

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



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Welcome to the 13th Edition



A Personal Experience

The devices that people use to access their applications and services are always, by definition, ‘personal’. Whether it’s a smartphone or a ‘phablet’ or a multi-faceted tablet, a super-slim premium notebook, an ultra-light Chromebook, or an all-in-one desktop, the computer is a very personal device.

Perhaps that’s why the term ‘PC’ has not gone away and why it remains, even today, the product through which most individuals – whether they are at work or at play – identify their technology experience.

The PC will continue to be the focal point for users, all of whom will make their decision based on their own criteria. For businesses and consumers, the way a device looks and feels, its performance, capacity and capabilities, its versatility, its capital and operational cost and many other factors – ease of use, ruggedness, screen size and clarity and so on will all matter to varying degrees.

The PC also remains at the heart of Tech Data’s business. We provide you with the widest range of products and the latest designs from all the leading systems vendors, so you can offer your customers a great choice of systems that will give them the very best personal experience.

Adding Value with Advice

Today users have more choice than ever when it comes to the design of PC systems and there is never any need for compromise. There are solutions for every imaginable scenario – from a project site manager working in oil or gas exploration, mining or construction, to primary school children who need to share and interact in groups, and home users who need a compact, all-in-one device that will fit in with their décor.

In the corporate world, there will continue be a need for systems that offer component consistency across a range of form factors, and accessories that allow productive use on the move and at the desk. Security is also much more important now, so features such as biometrics and encryption are very important to some users.

PC Systems



Did you know

Tech Data’s business units are specialists of their vendors; our staff are frequently trained to be able to support our clients at every step of the way. A product specialist is available for you to answer all your product questions and offer advice in how to maximise business profitability by placing your business through Tech Data.

In vertical markets and in the public sectors, there is growing demand for specialist devices such as workstations that can be used for specific design tasks, and small-footprint PCs that can be fitted to the back of a display.

There is, of course, plenty of demand for all kinds of mobile devices – from minuscule notebooks that can be carried anywhere, to full-powered multimedia laptops. Tablets, and in particular convertible devices, are now the most prominent format of portable PC. The ultra-mobile, ultra-light design styles pioneered by vendors such as Apple and latterly, Microsoft, are also becoming more prevalent.

While businesses and consumers can go online and do a lot of research, they still need and value the experience and advice that specialist technology resellers and retailers can offer them. By working with Tech Data, you can access all the products and information you need on all leading PC product ranges. You can also count on us to provide the very best availability of stock and overnight shipment when you need it.

We Make it Easier for You

As well as unrivalled stock-holding, product availability and competitive pricing, Tech Data can help you meet many other customer needs. We can pre-configure systems for you prior to shipment, and arrange for systems to be sent directly to your customer under your name. If required this can be done to a prearranged schedule, so you can ensure that the systems arrive just before your team are due to go on-site to carry out installation work.

Using our online tools, you can easily compare similar systems, identify add-on and accessory products and build quotations for your customers. If you are in a competitive situation, we can offer you special bids from most of our vendor partners. Special pricing is also available for public sector and education customers.

Placing and managing your orders online is very easy and, subject to the usual terms and conditions, Tech Data can provide you with finance and credit facilities that enable you to do business when customers need to spread payments.

All our systems and services are designed to put the customer first and make it easier for you to take opportunities and do more business.



Exciting News from HP Workstations and Thin Clients

Introducing the New HP ZBook Mobile Workstation Line-up Soon to Hit Tech Data.

HP have now completely revamped the HP ZBook Mobile Workstation line-up. Innovative products for HP Z Workstations, and new HP Z Displays.

Dramatically thinner and lighter than their predecessors, these third generation products boast the performance, innovation, and reliability expected from a technology partner trusted by customers designing everything from running shoes and race cars to animated characters and deep-sea submersibles.

HP ZBook Studio G3

This is the world's first quad core workstation Ultrabook™. Taking the full performance of an HP Z Workstation and packing it into HP's thinnest and sleekest mobile workstation yet.

HP's other full performance mobile workstations have also just been introduced alongside an exciting new docking solution.

