

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



Welcome to the PC Systems Quarterly Guide

Make the most of every opportunity

IDC expressed some surprise that PC sales did not decline as much as expected in the third quarter of 2013. Strong sales to business kept the year-on-year decline to 7.6% – still down, but by no means disappearing. Shipment volumes for the quarter were 81.6 million worldwide. It was consumer sales that suffered – mainly due to the shift to tablets; and if you decide to count tablets as ‘PCs’ (IDC do not) the overall picture is one of a market that is still growing at a healthy rate.

While tablets will continue eating into consumer PC sales, we are starting to see a swing back towards more traditional full-featured notebooks and desktops in commercial markets. Businesses and public sector buyers are veering back towards these formats, drawn to the innovative convertible designs and new ultra-slim models that offer an amazing amount of battery life – up to 24 hours in some cases.

Greater upgrade potential

The arrival of Windows 8.1 has given the market a boost (as IDC noted in its Q3 Worldwide Quarterly PC Tracker statement) and with the end-of-support coming on Windows XP, many users are now going to be thinking about upgrading their PCs.

So, with the economic situation improving, confidence returning to the market, and vendors giving businesses and consumers plenty of choice, versatility, style and value, it promises to be a good end to the year for PC sales.

Super stylish designs give customers more choice

The PC market has been revitalised by the arrival of the tablet and triggered a spectacular new wave of innovation and stylish design. You can now offer customers an unprecedented choice – from super-thin lightweight Ultrabooks to convertibles that can be used just as effectively as a tablet, mobile presentation system or conventional notebook.

Tech Data can give you access to a rich array of options from all today’s leading PC vendors – and ensure that you are able to take full advantage of all their latest promotions and offers. We can help you maximise the chances of winning business – with great availability, support for special bids and deal registration, and competitive prices.

Our InTouch online system lets you compare different systems and highlights the add-on options as well, helping you to build quotes, add more value and boost your revenues from every sale. All that, backed-up with our unrivalled availability and efficient, reliable next-day delivery, means we can help you make the most of every single opportunity that comes your way.



Editor: Larisa Lucaciu,
PC Systems Marketing
Development Manager



5th edition

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

Toshiba: Just add Power

3 YEARS PEACE OF MIND COMPUTING FOR SMALL AND GROWING BUSINESSES

Protect your business investment with the 3 Year Peace of Mind Guarantee. Rest easy and focus on your business growth knowing that your PC Systems are in good hands.



WORTH OVER £300*

Activate with just 3 Easy Steps:

1. Buy a Toshiba Recommends for SMB product
2. Visit Toshiba.co.uk/SMB to activate the Peace of Mind package
3. Receive your confirmation within 30 days.

*Based on standard TPP pricing. SMB customers only. Valid for purchases between 1st October and 31st December 2013. Special Bids excluded from this promotion.



PORTÉGÉ Z930-14L



Toshiba recommends Windows 8 Pro

TOSHIBA
Leading Innovation >>>

THE PERFECT FIT WHATEVER YOUR SIZE

For over 25 years Toshiba have been helping small businesses improve the way they work. Their SMB recommended laptops and solutions will help you be more **Mobile**, more **Productive** and more **Secure**, so you can focus on the things that are really important in your business; your people and your customers.

PORTÉGÉ Z930-14L

The ultimate mobile business laptop.

- Intel® Core™ i7 Processor
- Integrated 3G
- Windows® 7 Professional 64-bit (pre-installed) and Windows 8 Pro 64-bit (on DVD only*)
- Battery Life: 8 hours

Part code: 2679196

*upgrade to Windows 8 requires an external DVD player



Toshiba WT310 108

Toshiba WT310 108

A powerful touchscreen for professionals.

- Windows 8 Pro 64-bit
- Intel® Core™ i5 Processor
- 4 GB DDR3 / 128 GB SSD

Part code: 2773933

Did you know...

Tech Data has PC Systems stockholdings of up to £35 million at any one point and also provides:

- 99.99% overnight shipment success
- 15,000 SKUs stocked
- Over 20 dedicated PC heads with 100 years plus PC channel experience
- 90%+ stock availability

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



GIVE YOUR OLD PC A GREEN FUTURE.



