

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 9th Edition of the Quarterly PC Systems Guide

Something for everyone

At this time of year opportunities are everywhere in the PC market. Consumers are looking for great new PCs for the home that will meet both their entertainment and their everyday needs. Gamers are looking for the latest and most powerful systems that will do justice to new titles with enhanced graphics.

Businesses large and small will be looking to freshen up their desktops and mobile solutions and go into the New Year ready to go for growth. Looking a little further forward, it will soon be time for the public sector to start looking to the year-end and making sure they utilise their budgets, so product evaluation projects will be soon be underway.

Vendors have responded by bringing forward the most diverse, imaginative and dynamic designs the market has ever seen. The latest generation of processors mean even faster thinner, lighter laptops with amazingly long battery life and more powerful desktops with incredible graphics and HD displays.

There are systems with almost miniscule footprints and stylish all-in-one devices that look great anywhere – in the home, in the office, on a reception desk or in a retail environment.

With such a great choice of new desktop designs, super-thin and light laptops, tablets and hybrids available, there is something to suit everyone's needs and budgets. There are opportunities in every direction.

Get off to a flying start

This guide will provide you with an overview and the key selling points of the very latest PC what promises to be a really busy and positive end to 2014 and a flying start to 2015. Tech Data works closely with all the top systems vendors and with our extensive stock-holding, reliable overnight shipment and added-value services, we can ensure you maximise every single opportunity that comes your way

As well as expert advice from our dedicated PC Systems team, we can provide you with marketing support and specialist services such as drop-shipment, private label deliveries, advanced configuration and testing and phased deliveries. Subject to the usual conditions, we can also give you the credit you need to make deals happen.



Editor: Larisa Lucaciu,
PC Systems Marketing
Development Manager





Challenge Acer Products for Reliability

Purchase a qualifying Acer business product before 31st December 2014 and register within 30 days to be eligible to claim a **50% REFUND** of the price paid, if the product is repaired under warranty within the first year.

THE PROGRAM NOW APPLIES TO THE ENTIRE RANGE OF ACER BUSINESS PRODUCTS:

Notebooks

- Acer TravelMate P2 series
- Acer TravelMate P4 series
- Acer TravelMate P6 series
- Acer TravelMate X3 series

Desktops

- Acer Veriton 2 series (X - M - N - Z)
- Acer Veriton 4 series (L - X - M - N - S - Z)
- Acer Veriton 6 series (L - X - M)

Tablet

- Aspire Switch 10
- Aspire Switch 11
- Iconia W4

Peripherals

- Acer B6 Monitor series
- Acer P5 Projector series

Replace your fleet today!

Acer guarantees to protect your investment thanks to Acer Reliability Promise.

Acer products feature best-in-class components to deliver revolutionary performance, reliability, data security and energy efficiency without compromises.

For more details visit www.acerpromise.com



Acer recommends Microsoft® software



Acer TravelMate P645-M

Your best business partner, an extreme business tool, the TravelMate P6 Series delivers superior performance plus high-level manageability and security features.

- Intel® Core™ i5 4200U
- Windows 7 Pro/8 Pro
- 4GB RAM
- 500GB HDD
- 14" LED Backlight Screen

Part Code: 2946560



Acer B226WL B6 Series

Ideal for use in office environments, libraries and computer labs, B6 Series monitors deliver dynamic, energizing visuals and ergonomic comfort thanks to their high display resolution, true-to-life colours and adjustable stand.

- 22" Widescreen
- 1680 x 1050 Resolution
- VGA & DVI Inputs
- Height Adjustable
- Speakers

Part Code: 3051252



Acer Veriton N4630G_W1

The new expandable Acer Veriton N series meets SOHO, SMB and classroom performance expectations with flexibility, security and manageability in a compact form factor.

- Intel® Core™ i3 4130T
- Windows 7 Pro/ Windows 8 Pro
- 4GB Installed, 16GB (max)
- 1 x 500 GB - SATA 6Gb/s
- Intel® HD Graphics 4400

Part code: 3142902



Did you know?