HP ZBook 15 G3

The HP ZBook 15 G3 is the next generation of the world's top-selling mobile workstation. This thin and light portable powerhouse was redesigned inside and out and is now 27% thinner, 7% lighter, and has a 27% increase in battery life compared with the previous generation.



HP ZBook 17 G3

The HP ZBook 17 G3 features a 67% increase in battery life and the 17.3-inch diagonal workstation is now also 25% thinner and 11% lighter than its predecessor.

HP ZBook 15u G3

Also introduced was the 4th member of HP's mobile workstation line-up. Delivering workstation performance in a low cost, compact package. With its 15.6-inch diagonal display, it is the perfect combination of mobility and affordability.

HP ZBook Dock with Thunderbolt 3

Rounding out their offering for high end mobile workstations is the introduction of the HP ZBook Dock with Thunderbolt 3. Supported on the HP ZBook Studio G3, 15 G3, and 17 G3, this new docking solution can link up to 10 devices at once through ports that include Thunderbolt 3.



Updating HP Z Workstations with the Latest Innovations

In addition to the HP ZBook Mobile Workstations, HP are proud to announce two of their most innovative products developed for the HP Z Workstation line-up: the HP Z Cooler and HP Z Turbo Drive Quad Pro.

The HP Z Cooler is an innovative, ultra-quiet cooling solution supported on HP Z440 and Z840 Workstations. The HP Z Cooler reduces system noise in HP Z Workstation environments, even under the most demanding workloads, by helping to lower CPU fan speed.

The HP Z Turbo Drive Quad Pro is the latest in our line of PCIe-based SSD storage devices. It is up to 16 times faster than a SATA SSD at a similar cost.

The HP Z Turbo Drive solution provides users with improved performance and reliability and resolves the storage bottleneck by permitting users to power through large data storage challenges with amazing performance speeds.

Visit www.hp.com/go/workstations for more information.



Did you know

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



Easy. Reliable. Secure

Acer for Business develop easy, reliable and secure products that meet the needs of 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.

Acer for Business are committed to ensuring their 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.

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.

Acer guarantee the safety of network data with multi-level security solutions that protect your information and grow with your company.

Challenge Acer Products For Reliabilty

Acer products are built and tested to last, incorporating innovative features designed to withstand the wear and tear of everyday use. At Acer, they are so confident in the quality of their products that they are proud to offer the Acer reliability promise. In the unlikely event that a product fails and is repaired under warranty within the first year, Acer will return 100% of the price paid.

Acer also offers a 31 day DOA policy for peace of mind when you purchase a new device. For full terms & conditions please visit our website: promise.acer.com.

Quality Tested to Last



Acer TravelMate and Aspire notebooks are put through comprehensive, end-to-end diagnostics and extensive, rigorous testing, for temperature, noise, vibration, shock, drop, spill and humidity. Acer notebooks are made to last and pack innovative reliability features.



The Acer Iconia and Aspire Switch tablets and 2-in-1 devices seamlessly support the mobile lifestyle of busy professionals, and as such are put through rigorous testing that ensures extended and efficient productivity.

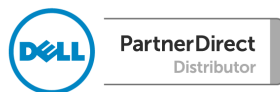


Acer Veriton desktops, with their top performance and security features, are the ideal desktop PCs to run businesses successfully. AcerVeriton desktops comply with environmental industry standards, saving energy and reducing costs.



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.



Tech Data and Dell Partnership

Tech Data and Dell are proud partners in this rapidly changing IT environment. Our relationship provides VAR and reseller access to select Dell technologies combined with Tech Data Services, expertise and relationships you have come to rely on. As a customer you will now have a broader product portfolio to offer your end users and can take advantage of faster delivery from Tech Data.

Dell Partner Direct Programme

Teaming up with Dell is a smart move to make for your business. Dell provides many tools and resources on their online Partner Portal to help VAR's raise profits and provide the flexibility and expertise your customers deserve.

With the Dell Partner Programme receive high quality training to ensure you have the best knowledge of Dell products and make selling these products easy. Receive access to co-branding marketing materials, plus document library and sales master ensuring you have high quality marketing materials when advertising to your customers. See up to date news, training solution overviews and more.

