**Tech Data**
*The Difference in Distribution*℠

# 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

# a head start

## Contents

# Welcome to the 6th Edition of the Quarterly PC Systems Guide

## Giving your customers more choice and value than ever

We're producing this latest edition of our PC Systems Guide at a time when the outlook is really positive. In the pages of this guide you'll find details of the latest and most innovative offerings from all the leading PC vendors.

With a new generation of more powerful and energy-efficient processors, faster communications technology, new and different form factors, and multi-touch screens all expanding the possibilities, there is a huge variation of form factors and specifications available. Vendors have become more and more ingenious with their approach to designs and with their aesthetics

## The best solutions

At the same time, customers understand that they can select the very best solution for their particular needs. They trust the technology vendors more than ever to give them excellent performance, quality and value. PC systems are more powerful, robust and reliable than ever.

Customers are also more willing than ever to adopt new approaches – and make use of the tremendously rich array of tablet, convertible, Ultrabooks and desktop formats that are now being made available.

That means you can give business, public sector and consumer customers more choice than ever – and add more value as well by helping them to make the right selection for their needs. Customers know that they have a tremendous choice – and are excited by the versatility that PC systems now offer them, both for their working lives and for entertainment.

## You can depend on us

Tech Data can provide you with widest array of solutions from all the leading channel-focused brands. Our specialist team can provide you with guidance and support for key bids and with our clear focus on the needs of Corporate, Public Sector, SMB and Consumer markets we can tailor our services to meet your exact needs.

These capabilities, combined with our efficient online systems, unrivalled stock-holding and slick logistics services, mean you can depend on Tech Data to be ready to meet your requirements at any time – and ensure that you can make the most of every opportunity that comes your way.

Editor: Larisa Lucaciu,
PC Systems Marketing
Development Manager

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

# Get Modern with Toshiba:
# Get XP Out of Your System

## The End is Just the Beginning

On the 8th April 2014, support for Windows XP will end, which means all security updates will stop too.

It's time to get XP out of your system – and it's also an opportunity to get the most out of Windows 8.1 Pro by upgrading to our latest business PCs.

Plus, if you trade-in your old laptop now, you can take advantage of this limited time offer and get up to £100 cash back.*

## Get modern with Toshiba today.

**TRADE-IN**

**SAVE WHILE YOU UPGRADE**

Receive up to £100* for your old laptop when you upgrade to Windows 8.1 Pro.

**1 TRADE UP**
to a qualifying Toshiba laptop

**2 TRADE IN**
your old laptop

**3 GET UP TO**
£100* for making the trade

*Visit toshiba.co.uk/tradein for full terms and conditions.

**Windows 8 Pro**

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Toshiba recommends Microsoft® Software

## Toshiba Portégé Z10t-A-11Z

With a powerful laptop and high-performance tablet in one device, the 11.6" Portégé Z10t Ultrabook from Toshiba adapts to any professional's changing needs. It's made for business, write emails on the way to a meeting, convert to tablet when on arrival and make notes with ease.

- Windows 8.1 Pro 64-bit
- Intel Core i5 (4th Gen) 4300Y
- RAM: 4 GB DDR3
- Storage: 128 GB SSD
- Intel HD Graphics 4200

Part code: 2936205
**£1,149.81**

Toshiba, Satellite Pro, Tecra, Qosmio and Portégé are trademarks of Toshiba Corporation. Microsoft and Windows are trademarks of Microsoft Corporation in the United States and other countries.

**TOSHIBA**
**Leading Innovation >>>**

### Did you know?

Key Metrics

- 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

- 90%+ stock availability

- Over 20 dedicated PC heads with 100 years plus PC channel experience

## Award Winning Support with Fujitsu's Partner Centre

Find out why Fujitsu received an award for the 'Best Partner Support Team' at the annual CRN Sales and Marketing Awards in 2013. The Partner Programmes Portal is your one-stop online resource for all Fujitsu Partner Programmes. Register or log in today to find everything you need to know about the programmes, promotions and training that Fujitsu can offer you.