- ▶ Free shipping for your old PC
- ▶ Securely data wiped, environmentally recycled
- ▶ Cashback on a Lenovo PC with Windows 8

HOW IT WORKS

Trade-In is available to your customers when they purchase one of Lenovo's industry leading range of tablets, notebooks, desktops, workstations and servers. Please note that this offer is for small business* customers only. Participation in this promotion requires the purchase of a new Lenovo product. In order to qualify for the promotion the claim needs to be submitted within 30 days of the date on the invoice.

Visit <https://www.lenovo-tradein-promotions.com/> for more details.

*Small business customers = a trading entity of up to 500 employees.



Lenovo recommends Microsoft® software



WHAT IS IN IT FOR RESELLERS?

It costs nothing! The programme is 100% handled by Lenovo and Lenovo's service provider. Plus it gives you a chance to interact with your customers, to not only find out what they are doing with their old PCs and when they are planning to replace them but also to promote being environmentally friendly.

WHY TRADE IN?

The Lenovo Trade-In Programme is very easy to get involved with. There are no limitations to which product can be traded-in, Lenovo will cover the shipping cost and insurance* plus there is an easy to use PC Value Calculator on the Trade-In site. You can be assured that the products are being disposed of securely, with a certification given after data wiping is completed reliably, with an environmentally friendly process.

*Insurance of products through the shipping process covers €500 per shipping label used.

Did you know...

Our client customised routes to market include: Retail

Virtual Warehousing

- Acting as the retailer's own warehousing and logistics function

3PL Logistics

- We provide a full logistics solution for our partners, reducing their operating costs

Consignment Stock

- Guaranteeing availability with dedicated stock

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



Trust in your PC with the Acer Promise

Acer have listened to the channel and developed a world class reliability guarantee with the aim of delivering an outstanding end user experience to help you close business.

Acer makes high quality products, so in the unlikely event that something goes wrong in the first year, Acer will replace your PC or repair it and refund your end user for any inconvenience.



Quality & Reliability

- Fault in the first year? Acer will fix it free of charge and refund 50% of the price paid.*
- If the PC fails in the first 31 days, Acer will have it replaced the next business day.*
- Trade in your old PC for a new Acer PC and receive cash back too.*
- Receive the latest money saving offers from Acer.

Acer Performance Promise

Acer DOA offers complete peace of mind when you purchase a new device.

In addition to the free warranty you receive with your Acer device, Acer are now offering a market leading instant replacement cover on all qualifying Acer TravelMate 4, 6 and X series and Veriton 4 and 6 series devices. If your qualifying Acer device suffers a hardware failure within the first 31 days of purchase, the staff in Acer's UK call centres will diagnose the problem and arrange the delivery of a new one on the next business day.**

*Terms and conditions apply

**1 to 3 business days best endeavours

Learn more at <https://acerpromise.com/uk/en/>



Acer recommends Microsoft® software



Prolific Productivity and Robust Reliability

Acer TravelMate P453-M

With a powerful Intel Core i5 processor the Acer TravelMate P4 handles serious multitasking, and multi-level security protects your investment. At 15.6" this notebook has a generously-sized screen and with Intel HD Graphics 4000 you can be assured that your presentations will be stunning.

- Intel Core i5 (3rd Gen)
- Windows 7 Pro 64-bit
- Intel HD Graphics 4000
- RAM 4 GB DDR3, Storage 500 GB HDD

Part Code: 2706381



Did you know...

Our client customised routes to market include: SMB

Credit Elevator

- Enabling SMB resellers to fund growth. Credit from £5k rising to £300k in a little as 18 months

Broadest range

- Giving resellers more choice

Online Tools

- Helping to drive attach sales

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

The ASUS Reseller Portal

A One-Stop Resource for Strategic Growth with ASUS

Visit it at: <http://asus.techdata.co.uk>
or scan this QR code:



ASUS and Tech Data, have come together to offer this fantastic resource for resellers looking for solutions for Public Sector, Channel and the Corporate market. With the ASUS Reseller portal you can find products recommended for these markets so that you can make informed decisions to target your customers. Grow your business strategically with the ASUS reseller portal.