From business development to sales and marketing support this portal will provide you with all the tools and resources you need as a reseller.

Visit www.dell.com/uk/partner for more information.

Tech Data and Dell Product News

Dell has released a new range of XPS laptops which are now available to buy at Tech Data. The XPS 13 Laptop is the smallest 13.3" laptop on the planet and with the world's first virtually borderless Infinity Edge display.

We also have the brand new Dell Inspiron 17 in stock. This device allows web pages, games, and apps to fire up quickly thanks to its powerful performance and stunning visuals.

For customers that require a highly affordable and practical solution Dell now have their own Chromebook – Dell Chromebook 13. Expect business-class performance from this Chromebook with the beautifully designed 13" Chromebook featuring a vivid Full HD display. We then have the Dell Vostro 15 a powerfully efficient notebook with fast Intel® processors and a large hybrid drive all at an amazing price point.

Fully rugged Dell PC systems have arrived. We have the Dell Latitude 14 5404, a strong, affordable, rugged device with lightweight mobility, popular for use in a classroom. Then there is the Latitude 12 Rugged Extreme 7204, an exceptionally durable, versatile flip-hinge designed device allowing jobs to get done even in harsh environments. Dell has also designed the Latitude 12 Rugged Tablet built for the most extreme environments providing reliable performance and security to get jobs done.

Dell's bestselling notebooks and desktops deserve the bestselling office suite and with the new Dell Microsoft Office 2016 customers can have the ultimate solution. For more information on new products from Dell contact your account manager today. Dell have a product to suit all needs.



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.



Rewards that Strengthen, Offering Driving Profit

When partnering with Toshiba Channel Awards you can get up to 12 rewards per quarter, this is Toshiba's way of saying thank you. Toshiba offer you the reseller a selection of complimentary accessories or credits to add additional value to your end user when selling Toshiba laptops.

To take advantage of this simply register your details quickly and easily online, choose your free reward based on the product you have purchased, wait for Toshiba to verify and then get your reward. It's that simple.

Register here: www.toshiba.co.uk/channelrewards

Toshiba's Top Selling Products this Quarter

Toshiba offer an extensive range of PC Systems, there is a Toshiba product to suit every individual's needs. Here are just a few of Toshiba's best-selling products from this quarter.

Toshiba Chromebook 2 CB30-B-103

An improved, no-fuss approach to laptops

This Chromebook is fast, easy to use right out of the box and there are no annoying updates. It boots up in seconds and breezes through the web at lightning fast speed, so users can do more while waiting less. This Chromebook includes all essentials, is powered by a reliable incredible processor and features a 13.3" HD display.

Toshiba Tecra Z40-A-18R

Toshiba's thinnest, lightest business laptops yet

The premium 14" Tecra Z40-A matches ultra-portability with a long-lasting battery and larger screen that lets users do more on the go. Beneath the clean design that's standard across this line-up, the Z40-A is powered by an Intel® Core™ processor, for all the speed and responsiveness a user needs. With this device receive high-level security and manageability technologies plus an ultra-durable chassis to protect data everywhere.

Toshiba Portégé Z20T-B-107

Power of an enterprise laptop, freedom and convenience of a laptop

Get the best of both worlds with the Toshiba Portege Z20t, offering innovative versatility in a supremely crafted chassis, along with outstanding battery life and an exceptional handwriting experience.



Why Partner with Toshiba?

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

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

Developed and designed for SMB companies

- Feature-rich and price competitive
- Unique design
- Best-in-class connectivity
- Designed, engineered and manufactured by Toshiba



Microsoft®
AUTHORIZED
Distributor



Windows 10

The Best Windows Yet is Here...

It's familiar, productive, flexible and personal. It's the Windows we all know, only better and now comes preinstalled on many of our PC Devices at Tech Data. Free upgrades to Windows 10 are also available on any PC device you purchase from us.

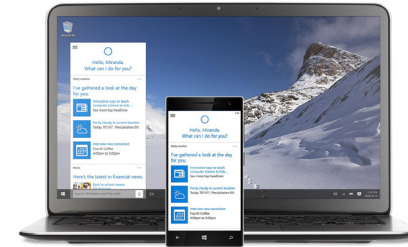
What's New?

