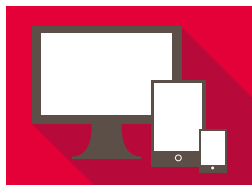


Insight Technology Show

LONDON 16



Presented by  Insight

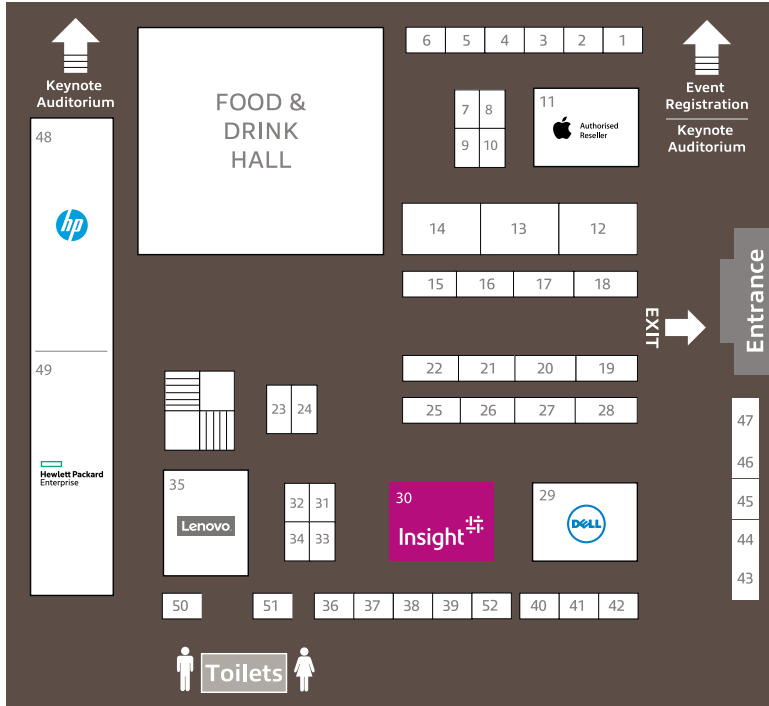


SHOW GUIDE

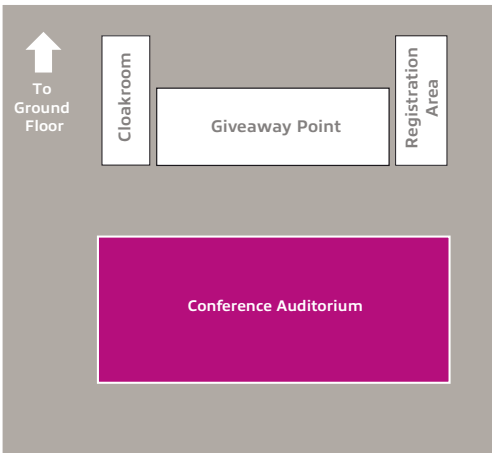
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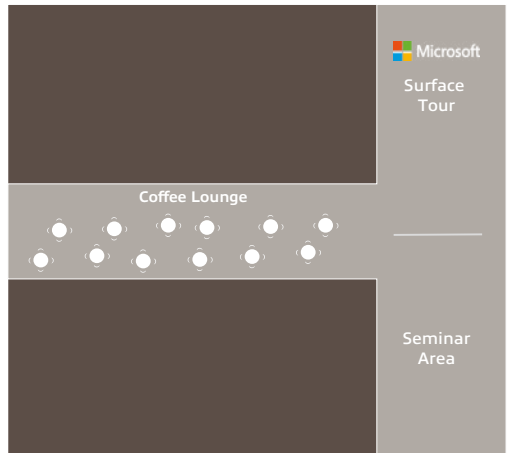
Main Hall



Basement



Mezzanine



Exhibitor Stand List - Main Hall

1	Centrify	19	ASUS	37	Panda
2	Integral	20	Adobe	38	Kingston
3	Micro Focus	21	Toshiba	39	APC
4	Crucial	22	Fujitsu Scan	40	3M
5	LogMeIn	23	LANDESK	41	Logitech
6	Buffalo	24	QLogic	42	C2G
7	iiyama	25	MobileIron	43	Targus
8	QNAP	26	Intel	44	TechSmith
9	Veeam	27	Kaminario	45	Kensington
10	Epson	28	Polycom / Revolabs / Barco	46	Fellowes
11	Apple	29	Dell	47	Hypertec
12	Cisco	30	Insight	48	HP Incorporated
13	Symantec	31	Sennheiser	49	Hewlett Packard Enterprise
14	Microsoft	32	ProLabs	50	Vision Solutions
15	Ergotron	33	CheckPoint	51	Wasp
16	Veritas	34	Huawei	52	Lifesize
17	Plantronics	35	Lenovo		
18	Commvault	36	Jabra		



Welcome



Welcome to the 14th annual Insight Technology Show, London.

Regarded as one of the UK's largest Technology exhibitions, the Insight Technology Show is back for its 14th consecutive year, providing you with direct access to some of the world's leaders of technology.

Join one or more of our exclusive keynote sessions running throughout the course of the day. Technology evangelist, James Akrigg from Microsoft, will be hosting a keynote around how businesses are embracing cloud and mobile technologies as well as our Global CIO, Mike Guggemos, and Solutions Director, Lee Nolan, who will be presenting a session around application delivery in a multi-cloud environment.

This year, our interactive security panel discussion 'Cybergeddon', focuses on safeguarding organisations against cyber threats. Moderated by international cyber security expert John Yeo, the panel will include an Insight client, security experts from Dell and Cisco, as well as Insight's Security Practice Lead, Stephen Love.

Located on the Insight stand, the team are on hand to help assist with any queries or questions you may have. Our representatives act as an extension of your team to understand your current IT environment and recommend Intelligent Technology solutions you need to support your business objectives.

Finally, I would personally like to thank you for taking the time to visit us today. Without your attendance, feedback and custom, Insight would not be able to run these events.

Kind regards,

A handwritten signature in black ink, appearing to read 'Emma de Sousa', followed by a period.

