

45 Drives & Toshiba HDD Promo

Oct 1st-Dec 31st 2020

Toshiba Promo Agenda –Friday Sept 25th

David Develter-
Introduce Toshiba
Team-

Joe Menchevski
-introduce 45
Drives Team

David D - Promo
Highlights-\$300Kus
Bookings by 45
Drives Sales Team

Scott Wright-
Toshiba HDD
Product Mgr

Highlight Toshiba
Enterprise Promo
Products: listed on
45 Drives Website

Toshiba MG Series
Enterprise Class
HDD drives.

Provide Toshiba
HDD Performance
Stats

Why sell/purchase
Toshiba HDDs

How we stand up
to the competition.

5 Year Warranty
coverage

Q & A

Toshiba Team Members

- Scott Wright- HDD Product Mgr
- Paul James- HDD Distributor/Rep Sales Chanel Mgr
- Maxine Bressler- Business Development MGR
- Tommy Nguyen- HDD Channel Sales Mgr
- David Develter-ElectroSource-Toshiba Reps in Eastern Canada
- Karen Venneman-ElectroSource Inside Sales Support
- Michele Sun-Microland-Toshiba Distributor

Toshiba Promo Details are Simple- Runs from now to Dec 31st 2020

- **45 Drives Goal: Exceed Bookings of \$300Kus**
 - Equates to \$250Kus purchases through Toshiba Distributors –Toshiba measurement
 - Winnings: Four \$250Cdn Amazon Gift Cards
 - Depending on when Promo Target exceeded we will send them before Christmas
 - We trust that all Bookings are Real Customers orders
 - All orders to be shipped between today and March 31st, 2021.
 - All Toshiba HDD Products are eligible. (External HDD products excluded)



TOSHIBA &

ELECTR
SOURCE

Offering The 45 Drives Sales

Team A Great Opportunity

To Earn Extra Cash!



Toshiba Enterprise Drives

Toshiba Enterprise HDDs provide unsurpassed quality and reliability for demanding 24/7 server and storage deployments.

Model #	Capacity	Sustained data rate	RPM Class	Cache	Price
MG08ACA16TA	16TB	262 MB/Sec	7200	256MB	\$432.00
MG07ACA14TA	14TB	262 MB/Sec	7200	256MB	\$371.00
MG07ACA12TA	12TB	262 MB/Sec	7200	256MB	\$343.00
MG06ACA10TA	10TB	262 MB/Sec	7200	256MB	\$293.00
MG06ACA800A	8TB	262 MB/Sec	7200	256MB	\$243.00
MG06ACA600A	6TB	262 MB/Sec	7200	256MB	\$202.00
MG04ACA400A	4TB	262 MB/Sec	5400	64MB	\$153.00

Link Speed: SATA 6Gb/s

Max Workload: 550TB per year

Spin Rate: 7200 RPM

Warranty: 3 years

Contact for Promo Assistance Price & Delivery

- David Develter-
- Toshiba Representative
- 647-228-3070 cell#

<https://toshiba.semicon-storage.com/ap-en/storage/product/data-center-enterprise.html>

MicroLand-
Toshiba
Distributor
has Stock!!!

- Michele Sun
- micheles@microlandusa.com
1800-632-1688 X156
 - Is ready to process your order requests for next day delivery.

Toshiba HDD is everywhere



Toshiba Promo questions- 9.25.20

- Promo based on \$250K of purchases through Toshiba Distribution channels-ie Microland
- **Price and Delivery escalation process.**-through Microland-Michele Sun
 - David Develter ESI/Karen V ESI Paul James Toshiba PME.
- What are Delivery LTs-6wks, Toshiba has stock on most PN#s to support Quick Turn Deliveries
- Focused on the 4TB-16TB SATA Enterprise Class HDD (4kn or 512e sector sizes)
 - (also have SAS versions available)
- **Toshiba sells HDD only-no Storage systems or Servers, unlike our competitors**
- Sales Tracking report
 - Promo Reminders sent every Friday morning to 45 Drives Sales Desk.-Joe M
- What if:
 - Best Case: 45 Drives reaches Goal in Oct, what do we do for balance of QTR?
 - We Double Down and reset Goal for \$600Kus with \$2K Cdn Payout in the Qtr.
 - Worst case ... there is no worst case
- Q&A

Addendum MG Enterprise Class HDD

- 1. Series Number
- 2. Interface
 - A: SATA
 - S: SAS
- 3. RPM
 - C: 7,200 rpm
- 4. Height
 - A: 26.1 mm
- 5. Formatted Capacity ×100 GB

Begins with "MG"

ex. MG D4 S C A 60 E AY
1 2 3 4 5 6 7

Enterprise Capacity HDD

- 6. Interface Speed
 - 0,D: 6.0 Gbit/s
 - E: 12.0 Gbit/s
- 7. Options
 - A: 4K Native (4Kn) AF
 - E: 512 B Emulation (512e) AF
 - N: 512 B Native (512n) Format
 - AY: 4K Native (4Kn) AF and SIE (Sanitize Instant Erase)
 - EY: 512 B Emulation (512e) AF and SIE (Sanitize Instant Erase)
 - NY: 512 B Native (512n) Format and SIE (Sanitize Instant Erase)

Lets Win with Toshiba HDD!!!