The new Windows 10 starts up and resumes fast, has more built-in security to help keep users safe, and is designed to work with software and hardware that you already have. The design of Windows 10 is very similar to Windows 8, however brings back the start menu we all know and love from Windows 7.



Unlike other Operating Systems Windows 10 looks the same across all devices. Whether that is PC, tablet or phone, the look is consistent throughout, making it easier to work across multiple devices and on the move. Data will follow each device a user works on, allowing for flexibility on when and how a user works. Windows also improved its touch ability making it easier to switch between touch interfaces and non-touch interfaces, making Windows 10 a must have for touch devices.

There are many new management features with the new Windows. With Windows 10 you can now snap up to four things on one screen at the same time and create virtual desktops whenever more space is needed, making it quicker and easier to get jobs done.



Cortana is Window's new personal assistant. Ask her to set up a meeting, find files, tell jokes or send an email to a friend. Cortana can be made more responsive to an individual's needs by telling Cortana about their interests, favourite places and things they want to keep up to date with. Find out the latest news on a chosen topic, track flights, get traffic conditions and more. The more someone uses Cortana, the more personalised their experience will be.

Windows 10 comes with the first browser that lets a user, write, doodle, add notes and highlight directly on web pages - **Microsoft edge**. Cortana has been built into this browser to help users do things faster and more easily.

Get Apps, Music and More

The **Windows Store** is the place a user can shop for music, videos, games and apps. Here you can try an app before you buy or simply pick a free app. All apps will work on any Windows 10 device, whether that is a PC, tablet or phone.

Windows 10 comes with some great built-in-apps like Maps, Photos, Mail, Calendar, Groove Music, Films and TV.

Find out more about Windows 10 by visiting windows.com



Did you know

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



Strong Support Structure

Tech Data endeavour to provide the best support to Lenovo customers and have put together a strong support structure to help all Lenovo partners. At Tech Data we have created a dedicated account management system as well as a specialist Lenovo operations team to ensure your orders run smoothly. With this we also have a strong category team that guarantee product set up, bid alignment and promotional support are live for you to see on InTouch, therefore you can be confident everything you see is true and up to date. Every area of our Lenovo team has a dedicated business team who will be able to help with product knowledge, vendor relationship, deal opportunities, general enquiries, questions and many other support functions. Our friendly team are always willing to help with any queries you may have, big or small.

Ross Turner

Lenovo Business
Manager



Wesley Joyce

Senior Business
Development



John James

SMB Business
Development



Partner Benefits

As a Lenovo authorised partner you will play a leading role in providing Lenovo products and services therefore Lenovo is committed to working with partners to help them succeed. In addition, Lenovo offer ongoing education and training, industry leading programmes, tools, and marketing building blocks, all of which can assist you and your sales teams in staying competitive in the market and ultimately, can help grow your business. To learn more about Lenovo and to become an Authorised Lenovo Reseller contact us today.

Lenovo have created a bid portal allowing resellers to gain quick and simple business. Raise bids on Lenovo's top selling notebooks, desktops, workstations, servers, options, services and monitors within minutes. The bid portal allows you to make quick decisions with your customers. To register for the bid portal visit: www.lbp.force.com

New Product

ThinkPad X1 Carbon Ultrabook – A smarter way to work

Introducing the New X1 Carbon — Lenovo's third iteration of the popular Carbon Series incorporates feedback from users. They have taken the best of the past, and incorporated essential technologies of today to bring you a system with legendary usability and uncompromising performance.

- Thin, Light and Durable Carbon-Fibre Construction
- Multitouch and Premium Display Options
- Long Battery Life Plus RapidCharge Technology
- Faster and More Efficient Storage Options
- Robust Business and Security Features



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.



Now That's What I Call Fujitsu - Discover a Great Mix of Notebooks and Tablets

Today, notebooks and tablets are essential business tools. But everyone needs them for slightly different tasks. You can give everyone the same machines, but then no one's satisfied. It's quite a challenge finding something to keep everyone happy.