Emma de Sousa
UK Managing Director

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Conference Agenda

Interactive Panel Discussion



12:45 - 13:30

“Avoiding ‘Cybergeddon’ – Safeguard your organisation against cyber threats”

Moderated by: John Yeo, Chief Executive Officer, Codebashing

This interactive discussion will explore the advent of cyber security amongst a set of panellists, with questions from the audience, covering the following discussion points:

- Predicting the biggest cyber trends in 2016
- Real-world security breaches – learn how to bullet-proof your own security strategy
- Blocking unknown target attacks and advanced persistent threats – Panel’s top tips

Panellists:

Stephen Love, Security Practice Lead, Insight

James Maxwell, Head of IT, Creative Assembly (Insight Client)

Terence Greer-King, Cyber Security Director, Cisco

Mark Slayter, Director System Engineering EMEA, Dell



Conference Agenda

Keynote 1



10:45 - 11:30

“Succeeding in the new modern digital workplace”

Presenter: James Akrigg, Head of Technology For Partners, Microsoft

With the rise of digitalisation, IT expectations have never been higher. As the speed of technology change also accelerates, the need for a new, modern workplace, grows. Join this exclusive keynote session to discover how embracing a modern digital world can transform your IT infrastructure from being an invisible cost, to delivering real visible value within your organisation. Learn how to go beyond basic infrastructure services and embrace new opportunities with the latest technology advances to help redefine productivity, increase your agility to respond to change and most importantly, ensure greater security and compliance.



Keynote 2



14:00 - 14:45

“Application delivery in a multi-cloud environment”

**Presenters: Mike Guggemos, Global CIO, Insight
Lee Nolan, Solutions Director, Insight**

Cloud computing has emerged as the model of choice for a large number of organisations. However, with increasing complexity as the IT landscape evolves; governing your enterprise applications in a cloud environment can be challenging. Join Insight’s Global CIO, Mike Guggemos and Solutions Director, Lee Nolan, as we explore how to effectively migrate and manage your applications; whether they are on-premise, private, hosted or public cloud. The keynote will cover how to simplify the process through a single management layer which can be applied to all of these platform delivery vehicles.



Conference Agenda

Microsoft Surface Tour

Increase Your Productivity Whilst on the Go



Join Microsoft at this year's Insight Technology Show to experience a day in the life of a professional with the Surface family.

Discover how Microsoft's productivity suite can help you work wherever, whenever, helping you use your time efficiently.

Attendees will be taken on an interactive 45 minute tour of a live set that highlights the day in the life of a professional, demonstrating the working day, through a series real-life sets such as commuting, at home and in the office.

The tour will allow you to discover how to:

- Set up office anywhere while stay productive on the go
- Increase productivity
- Use InTune and Azure to increase your creativity
- Work more efficiently and collaboratively using Office365
- Use Creative Cloud, optimised for Surface Pro 4

Tour times:

Tour 1: 11:45 – 12:30

Tour 2: 13:00 – 13:45

Tour 3: 15:00 – 15:45

To register your place, please visit the registration desk located on the Mezzanine.

Seminar Sessions:

This year's show will be hosting a number of seminar sessions in the Seminar Area covering the following topics:

Seminar 1:

12.30 - 13.00

'Simplify your IT by moving to a cloud platform'

Presented by:

Ric Howe

Partner Manager,
Microsoft

Whether you want to put your whole infrastructure into the cloud or just use cloud for back-up, with Microsoft's SMB solutions you can tailor your cloud platform to exactly what you need.

Seminar 2:

13:30 - 14:00

'Protect your business – the advantages of a truly digital Modern Workplace'

Presented by:

James Akrigg

Head of Technology For
Partners, Microsoft

Modern workplace solutions can protect your business when employees are in the office but also whilst they are out on the road. Find out about easy-to-manage solutions that will make managing and protecting your businesses a breeze. We'll also show you how CRM solutions can help you connect more easily with your customers.

Seminar 3:

14:30 - 15:00

'Optimising your licensing with Microsoft'

Presented by:

Gareth Redshaw

EMEA LCS Strategy Lead
& Joel Perera, Licensing
Consulting Service
Manager, Insight

This session will cover how you can utilise Insight's Licensing Consulting Services to keep a tight grip on commercial optimisation of your licensing estate within a rapidly changing world.

Intelligent solutions that work with your business

Intelligent Technology is a strategic, business-focused and service-led approach. We use best-of-breed IT solutions, tailored to your specific requirements. Using this approach, we can transform your entire business, helping achieve wider business-focused goals.

Our unparalleled expertise in designing, purchasing, integrating and deploying multi-partner solutions spans across hardware, software, managed services and cloud.

Intelligent solutions that work with your business

Modern Workplace



Our solutions align to the changing work styles of the modern workforce, with a focus on supporting mobility, unified communications, collaboration and productivity requirements.

We provide the means for employees to collaborate within workspaces, share content effectively and become more efficient – wherever they are, using devices of their choice.

Hybrid Cloud



Businesses deploying hybrid cloud solutions can respond more rapidly to their client and operational needs, ensuring they continue to compete in fast-moving markets.

We seamlessly deliver a range of hybrid cloud and infrastructure services. Aligning private and public cloud platforms gives organisations the best of both worlds; secure, agile and cost-effective services from private cloud, and scalable, rapid-access resources from public cloud.

License Consulting



Research suggests that 87% of businesses are not licensed correctly, leaving many either incurring unnecessary expense by being over-licensed, or on dangerous unlicensed & illegal territory.

We remove the stress associated with vendor software audits and ensure that you remain compliant, as well as saving you money. Our licensing teams work with SMEs, enterprises and the public sector, saving them between 25% & 40% on their total software investment.

Insight's Apple Team is committed to building and delivering first-class solutions.

Our team of experts are there to support clients throughout the full lifecycle of their Apple experience, from custom builds and imaging, to infrastructure design and deployment, to desktop support contracts and managed services.

For London 2016 we move our focus to the Mac.

- You may have heard that IBM are saving in the region of \$270 every time they replace a PC with a Mac and that only 5% of their Mac users need ever contact their support desk, compared to 40% of their PC users.
- You may have heard that nearly 50% of Cisco's employees choose to use Mac and that adopting Mac has driven them to re-envision what IT means for their business.
- Or you may have heard that Kelly Services see Mac as a draw for talented recruits, one that helps to attract and retain top talent.

Whatever your reason for being interested in Mac as well as iPad we will be able to show you how organisations like these are adopting Apple in greater and greater numbers.

Exhibiting with us are:

JAMF Software



Leading IT organisations recognise the unique capabilities of OS X and want a best-of-breed tool built for the Apple platform that integrates with their existing IT infrastructure. The Casper Suite is that tool.

Consistent OS builds. Modular imaging. Flexible deployment models. Easy Active Directory binding. The Casper Suite provides everything you want to scale and sustain quick deployments — including the industry's most user-friendly Self Service app.

Insight



Authorised
Reseller



Solution
Expert
Education

Code42



Backup is only as good as the ability to restore. CrashPlan can restore anywhere, at any time, to any device, with no limits on file type, size or version. This is real-world backup, perfectly suited to your business, because work happens everywhere.

