sterling. Offers may not apply in R.O.I.

All orders that you place will be subject to acceptance in accordance with Tech Data's Standard Terms and Conditions of Supply available on its website (www.Tech Data.co.uk) or available on request.