Why choose Fujitsu LIFEBOOK and STYLISTIC?

The LIFEBOOK and STYLISTIC range of mobile devices from Fujitsu is where computing performance meets cutting-edge corporate requirements. There are five good reasons businesses love our range. You get reliability you can depend on with Japanese innovation and German engineering, ultimate performance with the latest Intel® processors, battery life that support's a full day's working, increased employee productivity and amazing durability as Fujitsu devices are built to last in tough conditions.

You'll discover a great mix of notebooks and tablets with Fujitsu. Think of their range as the greatest hits of mobile devices. You'll find everything from innovative tablets through to reliable notebooks. More importantly, you'll discover a range that:

- Reduces your total cost of ownership with reliable devices that will last, with up to 94% reliability
- Offers flexibility for your employees and supports increased productivity and collaboration
- Is designed for mobile working with lightweight devices that run for a full working day from one battery charge



Fujitsu Reliability Promise Now Available on all PRIMERGY VFY

Fujitsu Reliability Promise is now available on eligible Fujitsu Server VFY TX1310 M1 made between 1st February 2015 and 31st January 2016.

What is Reliability Promise?

At Fujitsu they develop their products to meet the highest standards in both quality and technology. They are so sure of the excellence of their servers that they have created their Reliability Promise: should a hardware defect covered by the Fujitsu Standard Warranty for your qualifying server occur within one year of purchase they are offering their customers a repair and a full refund of the purchase price.

In order to take part in the Reliability Promise please register your eligible server within 28 days of the date of purchase. Please note that completion of this form does not replace registration of your product for your Fujitsu Standard Warranty which should still be completed.

Once registration has been completed you will be emailed a unique code which you will need to retain in case of a claim under the promotion.

To register visit: www.fujitsu-promotions.com/reliability



Did you know

We offer Public Sector discounts across thousands of products, all of which are marked clearly on InTouch. Next time when you log in spot the logo in the product description, and rest assured competitive prices will be available for your order. For more information contact your account manager and ask for special education pricing.



Notebooks Not Just for Gaming

MSI are well known for their exceptional gaming laptops however they do have their own range of high performing business-class notebooks – MSI Prestige. These notebooks are best used for various types of design work, as well as office tasks due to the screen adjustment settings. These settings allow users to adjust for better clarity, colour accuracy or eye strain reduction, making these the notebooks to choose for those who work on the computer for extended periods of time.

New Prestige range at Tech Data

Tech Data now sell the all new MSI Prestige series equipped with the first-hand Intel® 6th generation i7 processors. This series consists of the 15.6" full HD MSI PX60 and PE60 as well as the 17.3" full HD PE70 and has been inspired by boutique fashion and high-precision instruments. These products are simple yet sophisticated with silky silver metallic exterior design and white light backlit keyboard. This range comes packed with many great and useful features not found in a standard business-class notebook.

PX60, PE60 and PE70 come with NVIDIA GeForce, bringing extreme, next generation graphics delivering powerful performance and outstanding efficiency, in a lightweight and portable design.

The exclusive MSI "SHIFT" technology on these products will push systems to the extreme while minimising noise and temperature. Switch between three modes – Sport – which will run CPU and GPU at the highest frequencies for maximum performance. Comfort – which will limit CPU frequency to level 1 and control GPU chip temperature. And finally Green which will disable Intel Turbo Boost, limit CPU frequency to level 2 and control CPU and GPU temperature to under 85 degrees.



Users will hear beyond limits with built in Nahimic Sound Technology, enhancing sound quality and precision, making for vivid audio inputs. Highly immersive virtualisation brings an ultra-realistic 360 degree sound stage. Each sound can also be decisive up to the highest frequencies in order to highlight all the important tiny details when a user listens to music. Noise gate and reduction removes 90% of noise from communications ensuring no disturbance during online business talks.

MSI have partnered with Portrait Displays, Inc. in developing a level of accuracy for display technology that sets a new standard, the MSI True Colour Technology. This is used within these notebooks to ensure the finest precision in colour. A user of these devices will be able to change the colour profile depending on the use. Work or play, easily switch between six true colour profiles to get the mode that best suits your eyes. This function is ideal for those working in design, enabling common view for their content.