Public Sector

Tech Data offers a public sector discount that helps you to:

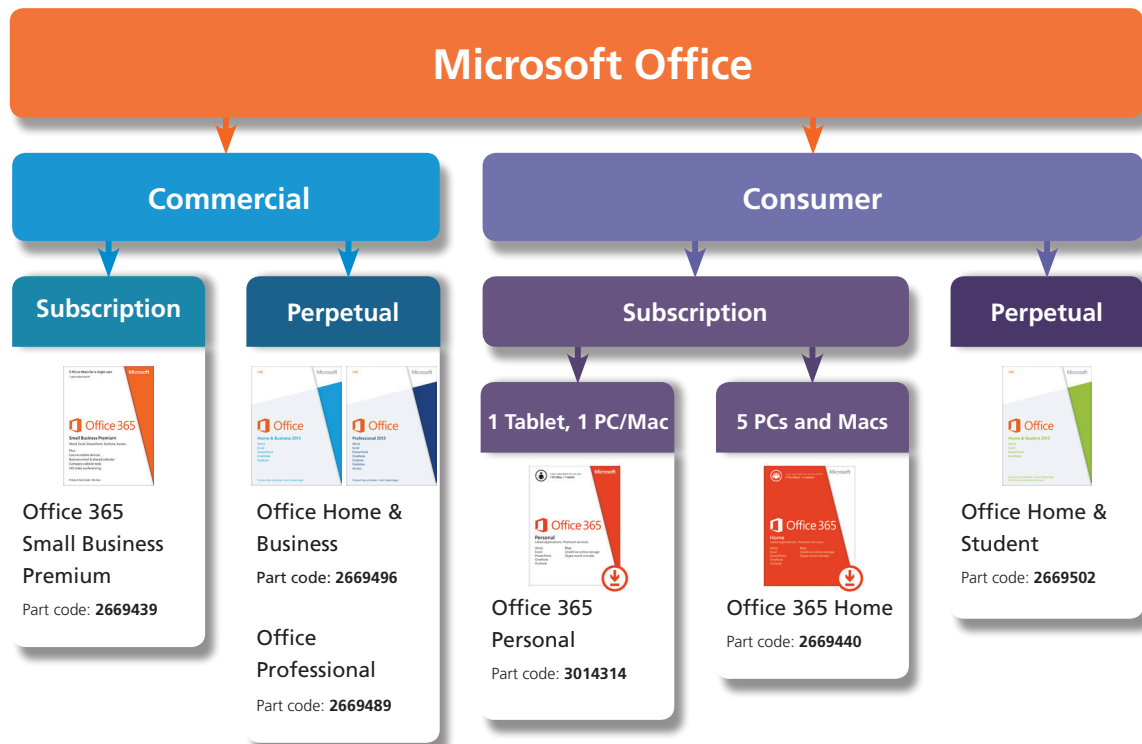
- Increase your advantage
- Maintain a strong margin
- Trade better

Public sector offers available at:

www.techdata.co.uk/publicsector/foeguide

Office 365

The right Office option



Benefits of attaching Microsoft Office with Activate-Here

- No freight charge
- No inventory costs
- Full product availability (Suits and point products)
- Instant delivery (within one hour through Intouch)
- Renewal pipeline management for Office 365 available through Intouch
- Digital Distribution – Service available through Tech Data

Online

- Full XML order integration with reseller ecommerce site
- Instant delivery of software
- Long tail solution for all products
- Complete customer experience – the customer will remain in the resellers environment
- Capture of end user details – Renewal management for Office 365

Instore - Print to receipt

- Drive Office attach rates in store
- No inventory costs for retailer
- Long tail solution for software products
- Capture of end user details – Renewal management for Office 365
- Complete customer experience – the customer will purchase instore and redeem through the retailers website

Contact Nick Stancliffe for more details: Nicholas.Stancliffe@techdata.co.uk



Office 365 Home Premium

The Next Generation of Office. A powerful service that keeps your customers connected whether at home or on the go.

- Anywhere access to your documents
- Office optimised for touch
- Get better insights from your data
- An extra 20GB of Online Storage in SkyDrive



Fujitsu breaks into Top Ten – only broad-based systems vendor to appear amongst leading channel suppliers

CRN recently announced its top ten UK vendors - and Fujitsu was the only broad-based systems vendor to make it onto the list.

The results are based on a report created by CRN who researched over 350 VARs, integrators, MSPs and hosting/cloud specialists across the UK, and only those vendors that managed to gain a certain number of channel partner responses were allowed to feature in the final report.