Endpoint data protection is an essential and fundamental cyber security investment in an era of the inevitable breach. By centralising all end-user data on a single platform, enterprises get full visibility and control, and the ability to detect, respond and remediate following data incidents.

DataJAR



We believe that Apple technology is much more than just a pretty device. We believe it has a solid place within education, business and enterprise, and it seems we are not alone. Apple has, year on year, seen a massive growth in all of these areas.

Datajar love Macs. And we love Apple support, Apple training, Apple device management and Apple professional services (but we love what they offer schools, universities and businesses even more...).

Griffin Technology



From the small business and restaurant owner to the healthcare system, mobile phones and tablets are changing how businesses transact. Griffin for Business is here to help you get the most out of the mobile, connected devices that are playing an increasingly important role within your business' technology infrastructure.

- Custom App Development • Workflow Consultancy • Device Enrollment Program •
- Enterprise Mobility Management • Volume Purchase Program •
- Productivity & Collaboration Solutions • Realising value from old assets •

Insight have it all covered.



3M

3M is fundamentally a science-based company. We produce thousands of imaginative products, and we're a leader in scores of markets - from health care and highway safety to office products and electronics. Our success begins with our ability to apply our technologies - often in combination - to an endless array of real-world customer needs. This applies to our Privacy Filter and Multi-touch display products, both of which are on display at the Insight Technology Show 2015.

3M™ Privacy Filters are the fast and effective way to help protect confidential onscreen data from visual hackers and aid compliance to a range of data security guidelines. 3M™ Multi-touch Displays takes interactive display technology to the next level by combining uncompromising multi-touch performance, brilliant high-definition graphics, wide viewing angles and elegant product design into a fully-integrated, easy-to-use multi-touch devices for all markets.



Adobe

Adobe is the global leader in digital marketing and digital media solutions. Our tools and services allow our customers to create groundbreaking digital content, deploy it across media and devices, measure and optimise it over time and achieve greater business success. We help our customers make, manage, measure and monetise their content across every channel and screen.

At Adobe we believe in the power of creativity to inspire positive change. By harnessing the creative potential of our technology, our workforce, and our relationships with like-minded organisations, we're strengthening local communities and supporting a sustainable future.

While we're proud of what we've accomplished, we know we have more work to do as the challenges we face become increasingly complex. Led by our company values, we're striving for continuous improvement.

APC

APC™ by Schneider Electric™ is the pioneer of innovative cooling technology, modular data centre physical infrastructure, and products for home and business networks.

As an associated brand of Schneider Electric, APC is an integral part of a comprehensive portfolio of solutions, software, and services that enable energy management and efficiency across all industries.



ASUS

ASUS is passionate about technology and driven by innovation. We dream, we dare and we strive to create an effortless and joyful digital life for everyone. We're always in search of incredible ideas and experiences — and we aspire to deliver the incredible in everything we do.

A world top 3 consumer notebook vendor and maker of the world's best-selling and most award-winning motherboards, ASUS continues to grow its status as a leading enterprise in the new digital era. Inspired by the diverse needs of consumers, ASUS' foremost mission is to deliver truly innovative solutions that inspire its customers.

ASUS has also contributed to many historical events with its elite notebook range, including running them fault-free for 600 days on-board the MIR Space Station and having more performing well at the summit of Mount Everest, to name a few.





Buffalo

Tech consumers are primarily driven by one thing - performance. That's why Buffalo is committed to developing and delivering innovative, cost-effective storage and networking solutions with class-leading performance and reliability. From conception to design and development, Buffalo keeps you in mind, striving to provide practical, easy to use solutions for home and business at an unbeatable value.

Buffalo is a leading provider of external storage, network attached storage (NAS) and networking solutions. With over four decades of networking and computer peripheral experience and deeply rooted industry alliances, Buffalo weaves innovation, reliability, practicality and performance into each product manufactured and shipped.

Our goal is to provide top-of-the-line storage and networking products that take our customers to the next level at a price they can afford.

Buffalo technologies have pioneered industry trends and new product segments including the creation of the first wireless router, the first RAID-based network attached storage device, and many more innovative technologies.



C2G

C2G, a group brand of Legrand, is a global leader in IT, A/V, Datacom cabling and connectivity solutions since 1984.

C2G delivers connectivity solutions renowned for superior quality, value and innovation and are backed by an uncompromising commitment to customer service. C2G is widely known as the cabling and connectivity supplier of choice for industry leading technology resellers and distributors across EMEA, North America and Asia. In 2014 C2G joined the Data Communications division of Legrand, North America, the world specialist in products and systems for electrical installations and information networks, offering solutions for use in residential, commercial and industrial buildings.

For more information, please visit www.c2g.com



Centrify

Centrify is the leader in securing enterprise identities against cyber threats that target today's hybrid IT environment of cloud, mobile and on-premises.

The Centrify Identity Platform protects against the leading point of attack used in data breaches — compromised credentials — by securing an enterprise's internal and external users as well as its privileged accounts. Centrify delivers stronger security, continuous compliance and enhanced user productivity through single sign-on, multi-factor authentication, mobile and Mac management, privileged access security and session monitoring. Centrify is trusted by over 5000 customers, including more than half of the Fortune 50.

Learn more at www.centrify.com



Check Point
SOFTWARE TECHNOLOGIES LTD.

in association with
ARROW

Check Point

Check Point Software Technologies have been a cornerstone in the Arrow ECS security portfolio for over seven years.

During this period Check Point, Arrow ECS and our Check Point partners have forged a relationship built on knowledge, trust and support. Central to this relationship has been the ethos of partner development and enablement, with Arrow ECS playing a major role in bringing new partners to Check Point and helping them to develop their Check Point business to the highest possible levels.



Codebashing - Computer-Based Application Security Training

Train, Refresh and Validate your development teams' Application Security knowledge.

A revolutionary, interactive e-learning platform that trains and validates that developers within businesses understand the top Application Security issues affecting software today.

The gamified platform is more fun than video based training for developers; software QA teams, software architects and software functional testers. Ensuring they receive effective, scalable and consistent training on relevant application security issues.

Businesses can deploy Codebashing training to their development teams with ease and allow developers to demonstrate that they understood the top Application vulnerabilities, and how to write more secure software to avoid them.