Visit today: fujitsu-partners.co.uk

Here is a look at just some of the amazing programmes offered:

### SELECT Partner Programme

Did you know that as part of our SELECT Partner programme you can start to earn rebates of up to 4%? You will also receive exclusive invitations to training and events, sales tools and marketing support to help drive your Fujitsu business.

### Pay4Performance

The Fujitsu Pay4Performance Programme enables you to earn rebates for sales of all selected Client Solutions*.

• Client rebate value: up to 4%

The more qualifying Fujitsu sales you make, the greater the reward!

* Terms and conditions apply. See website for full terms and conditions.

Fujitsu recommends Microsoft® software

### Demo Purchase Programme

Provide your potential customers with first-hand experience of Fujitsu's products with the Demo Purchase Programme. Enquire now to take the opportunity to demonstrate Fujitsu's range of LIFEBOOK notebooks, ESPRIMO desktops, CELSIUS workstations, with a 50% discount applied across all products.

### Deal Registration Programme

Provide market-leading commercial support for your key sales opportunities. What's more, once the deal is accepted into the programme, Fujitsu won't engage with another Partner on this opportunity unless specifically requested directly by the customer.

Experience the Fujitsu Partner Programmes site for the valued Partner Community now at fujitsu-partners.co.uk.

**FUJITSU**

**Did you know?**

Our client customized 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

**Windows 8 Pro**

# Grow Your Business Strategically with ASUS

## The ASUS Reseller Portal

The ASUS Reseller Portal is your one-stop resource for resellers looking for solutions for the Public Sector, Channel and Corporate market. Use ASUS's recommended products to target your customers with the right device for their needs.

ASUS, one of the world's top three 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!

Visit today at: **http://asus.techdata.co.uk**

Or scan this QR code:

Windows 8 Pro

Asus recommends Microsoft® software

## Ultraportable and Slim Budget Friendly Notebook for SMBs

ASUS P Series notebooks are designed specifically for small to medium-sized businesses. Featuring quality software and processors from Windows and Intel, respectively, the ASUS PRO will perform to corporate standards.

For powerful performance at a budget-conscious price, the solution is simple, an ASUS P Series notebook.

### ASUS PRO ESSENTIAL P550CA-XO274G

- Intel Core i3 (2nd Gen)
- Windows 7 Pro 64-bit / 8 Pro 64-bit downgrade
- 4G
- RAM: 4GB RAM, Storage: 500GB HDD
- Intel HD Graphics 4000.

Part code: 2792457

### ASUS PRO ESSENTIAL P550CA-XO330G

- Intel Core i5 (3rd Gen)
- Windows 7 Pro 64-bit / 8 Pro 64-bit downgrade
- RAM: 4GB, Storage: 500 GB HDD
- Intel HD Graphics 4000

**Part Code: 2792458**

### Did you know?

Why Office 365?
Worry-free IT

- Free-up IT resources by moving your email and collaboration systems to the cloud

- Reduce hardware costs

- Minimise time spent managing your infrastructure

- Stay safe with built-in anti-virus and anti-spam technology

- Count on 99.9% uptime; Office 365 provides archiving, multi-site backup and disaster recovery included within the service to ensure your data is always available

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

## GIVE YOUR OLD PC A GREEN FUTURE.

▶ **Cashback on a Lenovo PC with Windows 8**

▶ **Free shipping for your old PC**

▶ **Securely data wiped, environmentally recycled**

### 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. No matter what brand the notebook it can be traded in for a quality Lenovo replacement. 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.

**Windows 8 Pro**

Lenovo recommends Microsoft® software

### Pioneer the Move to Mobility with the True Windows 8 Business Tablet

**Now save over £100 at Tech Data!**

Featuring the best that Lenovo, Microsoft, and Intel have to offer, the Windows 8 Tablet 2 is a PC which redefines business, delivering one productive, mobile, reliable and secure device to IT manager and end user alike. Plus it's FAA-testing approved so it's easier to use on airlines.