 **Windows 8 Pro**

ASUS recommends Microsoft® software

ASUS
IN SEARCH OF INCREDIBLE

ASUS, the world's top 3 consumer notebook vendor and manufacturer of the world's bestselling motherboards, is a leading enterprise in the new digital era. ASUS designs and manufactures products that perfectly meet the needs of today's industries; from education to government; healthcare to corporate and SMB; ASUS has a solution for all.

ASUS presents a broad portfolio of solutions for Resellers including: Tablets, Notebooks, All-in One PC's, Netbooks, Desktops and more. Driven by innovation and committed to quality, ASUS has the fantastic solutions for Public Sector, Channel and Corporate markets. Visit the ASUS Reseller Portal to find out more!



Did you know...

Our client customised routes to market include: Corporate

Bid and Tender Support

- Fast-response and hands-on bid assistance

Configuration Services

- Enabling resellers to meet exact customer needs

Specialist Knowledge

- In-depth expertise in products and vendor programmes

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



The Ultrabook™ of the year. The Sony VAIO® Pro 13

A light Ultrabook™ with amazing battery life and a beautiful design.

Discover ultra-light and strong VAIO® Pro with Full HD screen, and smooth pitch keyboard. Ultrabook™. Inspired by Intel.

Remarkably light and strong

It's 47% lighter and 25% stronger than aluminium, making it perfect for an Ultrabook™ that strives to be thin but not flimsy.

With full HD 1920 x 1080 resolution, pictures are clear, vibrant and natural wherever you're sitting on a wide view IPS panel.

Life-like pictures

TRILUMINOS Display for mobile with high luminescence and a broad colour spectrum gives pure, life-like colour that is sure to make every presentation more convincing.

Ready for business

With Windows 8 Pro, you get everything in Windows 8, plus enhanced features that help you easily connect to company networks, access files on the go, encrypt your data, and more.



VAIO
PROFESSIONAL



 **Windows 8 Pro**

Sony recommends Microsoft® software

SONY
make.believe

Sony VAIO® Pro SVP1321M9E

- Intel Core i5 (4th Gen) 4200U
- Windows 8 Professional
- 13.3" LED backlight 1920 x 1080 / Full HD
- 4 GB / 128 GB SSD
- Battery up to 8 hours

Part Code: 2780122



Did you know...

Dedicated Microsites

- Devoted Apple reseller site Eden®. Developed and launched by Computer 2000 specialists
- Quick access to all Apple products including thousands of add-ons and accessories
- Highlights products resellers can offer with specific Macs – helping upsell products

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

HP Channel App

Top Value and Best Buy Guides in an App

- Get the latest Top Value and Best Buy pricing and promotions on your mobile or desktop.
- Instant access to datasheets, rich media and HP's value proposition.
- Email the ultimate proposal straight from your device or desktop.
- Find compatible accessories instantly.
- Catch up on the latest HP news; requires HP Passport registration/log in credentials.

For Android and iOS platform (see website for details)

Access here by simply typing
www.hpchannelapp.com
into your device's browser
or scan this QR code:



HP PPS recommends Microsoft® software

The Perfect Office Pair

HP ProBook 450 G0

Packed with style.

Whether you are in the office or on the move the HP ProBook 450 G0 is built to perform. Count on durability inside and out.

Part Code: 2819890

HP LaserJet Pro 300 colour MFP M375NW

£110 end user cash back.

Boost productivity as you easily print with professional-quality, scan directly to email, copy and fax with a web-connected, colour laser MFP. Print from virtually anywhere.

Part Code: 2354812



Did you know...

Why Office 365?