Key Features and Benefits

- Developer Friendly – Built for developers by developers
- Quick and fun to play – Gamified, hands-on and interactive
- Relevant - Programming language specific (Java & .NET today)
- Scalable – Cloud-based, ten or 10,000+ developers
- Simple to deploy – Only a browser required
- Compliance Compatible – Exceeds compliance training needs
- Cost Effective – Simple pricing model, per user, per year
- Manageable - Self-service license management
- Measurable - At-a-glance usage reporting demonstrating effectiveness and/or compliance

Who is it for

- Software Developers • Software Functional Testers
- Software Architects • Software QA Staff

Our Mission

Provide the developers of today and tomorrow with the know-how to write software and applications that are more resilient against hackers.

sales@codebashing.com • www.codebashing.com

John Yeo, Chief Executive Officer, Codebashing bio...

John is a former security tester, turned builder of global security testing and incident response teams. Today he runs Codebashing, a company focussed on training developers Application Security principles through a cloud-based, gamified e-learning platform, that developers actually want to play.

About codebashing...

Codebashing is a privately held e-Learning business headquartered in London, UK. Our SaaS education technology platform is built specifically to teach and train software developers the principles of Application Security in a way that helps them to write more secure software. We achieve this through time-efficient, fun-to-play, and hands-on training modules that are highly engaging for professional developers. Our mission is to provide the developers of today and tomorrow with the know-how to write software and applications that are more resilient against hackers.

Cisco

Cisco is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected.

At Cisco customers come first and an integral part of our DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success. The concept of solutions being driven to address specific customer challenges has been with Cisco since its inception.

Since then Cisco has shaped the future of the Internet by creating unprecedented value and opportunity for our customers, employees, investors and ecosystem partners and has become the worldwide leader in networking - transforming how people connect, communicate and collaborate.

Come to our stand to see demonstrations and discuss the wide portfolio of Cisco solutions. See how they can benefit you today and as you grow.

- **Cisco's Enterprise Network and Security solutions** build a secure foundation that connects anyone, anywhere, on any device, at any time.
- **Cisco's Collaboration solutions** enable people to communicate and collaborate more naturally, anywhere, anytime.
- **Cisco's Data Centre and Virtualisation solutions** simplify operations, reduce costs and achieve business agility.
- Cisco also offers **Small Business**, home products and associated services.



Commvault

Meeting the Challenges posed by Modern ICT, with Commvault

The growth of cloud whether private or hybrid is a big enough challenge on its own. Yet IT teams also face the difficulties posed by the Consumerisation of IT, driven by mobile devices and a generation shift in storage technology with the move to flash arrays.

Commvault can help you get a grip of these step changes and use them to your advantage. Simpana Solution Sets offer the same best of breed software as the full Simpana suite and are fast and easy to deploy, with equally fast time-to-value.

Our mission is to build the world's most innovative information management company to tackle the relentless growth of data, and the increasing difficulties in managing data in complex IT Infrastructures (On premise, the cloud & mobile).

Our philosophy is **Solving Forward®** to relentlessly extend the technical leadership of the world's most advanced information management platform, with a passionate focus on creating the highest value for our customers.



Crucial

For more than 30 years, Crucial's teams of dreamers, visionaries, and scientists have redefined innovation—designing and building some of the world's most advanced memory and semiconductor technologies. We develop the technologies that transform what's possible. In fact, you likely use our memory every day—in products from computing, networking and server applications, to mobile, embedded, consumer, automotive, and industrial designs.

As one of the most prolific patent holders in the world we continually rethink, recast and advance new ideas to bring innovation to broader markets and find ways our technology can inspire new applications or make fundamental improvements to existing designs.

Our roots are in memory, the core strength of our business. As we look toward the future, we'll continue to build on our past achievements by leveraging the synergies between our core memory business and diversified products and technologies that help drive innovation and growth in new markets.



Dell

For 30 years, Dell has played a critical role in transforming computing, enabling more affordable and more pervasive access to technology around the globe, and improving the way people live, organisations operate and the world works.

In recent years, Dell has emerged as a new company. We have our strongest-ever product and services portfolio, and have acquired significant new skills and capabilities and optimised our global supply chain – all to provide solutions with the best value, ease of use and flexibility.

Today, Dell is one of the world's leading providers of technology to people and organisations of all sizes. We have achieved leadership from devices and the cloud to the data centre, as we are now the leader in nine Gartner "Magic Quadrants" (leader in 9 of the 19 Magic Quadrant qualifications). Our customers come from nearly every country, sector and size. They are a diverse group, including 98 percent of the global Fortune 500, 10 million small businesses, students and teachers in 400,000 classrooms, every G20 government and more than 200,000 physicians.

Today, we are harnessing the forces of cloud, mobile, big data and security to put more power in the hands of more people than ever before. We are relentlessly focused on delivering technology that works harder for our customers and is more accessible to people and organisations around the world.

Our purpose is the driving force behind everything we do. It comes from our deep beliefs that technology can change the world and that it's essential for people to succeed. Together with highly skilled partners like Insight, we are fulfilling this purpose of Delivering Technology Solutions that enable people everywhere to grow and thrive.



Epson

Evolving from Seiko – best known and one of the world’s foremost watchmakers – to our current position at the forefront of digital imaging technology, we have always remained true to our roots.

During the Tokyo Olympic Games in 1964, groundbreaking new Seiko electronic timing equipment was used for the first time, enabling race results to be printed out. Shortly after this innovation, Epson was formed. The ‘Epson’ name was derived from the idea of the company being the offspring (‘SON’) of the EP-101, the world’s smallest electronic printer (EP).

Epson Europe BV was established in Amsterdam during 1990, and became the European headquarters of Japan-based Seiko Epson Corporation. Since then, our network has continued to expand throughout Europe, Middle-East, Russia and Africa, meeting the particular needs of our customers in their own local markets.

Today, we offer an extensive array of award-winning products for the consumer, business, government, medical, finance and retail markets across the world.

We also make innovative electronic devices such as factory automation robots, which can be found operating in warehouses globally.

ERGOTRON[®]

Ergotron

Global Manufacturer of Digital Display Mounting and Mobility Products.

Founded in 1982 by VESA FDMI standard author and visionary Harry Sweere, Ergotron has been improving the human interface with digital displays for over 25 years. Our history of innovation and passion for differentiation is evident in over 37 patents and our growing portfolio of beautifully designed mounting and mobility products for computer monitors, notebooks, tablets and large flat panel displays that are as easy to use as they are to mount.

Ergotron’s mounting solutions includes wall and desk mount arms, desk stands, carts and vertical lifts. High-quality products offered at an exceptional value are the hallmark of Ergotron. With a human-centred design, each Ergotron product adapts technology to the physical needs of any individual. This creates an environment that promotes wellness while improving productivity and efficiency—both professionally and at home. With the introduction of patented CF lift-and-pivot motion technology, Ergotron’s products require less user effort to achieve more motion.