Vendors were scored on seven different aspects of service – product quality, account management and staff, accreditation and training, after-sales and technical support, overall service, rebates and margin retention. Resellers were invited to comment freely on the vendors in the list.

We also will know by now if we have won either of the awards we were shortlisted for at the CRN Channel Awards - Systems Vendor of the Year and Vendor of the Year. Whatever the outcome, we are pleased to have been shortlisted – but we know that it does not mean we can sit back and relax. Even if we win, we won't be doing that. We will continue to move forward and do all we can to help you keep winning business, make a profit and keep customers happy.

You can see all the details by visiting
www.channelweb.co.uk/crn-uk/feature/2360162/top-ten-uk-vendors-revealed.

Find out more about how we can help and support you in a true spirit of partnership and co-operation. Call the Partner Centre on **0845 313 1290** or email **fujitsusales@partnersupport.co.uk**.

Become a Fujitsu Partner

The recently published CRN Vendor Report has shown that Fujitsu was voted as one of the highest ranked systems vendors. The high quality of product and technical support delivered over the last twelve months resulted in Fujitsu being ranked Eighth overall, with the following positive responses for their product and technical support:

- 'Resellers found Fujitsu account people easy to reach, competent, fast-moving and singularly helpful.
- Fujitsu's training and accreditation programme was considered well structured, with sound content and alluring incentives.
- Respondents found Fujitsu equipment well priced, soundly constructed and dependable.
- Respondents loved Fujitsu's attractive offers, achievable targets and simple, partner-friendly rebate system.
- Notebooks and tablets, servers and storage – Fujitsu has an increasingly capable and competitive range of products, with the account management and support infrastructure to back them up.'

It's for all of these reasons that resellers are working more closely with Fujitsu than ever before and having more success than ever before.



FUJITSU Lifebook E554

- Latest Intel® Core™ i3
- 4GB RAM
- 500GB HDD
- 15.6" LED Backlit Screen
- Windows 8.1 Pro/ Windows 7
- Fujitsu's Dockable Solution

Part code: 3181905



Did you know?

- The Fujitsu SELECT Partner Programme will allow you to receive exclusive invitations to training events, sales tools and marketing support to help drive your Fujitsu business.
- Bid Desk: Skilled experts providing all the support you need
- Channel Partner Programme: Fujitsu's online information hub
- Earn rebates up to 8%



Introducing HP Touchpoint Manager

HP Touchpoint Manager enables businesses to more effectively manage and secure their IT assets without the cost and complexity of traditional solutions. HP Touchpoint Manager is designed to protect devices against malware and other attacks, monitor device health, and enable customers to reduce time spent solving end user device and security issues.

HP Touchpoint Manager offers the business customer a variety of benefits including:

- Centralized security management of mobile devices, Windows, iOS, and Android devices
- Centralized hardware health and warranty tracking
- The ability to protect sensitive data by lockout or erasure of data from devices and to locate lost devices
- Zero dedicated hardware infrastructure needed for deployment
- Support for both HP and non-HP hardware, with enhanced support for HP devices

Integrated Quoting

An integrated, seamless solution that is fast

A new Deal Registration and Quoting platform is being delivered to HP's resellers offering faster approvals and instant quotes.

- Efficient **self-service tools offering quotes in minutes**
- Seamless integration between **deal registration and special pricing quoting**
- **High collaboration** on strategic opportunities

Simple & Consistent Communication

- You will receive **ONE automated communication** for ALL your pricing information
- Your pricing communications (quotes and OPG's) will come from **HP Special Price Information** (pComm)



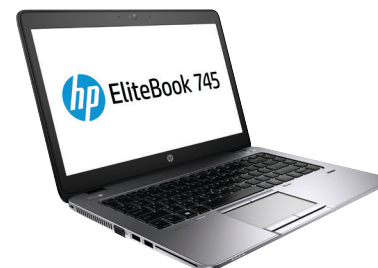
Tech Data's HP Support Team

As HP's #1 distributor in Europe, our strong partnership with HP allows us to provide a class leading level of service to our partners. The HP PPS team at Tech Data offer support through all stages of the order process, ensuring you the best experience for all your PC, Notebook, Workstation, Thin Client and Print requirements.

