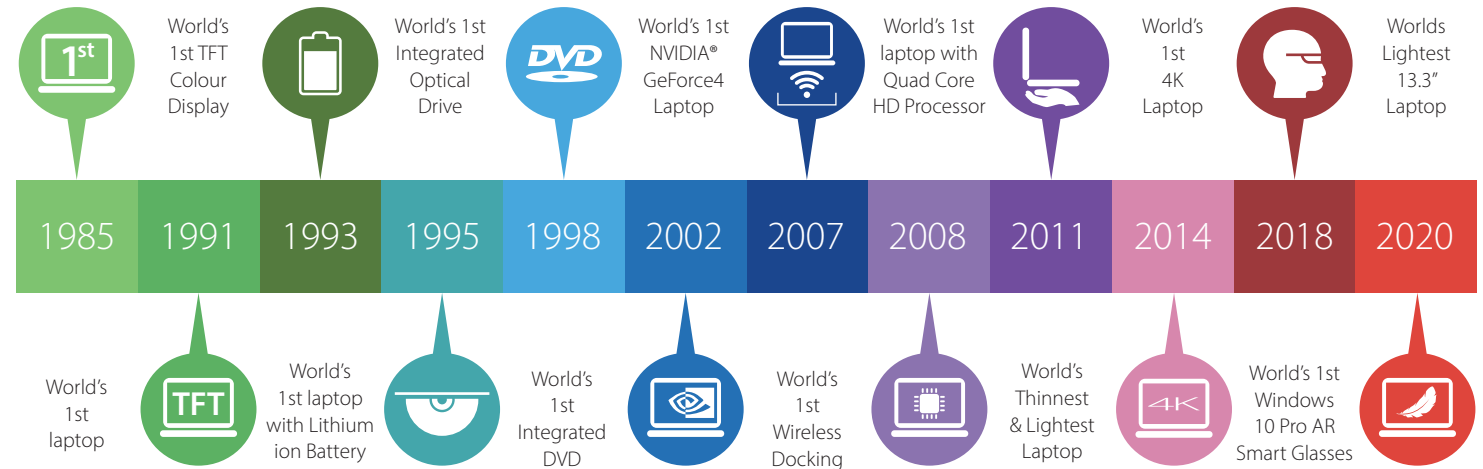


# Why Dynabook?



With our strong Toshiba heritage, we've been building laptops since 1985 and have sold over 165 million laptops. Leading the technology with a host of world firsts...



## Toshiba Client Solutions Co. Ltd. (TCS) was acquired by Sharp/Foxconn in October 2018.

- Toshiba Client Solutions Ltd was acquired by Sharp/Foxconn in October 2018.
- In Europe, Toshiba laptops are now rebranded as Dynabook – the brand Toshiba used in Japan for their laptop business for the past 30 years.
- We have retained our expertise in R&D and manufacturing building quality, reliable, cutting edge products.
- Our parent company Foxconn are the world's largest contract manufacturer of electronics.
- Combining our heritage and expertise with Foxconn's procurement and manufacturing, and Sharp's Visual Technology, gives us and our customers a bright future partnering with us.

## Deal Registration

As well as offering bid support for end user opportunities, Dynabook can offer enhanced rebates to resellers who register opportunities under our Deal Registration programme. Dynabook want to offer support and reward partners who bring us opportunities early in a sales cycle. Deal Registration offers a platform to do this by ringfencing commercial and sales support to partners who work with us collaboratively.

[https://extranet.emea.dynabook.com/account/sign\\_in](https://extranet.emea.dynabook.com/account/sign_in)

### Benefits Summary:























- Guarantee of Commercial Support
- Locks End User from other channel partners
- Differentiator against other brands
- Dynabook BDM Support
- Formalises Engagement
- Lock Loan Unit Support
- Higher win rate
- Quick and Easy to work with

## Dynabook Rewards

The Dynabook Rewards Card gives you the chance to earn cash for every selected Dynabook laptop you sell.

- Dedicated app to manage your account
- Prepaid and reloadable VISA Card
- 3% cashback across 50+ retailers
- Apple & Google pay enabled
- Tax / NI Contributions Paid by Dynabook



Type	Convertible & Small Screen	13"	14"	15"	Key Points
<b>Premium Range</b> Portégé X Series	<b>Portégé X30W</b> (Convertible) Perfect for: Travelling Execs  Competes with: HP Elitebook x360 Lenovo Thinkpad X390  	<b>Portégé X30L</b> Perfect for: Travelling Execs  Competes with: Surface Laptop Lenovo 13s DELL XPS 13  	<b>Portégé X40</b> Perfect for: Road warrior  Competes with: Lenovo X1 Carbon HP Elitebook 840  	<b>Portégé X50</b> Perfect for: Mobile desk workers  Competes with: HP Elitebook 1050 Dell XPS 15  	<b>USB Type-C</b> <b>Mag alloy</b>  <b>Super Lightweight</b>  <b>Mil Spec</b>  <b>Quick charge</b>  <b>RG</b>
<b>Mid Range</b> Tecra A Series	<b>Tecra A30</b> Perfect for: Public sector  Competes with: Dell Latitude 73 series HP Elitebook 830  	<b>Tecra A40</b> Perfect for: Public sector  Competes with: Lenovo Thinkpad T Series HP Probook 640 Dell Latitude 74 series  	<b>Tecra A50</b> HE and Public Sector  Competes with: HP Probook 450 Dell latitude 35 series  	 <b>USB-Type C Lightweight</b>  <b>Mil Spec</b>  <b>Smart Card</b>  <b>RG</b>	
<b>Entry Range</b> Satellite Pro L/C Series	<b>Satellite Pro E10</b> Perfect for Education  Competes with: Lenovo 100e Chromebook HP Chromebook 11  	<b>Satellite Pro C40</b> Perfect for schools and public sector  Competes with: Lenovo V series HP Probook 440  	<b>Satellite Pro C50</b> Perfect for Schools and SMB  Competes with: HP Probook 250 Lenovo V series  	 <b>Lightweight</b>  <b>USB-Type-C</b>  <b>Dynabook quality</b>  <b>Microsoft Modern Device</b>	

## Core Dynabook Accessories

**Toshiba 3 Year RTB Warranty Extension**  
EXT103I-V

**Dynabook 3 Year On-site Warranty Extension**  
GONS103I-V

**USB Type-C Dock**  
PA5356E-1PRP



**Travel adapter - USB Type-C Dongle**  
PA5272U-3PRP



**dynadock™ U3**  
PA3927E-3PRP



At dynabook, we have absolute confidence in our laptops. And when you buy them, we want you to be confident too. That's why we're making a reliability guarantee to all our customers - a promise that our products won't let you down.

Your Account Manager is...

Your Dynabook Sales Support and Bids Team [DBUKBids@dynabook.com](mailto:DBUKBids@dynabook.com)