Fellowes

Ergonomic Workstation Solutions

Bad employee working habits are bad for business, and businesses have a legal obligation to ensure that employees are working safely and comfortably. Implementing workstation assessments is essential, as is providing the relevant ergonomic products to fulfil assessment requirements. Fellowes are experts in ergonomics, and provide products and resources to help businesses be compliant with EU Directive 90/270/EEC, thereby protecting both employees and the organisation. Get your employees working well, for life, with Fellowes. Equally important is business security, and Fellowes can help here too. Whether it's paper based confidential information, or on a laptop / computer screen, Fellowes has a broad range of shredders and blackout privacy filters for all business needs. Fellowes, a world of innovation.

Fujitsu Scan

Fujitsu offers a broad portfolio of document scanners for professional personal, desktop, workgroup, high-volume production and networked environments and is the world's leading document scanner company.

Fujitsu has been engaged in the document imaging scanner business for more than 25 years and has an established and loyal customer base in EMEA across the broad spectrum of the public and private sector. Fujitsu Scanners are renowned for their quality, reliability, industry leading technology and intuitive hardware and software based functionality. This automation helps generate the best scan first time for seamless input into the capture workflow and helps minimise operator involvement both pre, during and post the scan process.



Hewlett Packard Enterprise

TECHNOLOGY INNOVATION THAT FOSTERS BUSINESS TRANSFORMATION

We are in the acceleration business. We help customers use technology to slash the time it takes to turn ideas into value. In turn, they transform industries, markets and lives.

Some of our customers run traditional IT environments. Most are transitioning to a secure, cloud-enabled, mobile-friendly infrastructure. Many rely on a combination of both. Wherever they are in that journey, we provide the technology and solutions to help them succeed.

Technology That Fuels Transformation

We make IT environments more efficient, productive and secure, enabling fast, flexible responses to a rapidly changing competitive landscape. We enable organisations to act quickly on ideas by delivering infrastructure that can be easily composed and recomposed to meet shifting demands so they can lead in today's marketplace of disruptive innovation.

Solutions You Need to Succeed

We deliver high-quality, high-value products, consulting and support services in a single package. That's one of our principal differentiators. We have industry-leading positions in servers, storage, wired and wireless networking, converged systems, software, services and cloud. And with customised financing solutions, we can provide the right tech solutions for your unique business goals.

Innovating for Today and Tomorrow

Hewlett Packard has been in the innovation business for more than 75 years. Our vast intellectual property portfolio and global research and development capabilities are part of an innovation roadmap designed to help organisations of all sizes – from global enterprises to local startups – transition from traditional technology platforms to the IT systems of the future.





HP Incorporated

UNLEASHING NEW POSSIBILITIES

Launching as a New Company on November 1st 2015, HP Inc. strives to innovate and reinvent “IT” through the development of new technologies designed to have a meaningful impact on people, businesses, governments and society.

With the broadest technology portfolio spanning; printing, personal systems, software and services, HP Inc. delivers solutions for customers’ most complex challenges in every region of the world.

From its origins as Hewlett Packard in a Palo Alto garage to its current position as one of the world’s leading technology companies, HP Inc. has grown and evolved significantly.

Mobility, Device as a Service – Cost per Seat and Managed Infrastructure solutions - IT is evolving, along with our roles within it.

In this new era of IT, you’ll need a comprehensive solution. Comprehensive but also connected—in architecture and user experience, connected to a delivery model. You need a set of solutions that are flexible.

At HP Inc. we live for the big idea, the next great discovery. “Invent” is more than a word: it’s who we are. Everything we do, we do to make technology more practical, usable, and valuable to our customers.



Huawei

Huawei is a leading global ICT solutions provider.

Through our dedication to customer-centric innovation and strong partnerships, we have established end-to-end capabilities and strengths across the carrier networks, enterprise, consumer, and cloud computing fields. We are committed to creating maximum value for telecom carriers, enterprises and consumers by providing competitive ICT solutions and services. Our products and solutions have been deployed in over 140 countries, serving more than one third of the world's population.

Huawei Enterprise is one of Huawei's three Business Groups (BGs). By leveraging Huawei's strong R&D capabilities and comprehensive technical expertise, we openly cooperate with partners in the enterprise business domain. We understand customer needs and are committed to providing wide-ranging and efficient ICT solutions and services to enterprise customers of all sizes. Our customers are leaders in many vertical markets, such as government and public sector organisations, finance, transportation, electric power, energy, commercial businesses and ISPs. Huawei's leading solutions and services cover IP network infrastructure, Unified Communications and Collaboration (UC&C), and innovations in cloud computing & data center management.



Hypertec

Hypertec Matched Memory & Storage – Performance Enhancers

Come and see us to spec upgrades for your PC, Laptop, Server or Printer, and learn how we can increase system infrastructure performance, employee productivity and cost save.

Hypertec has been manufacturing Memory and Storage products for the past 24 years, our solution draws on established success in the System Specific Components Arena – a real alternative to OEM Memory and Storage products at a fraction of the cost and with no degradation in quality or service.

Our products are:

- Cost Effective
- Performance Enhancing
- 100% Matched and Tested for compatibility
- Like for Like OEM equivalents

Our products come with:

- Lifetime Warranty
- Free UK based pre and post-sale technical support



iiyama

iiyama – Innovative display solutions

iiyama have become a highly demanded brand by offering a complete portfolio of high quality display solutions covering; Desktop displays, Touch Screens, Large Format Commercial Displays and Large Format Touch Screens.

iiyama's desktop displays are built to offer users a long lasting and high quality solutions, delivering features such as high resolutions, high colour IPS and height adjustable stands. In addition, iiyama's versatile touch screen range provides options for interactive technologies for demanding applications such as Kiosk, POS and Signage. iiyama's high quality large format touch screens are a perfect solution for any educational or corporate institution. These high quality commercial Screens deliver superb image performance from anywhere in the room. The solid and robust design is capable of withstanding the requirements of a demanding user. iiyama will feature a range of Large Format and Desktop solutions at this year's Insight Technology Show.



Integral

Integral have offered memory solutions for over 26 years. Backed by leading component manufacturers you can be assured of quality products at competitive prices.

Integral's LED lighting division offers superior quality, energy-saving lamps, panels, downlights, strips and luminaires.

Secure USB Flash Drives with AES 256-bit Encryption: Integral Crypto Drives have FIPS 140-2 and FIPS 197 certifications. SuperSpeed USB 3.0 models available.

Hardware Encrypted Solid State Drives – Crypto SSD – Winner of 'Encryption Solution of the Year' at the 2015 Computing Security Awards.