In an ever-changing economic landscape, mobility is fuelling business growth by enabling flexibility. As many forward-thinking firms are discovering, the move to mobility has many benefits: businesses can be more agile and work efficiently on the move.

- Wi-Fi
- Intel Dual Core Atom
- 2GB
- SDRAM, 32 GB - flash
- Intel Integrated HD Graphics
- Windows 8.1

Part Code: 3001318

Various configuration options including 3G available through SKU: 3001319, 3001320, 3001891

Lenovo ThinkPad Tablet 2

**lenovo**. FOR THOSE WHO DO.™

### Did you know?

You can maximise your sale by using our world class online tool. Our InTouch service is available 24 hours.

- 35,000 products available online
- Multi-users (sales, purchasing, senior management)
- Up-to-date product information, images and technical specification
- Real time stock availability
- Your own pricing
- Recommended products
- Sales tools including: License Online and Configurators
- 25% discount on standard freight charges

Take advantage of our industry leading service today, all day.

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

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# Get Reliability Guaranteed 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.

• 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.**

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

*Terms and conditions apply
**1 to 3 business days best endeavours

**acer PROMISE**
Quality & Reliability

**PERFORMANCE PROMISE+**

**RELIABILITY PROMISE ✓**

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Acer recommends Microsoft® software

## Acer TravelMate B113 Designed for Learning

Thin, light and featuring an 11.6" anti-glare display, the TravelMate B Series is easy to carry to school or work - and easy on the eyes. Mighty Intel® processing, high-definition graphics and dependable security applications make this notebook a solid tool for accomplishing education or business tasks in any setting.

### Acer TravelMate B113-M

• Windows 8 Pro 64-bit / 7 Pro 64-bit downgrade
• Intel® Core™ i3 (3rd Gen) 3227U
• 4 GB DDR3 / 320 GB HDD
• Intel® HD Graphics 4000

**Part Code: 2847297**

**Windows 8 Pro**

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**acer**
explore beyond limits™

**Did you know?**

Office Home and Student 2013

• Microsoft Office offers flexible and powerful ways for consumers to deliver their best work - at the office, at home, or at school.
• Enjoy the familiar Office experience from more locations and devices
• Stay connected to your projects, even when you're away from your computer, with access to Office files via Web browser or Windows phone.
• Work efficiently with others by sharing, editing, and reviewing files at the same time - even across geographies and time zones.

## Office 365

# The New Office, Optimised for Touch.

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. Now optimised for touch devices Office 365 is made for mobility.

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 select 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.

## Windows 8 Pro

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.

Part code: 2669439

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

## Microsoft® AUTHORIZED Distributor

**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

# Keep Growing Business, not Expenses

HP Printing and Personal Systems have the right products, technology and tools designed to help small and medium-size businesses (SMBs) as well as large organisations to improve productivity and increase their connectivity. Don't let your customers struggle to balance performance, quality and design HP PPS is the perfect affordable solution.

## The New Standard

The new HP ProDesk 400 maximises investment; your customers will watch their business flourish while reducing the total cost of ownership—now that's a smart investment. With the HP Officejet Pro X Series desktop printer and multi-function printers your customers will experience super-fast printing that has even been recognised by the Guinness World Records™*.

'The fastest time to print 500 sheets by a colour desktop printer is 7 min 19 sec and was jointly achieved by the Hewlett-Packard Officejet Pro X551dw and Officejet Pro X576dw All-in-One printers as tested in Vancouver, Washington, USA, on 6 April 2012.

**Windows 8 Pro**

HP recommends Microsoft® software

## Introducing the HP ProDesk 400

The HP ProDesk 400 Series offers expandable desktop PC options that meet everyday business needs with enough room to grow and powerful 4th generation Intel processors.

Part Code: 2976847 [Micro tower]
Part Code: 2951071 [Small form factor]

## The HP Officejet Pro X-Series

For twice the speed at up to half the print cost of laser, the HP Officejet Pro X-Series is the ultimate solutions for small to medium-size business work teams.