HP Sales Specialists

We have selected some of our most experienced sales account managers from across the business and put them through specialist training in HP PPS products and processes, they are strategically placed to offer both our staff and customers support when choosing and purchasing HP Print or Personal System products.

- | | | |
|-------------------------|-----------------|-------------------------------|
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| ■ Sam Igoe | Corporate Sales | Sam.Igoe@techdata.co.uk |



HP Elite Book 745

- Powered by A Series A10-7350B AMD Processor
- 500 GB HDD Storage
- 8GB Memory
- 14" Led Backlit Screen
- Windows 7 Pro/Windows 8.1 Pro
- AMD Radeon R6 Graphics

Part Code: 3115428



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 5 installations
- Office applications can be streamed for a rich Office experience
- Always access the latest version of your documents from anywhere with SkyDrive Pro



LENOVO® THINKPAD® 10 FOR SMB

SERIOUS PC PLUS PERFORMANCE



SMB users want tablet computing that complements laptop capabilities. The Intel®-powered ThinkPad 10® is the perfect match, a feature-packed tablet that's ready to step up and do more when required.

Multimode flexibility and serious PC performance — finally a tablet that's ready to work as hard as you do.

Product code: #####

Enterprise-Ready

- 64-bit OS
- Intel® Atom™ processor
- Up to 4GB RAM
- Up to 128GB SSD

Premium Build

- Aluminum casing
- Corning® Gorilla® Glass
- Full HD display (1920x1200)

All-Day Mobility

- Up to 10 hours of battery life
- Easy weight of 665g

Leading Security

- Integrated TPM chip
- Optional SmartCard reader
- Optional fingerprint reader

Innovative, Enterprise-Grade Functionality for the Fluid Needs of SMBs

Multimode Flexibility



Share a Sales Presentation. Flip over the optional Quickshot cover to watch a video or run a slideshow in Stand Mode



Go into Laptop Mode with the optional Ultrabook™ keyboard to respond to email and work on site or wherever you are



Capture Signatures with the digitizer pen, take notes, photos, and videos on the fly, and browse the web in Tablet Mode



Add the ThinkPad Tablet Dock for a no-compromise PC experience

Think for SMB

Lenovo's Think line of products delivers the performance, security, and flexibility small and medium sized businesses need to build future-ready infrastructure today, backed by exceptional product quality and an industry-leading portfolio of services. From innovative desktop and server form factors to the latest in PC Plus mobility, Lenovo is committed to delivering innovation that matters to you and your business.

Our relentless focus on innovation, strategy, and industry leadership was awarded with the top position for both completeness of vision and ability to execute in Gartner's 2013 Magic Quadrant for Global Enterprise Desktops and Notebooks.

Accessories



Thinkpad 10 Touch Case
Part code: #####



ThinkPad 10 Ultrabook Keyboard
Part code: 3138543



ThinkPad 10 Tablet Dock
Part code: #####



ThinkPad 10 Quickshot Cover
Part code: 3125340



Digitizer Pen
Part code: #####



Did you know?

Lenovo Partner Programme offers

- Free sales and marketing tools
- Skill building courses
- Support to help create opportunities
- Enables the growth of your business



Toshiba's Reliability Promise

Attention SMB Resellers

Protect your customers for 3 years at £0 with Toshiba

Toshiba are offering a 3 year guarantee on selected Portégé, Tecra and Satellite Pro models. Toshiba have complete confidence in their laptops as they have been at the forefront of electronic innovation for more than 30 years, creating dependable products designed to enhance productivity in every setting. Each of Toshiba's laptops is subject to Highly Accelerated Life Testing (HALT), which simulates three years of use and only those that pass will meet Toshiba's high expectations.

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

In the unlikely event that your laptop breaks, apply using this form to receive a free warranty repair AND your money back.

Visit www.toshiba.co.uk/innovation/generic/reliability/ to register

CHANNEL REWARDS OUR WAY OF SAYING THANK YOU

Please visit www.toshiba.co.uk/innovation/generic/channel-rewards for more information on the rewards you can receive from Toshiba.

CREATED FROM THE GROUND UP

The Toshiba Satellite Pro R50-B, designed for your business

The Toshiba Satellite Pro R50-B laptop is specially designed for SMB companies, combining the durability of the Tecra and Portege while keeping the slim professional nature of a business focused notebook. Toshiba have created the Satellite Pro R50-B from the ground up with a strong focus on quality and reliability. All R-50 notebooks are built with their own BIOS and fitted with Toshiba approved Trusted Platform modules ready to enhance each units security.