USB Flash Drives: Choose from a wide range of Integral USBs. We offer own-logo branding.

Solid State Drives (SSD): Enhance the performance and reliability of your Laptop, Desktop and Server.

DRAM: Server, Desktop, Laptop and Printer upgrades including the latest DDR4 modules, all with a lifetime warranty.

Memory Cards: Perfect for digital cameras, smartphones and tablets.

LED Lighting: Integral produce award-winning LED lamps, super-efficient LED panels and low-glare LED downlights.





Intel

Intel® makes possible the most amazing experiences of the future

You may know us for our processors. But we do so much more. Intel invents at the very boundaries of technology to make amazing experiences possible today and in the future for all sectors of business, and for every person on Earth. From powering the latest devices and the cloud you depend on, to driving policy, diversity, sustainability and education, we create value for our stockholders, customers and society.

Workplace Transformation – Advancing the way we work. More Security. Better Collaboration. No Wires.

Now, there's a new way to work. With anyone. From anywhere. Without wires. Move your business forward—beyond clunky hardware and tangled cords—and gain the peace of mind that comes with hardware-enhanced security. Technology innovations are paving the way with easy-to-use solutions that keep people connected and collaborative, allowing ideas to grow faster than ever before. Work easily and more securely without wires, minimising hassles and delays that can slow down productivity. It's simply a better way to work.

The Jabra logo, consisting of the word "Jabra" in a bold, black, sans-serif font, with a registered trademark symbol (®) to its upper right. The logo is set against a bright yellow rectangular background.

Jabra

A world leader in the development, manufacturing and marketing of a broad range of communications and audio solutions, Jabra has a reputation for innovation, reliability and ease of use that goes back more than two decades.

Jabra's consumer and business divisions produce corded and wireless headsets, plus mobile and in-office speakerphones that empower individuals and businesses through increased freedom of movement, comfort, and functionality.

Visit our stand to find out more about our products that support New Ways of Working and New Ways of Meeting.

Conference calls made simple with the Jabra SPEAK 810.

Collaborate the easy way and connect conference calls in seconds.

Evolve the way you work.

The Jabra Evolve series is a professional range of headsets that improve concentration and conversations.

Karminario

Kaminario makes the all-flash data centre a reality. Since 2010, Kaminario has been breaking the rules of legacy storage and pioneering a new class of solutions for the modern data centre.

Kaminario's K2 all-flash storage array delivers unparalleled scalability, ease-of-use, and cost efficiency, enabling organisations to meet the data centre demands of their growing business. K2 combines the economics of commodity hardware with a highly efficient, software-defined architecture, bringing the performance benefits of flash at costs competitive with disk or hybrid storage.

Kensington

Kensington, a leader in smart. safe. simple.™

Kensington is the #1 brand in physical security for laptops and mobile devices. Our extensive product line-up also includes a full suite of desktop accessories like trackballs, docks, mice, and keyboards, as well as mobile device accessories and ergonomic products for the office, home or school.

Kensington's laptop and mobile security locks provide front-line protection to keep a wide variety of devices safe from theft. In addition, Kensington offers accessories including power adapters, chargers, and carrying cases like backpacks, messenger bags and sleeves.

We look forward to seeing you on our stand and discussing how some of our NPDs can make your life easier and more productive:

NEW Products

- Universal Charge and Sync cabinet for tablets
- Sit Stand Workstation
- USB 4K Docking Stations with video
- USB Type-C Adapters





Kingston



KingstonConsult



KingstonCare

The optimal solution for your business.

Kingston memory products deliver superior quality and performance, designed to be 100% compatible with your needs. They are the perfect choice to help your business achieve more.

Server Memory For a more effective business	SSD For a more efficient business	Encrypted USB For a more secure business
<p>Kingston memory can achieve the right balance for performance, capacity and power for your servers</p>	<p>Kingston's business and enterprise SSDs are amongst the most power-efficient SSDs on the market and feature advanced data integrity protection and SMART attributes</p>	<p>Kingston's Encrypted USB drives offer the security to safeguard your confidential business data at all times</p>



LANDESK

LANDESK user-centered IT solutions are designed to maximise user productivity while reducing associated IT complexities, risks, and costs to the business.

Only LANDESK unifies and automates the delivery of all assets and services users need across mobile, cloud, and personal computing environments.

LANDESK helps organisations establish a user-centred, end-to-end Service Management environment encompassing four primary areas:

- IT Service Management
- Secure Configuration Management
- Asset Management
- Unified Endpoint Management

Analyst research firms like Gartner Inc. and Forrester consistently rank LANDESK as an industry leader. In fact, LANDESK is the only vendor represented across Gartner Magic Quadrants for client management, endpoint protection, IT service and support management, and enterprise mobility management.



Lenovo doesn't just make technology...

Lenovo makes the tools for those who DO — anything, anywhere, anytime DO machines. We make the technology that powers the world's best ideas. Lenovo is the fastest growing PC company three years in a row and is now the world's 2nd largest maker of PCs which includes the renowned ThinkPad® notebook brand as well as products carrying the ThinkCentre®, ThinkStation®, ThinkServer®, IdeaCentre® and IdeaPad® sub-brands. With innovation in its genes, ThinkPad has always enabled the world to do great things and provided solutions to every challenge thrown at it in the past 20 years. Lenovo's recent acquisition of the IBM System x portfolio allows our range of servers to cover all with Simplification from ThinkServer and Sophistication from System x.

Lenovo Think Branded PCs are built to take on the challenges businesses face every day, making them the ultimate DO machines:

- » Fast: Powered by the all new Intel 5th generation processors, for faster, smarter performance
- » Tough: ThinkPad notebooks have passed up to 12 military level robustness tests, assuring you the highest standards of reliability and complete protection for your investment
- » Innovative: Titanium roll cages, Owl wing fans, water-draining keyboards to keep you productive wherever you are
- » Stylish: Classic ThinkPad design or sleek Edge line up for professional sophistication

For the Lenovo Server range, the combined strength of the System x & ThinkServer portfolios is proving to be an exciting cocktail for our customers. There is a new focus on molding advanced technologies to your business requirements with the freedom to drive bold, new innovations and performance with an agility to ease and simplify your dealings with us.

We continue to focus on:

- » Security with the most rigorous security process in the industry
- » Up to five times more reliable than our leading competitors*.
- » Performance with products that lead in standard industry benchmarks

For you and your business the Lenovo ThinkServer and System x brands means possibilities unleashed.

Come and join us at our stand today to find out more.

