



TOUGHBOOK TIMES

exploring the latest technology news

february 2007 vol. 2

announcements

New to Toughbook

• Toughbook® Y5

- Ultra-thin design.
- 3.7 lbs.
- Integrated combo drive.
- Intel® Centrino™ mobile technology.
- Wireless-ready for Verizon Wireless network.



• Toughbook 19

- Fully-rugged.
- Wireless notebook.
- PC convertible to handwriting-friendly tablet PC.
- Wireless-ready for Sprint and Verizon Wireless networks.



beyond the box

Windows Vista™ Express Upgrade Now Available

Upgrades from Windows® XP Professional to Windows Vista™ Business are being offered for just \$40 (plus sales tax) now until **March 31, 2007**.

The Vista upgrade kits are available on the Toughbook T5, W5, Y5, 19 and 30 models purchased between Oct. 26, 2006 and March 15, 2007.

To order your upgrade, visit www.panasonic.com/business/toughbook/vista.asp in early February.

You'll need an original or copy of a store receipt or packing slip as proof of purchase to verify your purchase date and model eligibility. Upgrade kits will be shipped by mail beginning late January/early February after the Windows Vista launch. Allow six to eight weeks for delivery.

executive focus

Thought Leadership Forum: January 22-24th



Panasonic Toughbook had its third-annual Thought Leadership Forum and it was a huge success! This exclusive Panasonic customer event, which attracted more than 300 attendees, delivered the industry's top software application developers, with Intel, Microsoft and CISCO as primary sponsors.

The two-day, content-rich forum included keynote presentations on real-world solutions for the mobile enterprise, ROI and operational efficiencies, and how to effectively manage a mobile workforce.

In addition, PCSC President, Rance Poehler, discussed product updates, as well as provided a roadmap for the mobile computing future.

For more information about the Thought Leadership Forum, contact Mike McMahon at Mike_McMahon@us.panasonic.com.

"This annual event is not just another conference where a company talks about how great its products are. Rather, this is a user-friendly forum that teaches and empowers users to minimize downtime; mount units; and, most importantly, push updates to remote users without bringing units back to home base. It's about interacting with your peers to see how their experiences and solutions can help you in your mobile environment." —Mike McMahon, Director of WFA

toughbook enhancements

Toughbook W5, T5 and 19 Certified for Use on Sprint Nextel

Toughbook® models W5, T5 and 19, embedded with Sierra Wireless' OEM REV A, have formally received technical approval from Sprint Nextel and are certified for use on its network.

Panasonic Toughbook is the first OEM (Original Equipment Manufacturer)/ODM (Original Designer Manufacturer) with three embedded REV A Solutions that are commercially available on the Sprint Nextel network.

REV A is the next generation of EV-DO technology, which increases the peak data transmission download speed to 3.1 Mbps and the peak upload speed to 1.8 Mbps.

Toughbook continues to lead the wireless notebook industry with multiple platforms using multiple technologies on multiple wireless carriers. The nearest competitors have only one embedded solution on a single network.

proven. reliable. panasonic solutions.



Panasonic Toughbook: The Reliable Choice for Agmark Foods, Inc.®

The food shipping industry is a rough business. No matter the weather, deliveries must be made. Every shipment is on a critical timetable – and it's never an easy ride.

Rugged reliability is one reason why Agmark Foods chose Panasonic Toughbook for its field personnel. The magnesium alloy cases and shock-mounted hard drives got management's attention. In addition, Toughbook has allowed Agmark to eliminate paper tracking and cell phone dependency across its entire system, and clients can track their shipments in real time, 24 hours a day.

"Panasonic is the only manufacturer that makes a great product for IT that can hold up to the harsh environment and brutal vibrations of our industry," said Aaron Brewer, Agmark's vice president of Technology.

in the news

Absolute's Computrace® Agent is Now Embedded in New Toughbook Models

To help today's organizations address the issue of computer theft and data security, Panasonic has embedded Absolute's Computrace® agent in the BIOS firmware of its new Toughbook® 19, 30, T5, W5, Y5 and 74* notebooks. When purchased with Absolute Software through Panasonic, the BIOS placement provides customers with the highest level of theft recovery, Secure Asset Tracking™ and data protection, as it allows the Computrace agent to survive operating system re-installations, hard drive reformat and even hard drive replacements.

Computrace products provide computer theft recovery, data protection and secure asset tracking, allowing IT professionals to centrally track and manage up to 100% of their remote and mobile computer population. Additionally, an optional Data Delete option is available for select Absolute products, providing the organization the ability to issue a "poison pill" directly to a Toughbook that has been lost or stolen.

Computrace can:

- Track and recover stolen or missing Toughbook notebooks
- Remotely delete data to protect private and confidential data
- Reduce regulatory compliance risks
- Improve security policies for remote and mobile workers

Absolute Software products will be available February 2007.

For more information about Absolute Software and Computrace, visit www.absolute.com.

* CF-74 Mark II and newer models. Please consult your Panasonic representative for additional details.

contact toughbook



Feedback:

As valued customers, your opinion matters to us! Please help us serve you better by providing us with your comments: toughbooktimes@us.panasonic.com

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toughbook on the move



Starting February 2007, the Toughbook H3 will be on the move at targeted U.S. Army bases nationwide in support of Panasonic's advisory road shows.

The Panasonic H3 is integrated with Toughbook 30, 19, Wireless Display, Arbitrator, as well as third-party solutions. For more details, contact a Panasonic Toughbook Army sales representative at **1-800-662-3537, option 3.**

event lineup

for details, please visit
panasonic.com/business/toughbook/news&events.asp

- **DistribuTECH 2007 Conference & Exposition**
San Diego, CA—February 4-6, 2007
Utility Team
- **HIMSS (Healthcare Information and Management Systems Society) 07 Annual Conference and Exhibition**
New Orleans, LA—February 25-March 1, 2007
Healthcare Team
- **(AUSA) Association of the United States Army Institute of Law Warfare Symposium and Exposition**
Fort Lauderdale, FL—March 7-9, 2007
Army Team
- **NRECA (National Rural Electric Cooperative Association) TechAdvantage 2007**
Las Vegas, NV—March 15-18, 2007
Utility Team
- **FOSE**
Washington, DC—March 20-22, 2007
Federal Team
- **CTIA Wireless 2007**
Orlando, FL—March 27-29, 2007
Wireless Team
- **ATD (American Truck Dealers) Exposition**
San Diego, CA—April 14-16, 2007
Transportation Team