In fact we're so confident, that every Satellite Pro R50-B with an Intel® Core™i3 processor or Intel® Core™ i5 processor comes with our Reliability Guarantee – a promise that in the unlikely event of a failure, we'll repair your machine for free AND give you your money back*.

Now with free warranty upgrades*



Toshiba Satellite Pro R50-B-12W

- Intel Core i3 4005U Processor
- Windows 7 Pro, Windows 8.1 Pro
- 500GB HDD Storage
- 4Gb RAM Memory
- 15.6" non-reflective HD screen.

Part Code: ???

Toshiba Satellite Pro R50-B-12V

- Intel Core i5 4210U Processor
- Windows 7 Pro, Windows 8.1 Pro
- 500GB HDD Storage
- 4Gb RAM Memory
- 15.6" non-reflective HD screen.

Part Code: ???

* footnote here.....



Why Toshiba?

- Developed and designed for SMB companies
- Feature-rich and price competitive
- Unique design
- Best-in-class connectivity
- Designed, engineered & manufactured by Toshiba



Go faster with Intel Inside®

Intel® Atom™ processors enable your customers the ability to browse the web, edit photos and stream online videos at unparalleled speeds. With long lasting battery life users can enjoy, listen, watch and play without a worry. Tablets and 2 in 1's that feature the new Intel Atom processors are power optimised for unique performance and energy efficiency, allowing these thin and light devices to deliver intel-level performance.



Acer Aspire Switch 10

- Intel Atom Z3735F
- 32GB Storage
- 2GB RAM
- Full 11.6" HD Screen
- Includes Microsoft Office 365 Personal

Part code: 3271283



ASUS MEMO Pad 8 ME181C

- Intel Atom Z3745
- Android 4.4
- 16GB Storage
- 1GB RAM
- Full 8" LED Backlit Screen
- 5 megapixel Camera

Part code: 3065894

Intel ITP Program

Become an Intel® Technology Provider to:



Gain Access – Get invitations to exclusive events, specialised training and special product promotions

Get the Edge – Become a trusted IT expert to your customers with product support, comparisons and specifications.

Earn Rewards – Earn points through Intel product purchases and training activities to spend on business and personal goods and services.

Join today – <http://www.intel.co.uk/content/www/uk/en/resellers/technology-provider-program-overview.html>

Innovation with Style

At MSI, we believe that superior digital technology can improve life. We are passionate about exploring the potential world by developing cutting edge tools to easily and quickly utilise information and enable users to freely express their own styles. Creating fantastic user experiences is the drive behind MSI's constant innovation.

Driven by "innovation with style", MSI has established the brand core value: "Innovation & Style". To achieve the best user experience, every component is essential.

The Perfect Partnership

PC Gaming is booming and MSI are working in Partnership with Techdata to deliver the very best in mobile PC gaming to you the reseller. Our range of Gaming Notebooks are designed to meet the demands of the tech savvy consumer who demand the ultimate in gaming power at their fingertips. Our 15.6" GS60 Ghost is the thinnest, lightest gaming notebook available and has more than enough power to run the majority of the latest games on the go. The GE70 2PE 052UK Apache Pro offers the very best mix of Price, Performance and Power.

MSI also works in partnership with you the reseller. We have a wide range of rich marketing content and sales tools to help you get online with our products. We offer an unrivalled range of products through TechData that will offer a fantastic revenue and margin opportunity. Our UK based team can partner with you at your events to help promote MSI Notebooks and capture the sale. We also work with a number of gaming societies and events such as iSeries and Epic LAN, which all helps drive demand back to you the reseller.



Did you know?

Credit Elevator

- 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



Tech Data now has a dedicated micro-site for ASUS

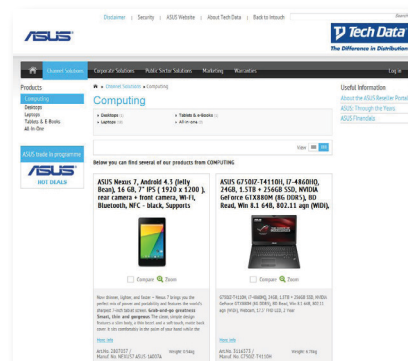
ASUS is one the world's leading manufacturers of motherboards and one of the top three consumer notebook vendors globally. And increasingly, ASUS is becoming a credible and trusted name in all markets – from corporate companies looking for reliable performance and quality, to SMBs who want great price-performance and Public Sector buyers who want to know that they will get good return on their investment.