Logitech

Focused on innovation and quality, Logitech designs personal peripherals to help people enjoy a better experience of the digital world.

We started in 1981 with mice, which (new at the time) provided a more intuitive way of interacting with a personal computer. We became the worldwide leader in computer mice, and have reinvented the mouse in dozens of ways to match the evolving needs of PC and laptop users. Since those early days, we have expanded our expertise in product design beyond the computer hardware, with a broad portfolio of interface devices that are the “last inch” between you and your computer. Logitech’s leadership in innovation focuses on creating a better experience for you the end user – richer, more comfortable, more fun, more productive, more convenient, more delightful.

LogMeIn

Simplifies how people connect to their colleagues, employees, devices and the world around them to solve some of the world’s most complex problems. Our company has grown to become one of the world’s leading SaaS companies with over 800 employees in 8 offices around the world.

Having connected over 300 MM devices to a LogMeIn cloud service since 2003, we have not only capitalised on but fuelled the modern way of working – remote, efficient, mobile, productive. And we’re continuing to transform business and lives by helping build the “Internet of Things”.

All of this is possible through our simple edifying belief that possibilities increase with connectivity.

Microsoft

Only Microsoft offers a complete, flexible, and trusted platform that spans the entire IT ecosystem, from server to cloud, and desktop to mobile devices.

Come to our stand to discover what Microsoft can do for you and your business. On our stand you will find Microsoft product experts to take you through the range of devices and services solutions that can help support your business needs.

Our new range of Windows 10 devices and will be at the show as well as Microsoft's own devices: Surface Pro 4, Surface Book, Surface Hub and Windows phones.

To bring these devices to life you will experience the Windows 10 universal platform as well as the latest Windows 10 and Office features. Our expert will take you through our new range of cloud software solutions, helping you with your productivity, manageability and security needs through our services offerings Office 365, Windows Intune, Microsoft Azure, as well as understanding the different editions of Windows Server.

Complete your Windows experience with Microsoft accessories including a family of products that work and play beautifully together.





Micro Focus

Building bridges to rapid results.

Micro Focus has helped more than 20,000 customers unlock the value of their business logic by creating enabling solutions that bridge the gap from well-established technologies to modern functionality. NetIQ is the Identity, Access and Security portfolio of Micro Focus, that meets the demands of hybrid IT with solutions for identity and access management, security and data centre management. Our broad portfolio of solutions help you manage the complexity of hybrid environments to ensure that the right people have the right level of access to the IT services they need, whenever they need them. With our company, you can incorporate new technologies and services more securely, faster and with less effort. Our solutions help you understand what is going on in your environment—in real time—so you can mitigate risk while still taking advantage of opportunities.



MobileIron

MobileIron is the security and applications backbone for modern end-user computing and provides the foundation for companies around the world to transform into Mobile First organisations.

Mobile technology is driving a massive shift in the ability of IT to support the way people want to work and collaborate. In this era of enterprise mobility management (EMM), modern enterprises must deliver native mobile experiences that are available to users anywhere, anytime while ensuring that IT can secure corporate information everywhere.

The MobileIron Enterprise Mobility Management (EMM) solution is a mobile security platform which secures data-at-rest on mobile devices, in applications, and in cloud storage, as well as data-in-motion as it moves between corporate networks, devices, and storage repositories.

MobileIron's mission is to enable modern enterprises to secure and manage information as it moves to mobile and to the cloud, while preserving end-user privacy and trust.



Panda

“Enterprises need more complete security solutions”

Gartner states that “Endpoint Detection and Response solutions are a must for companies looking to augment their security and be ready for advanced emerging threats”.

Panda Security presents Adaptive Defence 360, the only solution to guarantee the security of all running applications.

Adaptive Defence 360 is the first and only cyber-security solution to combine the most effective Endpoint Protection (EPP) and the latest Endpoint Detection and Response (EDR) advanced protection technology with the ability to classify all running processes, allowing only goodware to run.

The ability to know only trusted processes are running in your network, and with forensic capabilities in case a breach happens... is a game changer. It will give you the knowledge and facts to act fast and prevent and mitigate new threats in your organisation.

Complete your security against advanced threats with Panda Adaptive Defence 360.

plantronics®

Plantronics

Plantronics, the Voice of Unified Communications™

Plantronics is a global leader in audio communications for business and consumers. We have pioneered new trends in audio technology, creating innovative products that allow people to simply communicate. From unified communications to Bluetooth® headsets to gaming solutions, we deliver uncompromising quality, an ideal experience, and extraordinary service. Originally designed for commercial aviation, today Plantronics products are used by every company in the Fortune 100™, as well as by emergency call operators, air traffic controllers, and consumers around the world.





Polycom / Revolabs / Barco

Polycom helps organisations unleash the power of human collaboration. More than 400,000 companies and institutions worldwide defy distance with secure video, voice and content solutions from Polycom to increase productivity, speed time to market, provide better customer service, expand education and save lives.

Revolabs Inc. is the premier provider of audio solutions for unified communications, enterprise collaboration, and professional audio applications across a wide range of markets. Offering unmatched audio quality that allows users to “hear every word,” the company’s teleconferencing and microphone systems are utilised across the globe for a variety of applications, from webcasts and video conferencing to podcasts and broadcasting.



ProLabs

Transforming Network Connectivity

ProLabs is a leading provider of optical network infrastructure. By delivering higher standards for products, service, technology and cost, the company is changing the mindset of data centre and networking customers.

One of ProLabs’ biggest strengths is that it supplies highly compatible products, with solutions that are 100 per cent compatible with more than 40 vendors and 20,000 systems. In addition, the innovative and cutting-edge technology comes with a lifetime warranty, demonstrating both the quality of the products as well as the company’s service. Moreover, the industry-leading solutions are proven to deliver cost savings of up to 70 per cent.

By constantly investing in research and development, ProLabs ensures its optical network products remain at the forefront of the market, while the company’s extensive supplier network means it has an unparalleled global reach.



QLogic

QLogic®, a global leader and technology innovator in high-performance server and storage networking connectivity and application acceleration solutions.

The company's leadership in product design and maturity of software stack make it the top choice of leading OEMs and channel partners worldwide for their virtualised, converged, and cloud environment solutions. QLogic industry and technology leadership is based on third-party recognition of number 1 market share positions in key segments, and a long track record of being first to introduce innovative new technologies. QLogic offers a diverse product portfolio, delivering Converged Network Adapters, Intelligent Ethernet adapters, iSCSI Adapters, Fibre Channel Adapters and Fibre Channel Switches.