The new prestige range comes packed with the latest processors. Skylake is the code name of the brand new 14nm micro-architecture of Intel's latest 6th generation processors. The Skylake platform requires lower power consumption but delivers better performance than ever before.



Did you know

Tech Data aims to be a 'one-stop shop' for the 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.



What is an ASUS Chrome Device?

ASUS Chrome devices are a new type of computer designed to help 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

ASUS Chrome devices 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

ASUS Chrome devices boot up in under 10 seconds, and resume instantly. Unlike other computers, Chrome devices avoid the bloat of old software and don't slow down over time. 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

ASUS Chrome devices 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

ASUS Chrome devices offer offline apps, like Google Docs and Gmail Offline, which means you can stay productive during the rare times you are disconnected from the web.

No maintenance, no worries

With the automatic updates, ASUS Chrome devices download and install security and software updates so you don't have to. Chrome devices have multiple layers of security to keep you safe from viruses and malware without needing any additional security software. With Google Drive, all your files are backed up online, safely and securely, even if your Chrome device accidentally takes a swim.



ASUS Chrome Devices Provide Complete Solutions for your Customers

ASUS Chromebooks

ASUS Chromebooks are 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 everyday 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 now 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 Chromebit now available!

Fresh in stock at Tech Data is ASUS's new Chromebit. The Chromebit is a dongle running on Google Chrome OS. When placed in the HDMI port of a television or monitor, this device turns that display into a personal chrome computer.

ASUS Chromebox

The ASUS 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.



Did you know

The ASUS Chromebit launched in November. 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.

In addition to your Rockchip RK3288-C (with Quad-core ARM Mali-T764 graphics) you get 2GB of RAM, 16GB of solid state storage, dual-band 802.11ac WiFi, Bluetooth 4.0, and a single full-size USB 2.0 port on one end.



Skylake - A Powerful Solution for Next Generation PC Systems

Intel® Core™ 6th Generation processors coming soon...

Intel® is proud to announce its 6th Intel® Core™ desktop processor family (code name Skylake). If it's performance a user needs than these are the processors they need.

Responsive Performance

The new architecture and design of the 6th Gen Intel® Core™ desktop processors also known as Skylake processor delivers new full range base clock settings that provide more granularity for overclocking platforms. Desktop processors come with Intel® Turbo Boost 2.0 Technology which gives users that extra burst of performance.

Intel® Hyper-Threading Technology allows each processor core to work on two tasks at the same time, improving multitasking, speeding up the workflow, and accomplishing more in less time. With the Intel® Core™ i7 desktop processor, you can have up to 8 simultaneous threads.

Stunning Visuals

Videos come to life in Ultra HD 4K so users can enjoy amazing and vibrant multimedia experiences on Ultra HD and 4K displays. Intel® Quick Sync Video technology accelerates most video capabilities, allowing users to create and share in real-time and multi-task without interruption.

With native support for the new DirectX 12 API, the 6th Gen Intel® Core™ desktop processors can provide a better experience for gaming and graphics that take advantage of DirectX 12

Increased Security

6th Gen Intel® Core™ desktop processors offer hardware-level security features such as Intel® Software Guard Extensions to help protect systems and data. Intel® Memory Protection Extensions help protect applications' run time integrity. Intel® Device Protection Technology with BIOS 2.0 and Intel® Device protection Technology with Boot Guard help protect system during boot.