Consumer, business or public sector – whatever the customer's requirement, ASUS has a product that will meet their needs and ensure that you can win the business.

Now ASUS and Tech Data have come together to create a dedicated portal that will tell you everything you need to know about ASUS and its products. From simple product information, to how you can access ASUS channel resources, to bid desk support and much more; you can find it all here.

There are specific sections detailing Channel, Corporate and Public Sector solutions – and you won't believe the choice and variety that's on offer. Explore these areas and you'll find all the products and solutions your customers need – from simple, mini desktop PCs and All-in-One desktops ideal for use in the home or small office, to enterprise-class notebooks, tablets and hybrid models that will meet the highest standards of corporate or Public Sector procurement departments.

All this makes it really easy for you to identify the right ASUS products for the right situation, so you can make specific recommendations for customers in education, healthcare and other parts of the public sector, and for SMB and enterprise customers too. The ASUS microsite helps you grow your business strategically with Tech Data – and it works in exactly the same way as InTouch, so you can start using it straight away.



Christmas with ASUS Tablets with Intel™ Inside



ASUS Transformer Pad TF103C

- Android
- 10.1" Backlight Touchscreen
- Intel® Atom Z3745
- 16GB storage
- 1GB RAM
- 2 Megapixel camera.

Part code: 3200799

ASUS Matt Sleeve for ASUS Transformer Pad: 2931561 (White), 2931562 (Black)

Introducing the ASUS MeMo Pad 7 ME176CX

- Android
- 7" Backlight Touchscreen
- Intel® Atom Z3745
- 16GB storage
- 1GB RAM
- 2 Megapixel camera

Part code: 3200540

ASUS VersaSleeve 7 for MeMo Pad 7: 2931495

The stylish and portable 8" ASUS MeMO Pad 8 ME181C

- Android
- 8" Backlight Touchscreen
- Intel® Atom Z3745
- 16GB storage
- 1GB RAM
- 5 Megapixel camera

Part code: 3065894

ASUS VersaSleeve 8 for MeMo Pad 8: 3198557

For a perfect Christmas Gift Bundle add an ASUS Sleeve!



Did you know?

The new ASUS Advantage Portal is designed for our partners; it will inform you of the latest technology and ASUS products as well as interact with others. Find out more at asus.techdata.co.uk

- Over 15,000 SKU's stocked
- Huge range of stock availability
- Customised solutions for corporate, SMB, Public Sector market



Opening up new horizons

We are always looking to open up new technologies and opportunities in the market. We are working closely with Microsoft's on its devices strategy and with our Tech Data Mobile division to extend mobile solutions with the new Lumia range. We also have a team that's dedicated to supporting Chrome-based devices, so you or our customers want to explore these options, we can help you to understand the benefits and the business potential.

We make it easier for you to do business

Our business, systems and processes are set up to make it as easy as possible for you to do business. We provide focused support for SMB, Corporate, Consumer and Public Sector sales, special bid support and exclusive pricing, great product availability, easy online ordering and management and slick, efficient logistics. We support you from end to end and make it as easy and simple for you to meet the needs of all your customers.

Tech Data's well-established partnerships with all the leading players in the PC market means you can depend on us to be first with new products and information - and we can provide you with access to the very latest vendor promotions, incentives, training and partner programmes.

Make the most of the PC's revival

Contrary to some reports, the PC is most certainly not dead. IDC said that PC shipments across EMEA in Q3 2014 totalled 23.7 million units – a 10.4% increase on the same period last year. In Western European countries the revival was even stronger, with shipments increasing 22.7%. This momentum is sure to continue and give you great opportunities over the holiday and New Year period – to update ageing PCs in businesses and in the home, and lay the foundations for more software, peripherals, accessories and services sales.

The PC is well and truly back – and Tech Data is ready to help you make the most of its revival.

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



Get in touch

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 [techdata.co.uk/linkedin](https://www.linkedin.com/company/techdata.co.uk/)