Today we're showcasing our Next Generation 10Gb Ethernet Adapters. Designed for today's software-defined data centre, and leveraging 13 generations of Ethernet experience, the 3400 and 8400 Series deliver industry-leading storage performance with a broad set of integrated features optimised for virtualised environments. Visit our stand to hear more.



QNAP

As a world leader in the field of networked storage, QNAP is entrusted by organisations and businesses around the world to provide secure, powerful and high-functioning Network-attached Storage (NAS) to build a private cloud.

QNAP has made great strides in evolving NAS from "simple storage" to "4th Generation NAS" that consolidates a wide array of features such as virtualisation, cloud integration, surveillance and other technologies into one convenient device. With a QNAP NAS, your customers can get more from their investment than just a storage solution. There are a wide range of QNAP NAS to choose from. Whether your customers are looking for a robust server-sized solution or a compact tower that fits on their desk, QNAP provides the best solutions for every type of organisation, business, individual professionals and home users. CMS Distribution have resources in place to support resellers with technical training and business development.



Sennheiser

Shaping the Future of Audio.

Renowned throughout the music industry for its headphones and microphones, Sennheiser also leads the way for headset technology. It's the reason why artists like Beyoncé, Celine Dion, Muse, Labrinth and Ed Sheeran insist upon Sennheiser – both in the studio and for live performances.

Sennheiser has brought the same values of quality, innovation and reliability to its range of headsets for business desk phones and soft phones. Its relationship with major providers of unified communications solutions is well established – including Microsoft, Aastra, Siemens, Cisco, IBM and Avaya.

When wearing one of Sennheiser's premium sound quality headsets, your voice always comes through loud and clear and you never have to strain to hear. Rest assured, you're always 100% protected from acoustic shock and sudden surges in volume with ActiveGard™ – so you can talk in comfort as long as you like.





STAND

13



Symantec

Symantec's mission is to make the world a safer place.

Cybercriminals are leveraging stealthy, persistent methods to bypass traditional security and exploit vulnerabilities faster than companies can defend against them. IT teams need improved detection tools to identify and remediate these advanced persistent threats. Our leading threat protection technologies correlate intelligence across the network, endpoints and email to provide the most comprehensive security layer, enabling you respond to threats with precision and helping you build custom security solutions—on premises, in the cloud, and everywhere data travels.



Targus

Targus invented the computer carry case, air protection system and pioneered the lifetime warranty almost 30 years ago and have continued to maintain their position as the global leader in laptop carry cases and accessories.

Targus has 45 offices globally, direct distribution in over 145 countries and 38 stocking locations shipping 40 million units worldwide.

A portfolio that covers privacy screens, locks, mice, keyboards, ergonomic stands, generic power and generic port replicators, we can help you to drive down your costs with consolidation to a single supplier.

The introduction of our extensive Tablet and handheld range of cases and accessories also ensures your continually evolving mobile needs are taken care of.

With free evaluations on all our product portfolio to enable you to make informed purchasing decisions, in country/own language support for Global and Pan-EMEA standards, we are confident that there is no one else who can support you better.

TechSmith

Share knowledge and feedback easily.

TechSmith's products make it easy to share knowledge, feedback, and digital information. Our flagship products Snagit and Camtasia provide screen capture, screen recording, and video editing capabilities to help anyone communicate clearly and with greater context.

Snagit is the world's best screen capture tool and now includes screen recording and video trimming, too. Quickly capture what you see on your screen and include step by step walkthroughs, blur sensitive data, or use callouts or arrows to provide additional context. Then, share those images or videos easily by link or email.

With Camtasia, anyone can create great looking, polished videos. Import video from digital cameras, mobile phones, or screen recordings, and enhance them with professional effects like green screen, animated intros, or adjust audio tracks. Easily produce the video in minutes and it can be viewed on any device.

Toshiba

Toshiba is One of the World's Largest Electronics Firms...

Toshiba's commitment to innovation helps its customers stay at the forefront of technology evolution and is known worldwide for its excellence in technology, products, systems and services as well as quality and reliability.

Innovations include commercialising the world's first portable computers and inventing the core technologies behind DVD as well as marketing numerous award winning products.

Toshiba's business laptops fit into several categories, making it easy for customers to select a model closest to their needs.

Everyday Computing; Performance Mobile; Ultra Mobile; Netbook and Tablet categories encompass the full business range and offer subtle style and impressive feature sets, combined with competitive pricing at all levels.



Veeam

Veeam® is Modern Data Protection™.

We believe today's IT requirements have changed and that "3C" legacy backup problems—high costs, increased complexity and missing capabilities—are no longer acceptable for any organisation. Veeam provides powerful, easy-to-use and affordable solutions that are Built for Virtualisation™ and the Cloud—a perfect fit for the modern data centre.

Veeam Backup & Replication™ delivers VMware backup, Hyper-V backup, recovery and replication. This number 1 VM Backup™ solution helps organisations meet RPOs and RTOs, save time, eliminate risks and dramatically reduce capital and operational costs. Veeam Backup Management Suite™ combines Veeam Backup & Replication and Veeam ONE™ in a single integrated solution to protect virtualisation investments, increase administrator productivity and help mitigate daily management risks. Veeam Management Pack™ (MP) extends enterprise monitoring to VMware through Microsoft System Centre. Veeam also provides free tools for the virtualisation community.



Veritas

Veritas Technologies enable organisations to harness their information, bolstering business success in even the most complex environments. We serve organisations of all sizes, including 86 percent of global Fortune 500 companies. In fact, for over a decade, Veritas has been recognised as a leader in the Gartner Magic Quadrant for both Enterprise Backup Software and Integrated Appliances and Enterprise Information Archiving.

From traditional data centres to private, public, and hybrid clouds, Veritas, together with our partner community helps enterprises—regardless of their environment—protect, identify, and manage data using intelligent information management solutions. With Veritas, enterprises have the insight and availability they need to understand what information they have, how to keep it protected, and realise what they should delete.

Vision Solutions

Vision Solutions is the premier provider of software solutions designed to protect data, minimise downtime and maximise resources for the modern data centre.

We are the only company to deliver workload migrations, high availability, disaster recovery and data sharing – across multiple operating systems, on any hardware and on any physical, virtual or Cloud-based environment. Our solutions perform near-zero downtime migration of data, applications and systems to significantly reduce cost, risk and resource requirements.

Vision Solutions has been serving enterprises and managed service providers for over 25 years through our portfolio of brands. We will be demonstrating migrations with Double-Take® Move, Double-Take® SQLMove and Double-Take Cloud Migration Center, as well as our Availability and DR products, at the Insight Technology Show.

Notes

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Insight

Thank you
for attending



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