Vendor Highlights in the EMEA Region

According to IDC, in Q3 of 2015 the EMEA market was weakened by ongoing currency fluctuations affecting a number of countries, as well as political instability in Eastern Europe and the Middle East. Channel players across the region focused on depletion of Bing inventory in preparation for shipments of new products for the 4Q 15 holiday season

Top 5 Vendors: Europe, the Middle East, and Africa (EMEA) PC Shipments* 3Q15 (Preliminary) (000 Units)

Company	3Q14 Shipments	3Q15 Shipments	3Q14 Share	3Q15 Share	3Q14/3Q15 Growth
HP	5,254	4,353	22.0%	23.7%	-17.1%
Lenovo	4,610	3,684	19.3%	20.1%	-20.1%
Dell	2,099	1,863	8.8%	10.1%	-11.3%
Acer Group	2,854	1,770	12.0%	9.6%	-38.0%
ASUS	2,026	1,510	8.5%	8.2%	-25.5%
Others	7,004	5,185	29.4%	28.2%	-26.0%
Total	23,847	18,365	100.0%	100.0%	-23.0%

Source: IDC EMEA Quarterly PC Tracker, Preliminary Results, 3Q15, October 2015

* PC shipments = desktops and notebooks.

Shipments are branded shipments for all form factors (including desktops and notebooks) and exclude x86 servers as well as OEM sales for all vendors. Data for all vendors is reported for calendar periods.



Did you know

Why Office 365 - Work Anywhere

- The new Office is optimised to give you the best experience across all devices
- One Office 365 subscription allows up to five installations
- Office applications can be streamed for a rich Office experience
- Always access the latest version of your documents from anywhere with SkyDrive Pro



Silver Linings Amongst Cloudy Skies

It would be easy to imagine that the PC market is in a crisis, if you look at the numbers from analysts. The number of PCs shipped across EMEA in Q3 2015 was 18.4 million, according to preliminary figures from IDC, down 23% on the same period last year – but in the UK, the decline was only 11%. According to (also preliminary) results from Gartner, worldwide shipments declined 7.7% from the third quarter of 2014, falling to a mere 73.7 million units in the third quarter of 2015.

Even so, they find some silver linings behind the clouds, some cause for optimism. IDC noted that much of the decline has been driven by excess inventories, which were already starting to ease in when the report was published in October. Gartner's 2015 personal technology survey predicts that 50% of consumers intend to purchase a PC in the next 12 months, and 21% intend to buy a tablet.

IDC also noted that many businesses were expected to delay PC purchases until the beginning of next year to benefit from the new CPU technologies. It was of course referring to Skylake and new systems based on that new processor family are now well and truly here. They are expected to boost sales in both the commercial and consumer markets during the current quarter and Q1 2016.

The transition to Windows 10 has so far been a software upgrade rather than a hardware upgrade. As the product offer becomes more attractive, some consumers might be tempted to renew their devices for Christmas, while enterprises might consider purchases to fully leverage all the new features of Windows 10.

The growing reputation of Windows 10 is going to help. While it's certainly true that some users have been able to extend the life of their current PC systems by taking advantage of the free upgrade Windows 10 in its first year of release, many users will now be eager to get the full experience of multi-point touch and features such as Cortana voice recognition and the availability of universal apps they can use across all devices in a consistent way. As cloud-based services become more popular, more businesses will upgrade their operating systems and their client devices.

For businesses, the new 'as a service' approach to upgrades with Windows 10 is also very appealing and a good reason to upgrade their estate. With fixes and patches now being provided as a continuous and seamless process and Windows evolving rather than leaping to major new service packs and versions every few months or years, it will be easier to manage.



Did you know

Credit Elevator will

- Accelerate your credit limit from £5k-£300k in just 18 months
- Increase your working capital
- Empower you to develop your credit line
- Allow you to plan and manage growth strategy

A Compelling Reason to Upgrade

Vendor R&D labs have always been working on making PCs smaller, lighter and more mobile. The most recent result of this race to stay ahead of the competition has seen the arrival of very light, yet sturdy and highly adaptable tablet designs, with attachable keyboards and presentation stands that mean you can quickly convert them into a standard laptop form factor.

With the latest ultra low-powered processors, vendors have been able to add tremendous battery life to the array of features, so it's now possible to use these devices on the move pretty much all day. These new devices based on Intel's sixth-generation Core technology, along with the growing appeal of Windows 10 and Office 2016, present users with the most compelling reason they have had to upgrade their PCs for many years.

Helping You Meet Customer Needs

Tech Data's focus is on the customer and making it as easy as possible for you to do business – efficiently and profitably. We work with all the leading PC systems vendors, enabling you to offer unrivalled choice to your customers.

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