Work Anywhere

- The new Office is optimised to give you the best experience across devices

- One Office 365 subscription allows up to 5 installations of Office to support users (or households) with multiple devices

- Office applications can be streamed for a rich Office experience on any Windows 7 or Windows 8 PC

- Always access the latest version of your documents from anywhere with SkyDrive Pro, that syncs your SharePoint content to your device

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



The **Fujitsu SELECT Partner Programme** is one of the best value channel partner programmes in the technology industry.

As a SELECT Partner or SELECT Expert you'll stand out in the market as a partner your customers can trust to deliver outstanding solutions. The closer you work with Fujitsu, the bigger your rewards will become. They can help you grow your business. It really is that simple.

Visit the Channel Partner Portal
<https://training.ts.fujitsu.com>



Fujitsu recommends Microsoft® software



Why join?

- Build stronger, closer relationships with complimentary support – get preferential placement on Fujitsu's online reseller locator, access to a variety of first-class technical resources and access to the Demo Purchase Programme.
- Enhance your skills – utilise Fujitsu's range of comprehensive and flexible online and face-to-face training resources.
- Provide a growth engine for your business – you'll be eligible to apply for sales floor focus days, incentivised programmes and you can participate in joint lead-generation programmes.
- Achieve performance related rebates – why not get a rebate for doing what you're already doing?

How it works

Visit the Channel Partner Portal <https://training.ts.fujitsu.com> and register to receive your unique Channel Partner ID, so you can complete the relevant courses for Client (web-based only) and Enterprise (web-based and face-to-face) to increase your knowledge and expertise of Fujitsu solutions. You will then go on to gain the qualifications and increase your rebate level.

Did you know...

Why Office 365?

Easy to set up and use

- Simple per-user subscription model
- Set up new users in seconds
- Manage with a single Web-based administration console
- Use the Office tools your team already knows and loves

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





The best version of Office yet.

Help customers experience the most powerful Office yet, with smarter versions of their favourite applications and a new Cloud service that connects them to their documents and settings – when and where they need them.

The Office 365 technologies include Microsoft Office 2013, Microsoft Exchange Online, Microsoft Lync Online and Microsoft SharePoint Online. Customers can use these world class capabilities whilst remaining ahead of the latest infrastructure, without the concern of maintenance and management.

The new Office allows customers to have the freedom to work the way they choose, from PC's, Macs, and selected mobile devices.^{1, 2, 3}

Speak to the Software team to understand the benefits of selling Microsoft Office 2013 to your customers – email software@techdata.co.uk

¹ Non-commercial use. Office currently supports PCs running Windows 7 or higher, and Macs with Mac OS X 10.5.8 or higher. Office Mobile supports Windows Phone devices running Windows Phone OS 7.5 and higher. Additional devices will be added in the future. Internet connection required. Internet and mobile telephone usage charges may apply.

² Application availability and features vary by platform and device. Publisher, Access and OneNote available on PC only.

³ Skype account required. Excludes special, premium and non-geographic numbers. Calls to mobiles are for selected countries only. Skype available only in selected countries



Part code: 2669439



Tech Data recommends Microsoft® software



There's an Office for everyone.

Is your customer a home user, a college student, a small business owner? How many PCs or mobile devices do they have? Whatever your customers do or the number of devices they have, you can recommend the Office that's right for each of them.

The new Office 2013 Suite delivers powerful new versions of the applications for your consumers or small business users who need Office for only one Windows PC:

- Microsoft Office Home and Business 2013 is perfect for single users or small businesses who want to experience the core Office applications, plus Outlook on 1 PC.
- Microsoft Office Home and Student 2013 delivers the best solution for families who want the new Office on 1 PC.
- Microsoft Office Professional 2013 offers the ultimate platform for customers who want all the new, best-in-class Office applications, including Outlook, Publisher and Access on 1 PC.

Speak to the Software team to understand the benefits of selling Microsoft Office 2013 to your customers – email software@techdata.co.uk

Microsoft Office 365 offers flexible and powerful ways with a package to suit every need.

- Whether your customer owns numerous PC and mobile devices, a small business or is a college student there is a suitable Office 365 suite available.
- Office 365 offers flexible and powerful ways to deliver your best work - at the office, at home, or at school.

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

Get in touch

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