**HP Officejet Pro X576dw MFP**
Part Code: 2664658

Visit http://www.consennacloud.com/hp_external.php to use HP's new TCO tool for the HP Officejet X, it will help you to close your sales quicker.

### 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 as 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 Latest from Sony

## Delivering More for Less with Public Sector Pricing

The Public Sector is focused on being efficient and remaining customer-centric, all whilst having to function with tight budgets and even harsher cuts. That's why quality technology is important and with Sony's public sector pricing you can get quality without comprising on price.

## Anything but Average

Sony's public sector discounts are available across the VAIO range. With a broad spectrum of notebooks and multi-flip™ tablets, the right product is just a click away on our online services tool InTouch. Every VAIO contains an incredible level of technology. Sony knows that customers need the latest features so they deliver.

## Sony's Recommendations for the Public Sector…

Show your Public Sector customers that you have the knowledge to meet their needs when you recommend a Sony PC System.

### Sony VAIO® Fit E

VAIO® Fit E laptops offer power, portability and first class features like a full-size backlit keyboard, an expansive screen size and a larger touch pad perfect for work or play. With great price and performance this notebook is easy to roll out without breaking the bank.

**Windows 8 Pro**

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Sony recommends Microsoft® software

**SONY**

### Sony VAIO® Fit multi-flip™

For the Public Sector institution who are looking to enhance mobility whilst maintaining security. The Sony VAIO® Fit multi-flip™ is a premium convertible laptop for an uncompromising computing experience.

### Sony VAIO® Pro 13

The lightest Ultrabook™ from Sony the VAIO® Pro is perfect for public sector workers who need to be able to work anywhere, anytime with powerful performance, full HD screen and smooth pitch keyboard. It's professional, powerful and stylish.

Visit Techdata.co.uk to view the entire VAIO Range with Public Sector discounts.

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**Did you know?**

Public Sector

Computer 2000 offers Public Sector discounts meaning that your cost of sale is covered for Public Sector; per revenue, per order, enabling you to compete in this competitive and thriving area whilst maintaining a strong margin.

- Increase your advantage
- Maintain a strong margin
- Trade better

Contact our Public Sector team today on 01256 788 770

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

## PC Industry progression

There are strong signs that PC shipments are starting to stabilise. In its most recent report on the PC market, Gartner points out that while worldwide PC and laptop shipments in Q4 2013 were down by 6.9%, 'we increasingly believe markets...have bottomed out as the adjustment to the installed base slows.'

The global figures are skewed to some degree by adoption of tablets in emerging markets. In mature areas, like the UK and Ireland, there is much less of a shift to the newer form factors. And in these markets we are about to see a wave of upgrade activity, as business users make the switch from Windows XP to later versions.

This is going to give the PC market a real boost during the first half of the year, with the public sector leading the way ahead of end of the tax year, which neatly coincides with the end-of-support on XP.

## Differentiated products

Leading vendors are now offering fourth-generation Intel platforms, providing an increasingly differentiated array of products that make the very best use of today's hybrid design concepts, multi-touch technology, energy-efficient components and super-lightweight yet strong materials.

They are competing more vigorously than ever to win the expected upgrade business with some innovative new designs, which means that you can offer customers more choice and better value and ROI than ever before. As part of that effort, they are bringing forward ever-more inventive offers and incentives that will make it more profitable and beneficial for you to sell their systems.

## Leading partnerships

Our partnerships with all the leading PC vendors means that Tech Data can offer you the very widest range of systems and options – and the accessories and add-ons that will make every user more productive and every sale more profitable. We can also give you access to the special pricing, bid support, training and channel programmes that will really make a difference for your business.

With our support you can compete for and win more PC systems business.

The next six months will present some great opportunities – and we are ready to help you make the most of them.

For more information, contact your account manager, or email pcsystems@techdata.co.uk.

![Tech Data — The Difference in Distribution™]

## 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

Linked in  techdata.co.uk/linkedin

Macworld
Awards 2012
WINNER