Focus on
SMB

Small and Medium-sized Business
TECHNOLOGY

B U Y E R ' S   G U I D E

The very latest in Audio Visual & IT

including professional **Displays** from **Philips**

PLUS...

New Vendors

Case Studies

Unique room-by-room guide

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NORTHAMBER

Total Distribution™

Welcome to our 2018 SMB Technology Buyer's Guide

SMBs are big business in the UK. At the start of 2017 there were over 5 million small businesses employing 16 million people and turning over around £2 trillion! And they all need technology!

As we move through 2018, there are a number of issues facing SMBs. Those resellers who can help address them will have a definite advantage.

Brexit is causing uncertainty across the board in SMBs and their customers. Northamber is focussing on flexible credit options, exclusive products and solutions to help

resellers to support their customers in a differentiated way. See the Services section later in this guide and talk to your account manager to see how you can extend your competitive advantage.

GDPR is more than a buzzword as SMBs start to understand the implications and actions they need to take with the data oriented processes within their businesses. Whilst technology alone doesn't create GDPR compliance, several products have a key part to play as part of the processes.
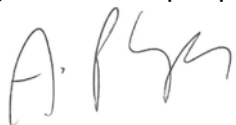
Security has been in the news almost every week for the last year and continues to make headlines. With malware and ransomware attacks on the rise, the need for security audits, products and solutions are everywhere. Our security expertise, services and products are highlighted later in this guide. Talk to your Northamber security specialists to see how you and your customers can benefit.

contents

The guide is laid out by product sections, highlighting our unique range of IT hardware, software and service. The second section is our exclusive Room Guides which look at the specific technologies that should be considered within each logical area of your customers' businesses.

We hope you find this guide useful and we look forward to supporting you towards a prosperous 2018.

Alex Phillips,
Director of Strategy

AUDIO VISUAL

Audio Visual is giving new focus to the way SMBs communicate with customers & employees.

Huddle spaces are springing up across SMB businesses in a move to enable ad-hoc meetings, creative work spaces and collaboration.

Large meeting rooms demand the latest large format displays and enhanced audio to ensure the audience and can see and hear clearly.

The boardroom, on the other hand, whilst also needing large displays will also feature the latest in collaboration tools to bring remote attendees together with those in the room.

And today, more than ever, SMBs are using digital signage around the building, in reception areas, staff rooms and canteens to communicate with staff with visitors alike.

Things to consider…

Wireless presentation systems enable a presenter and participants to edit, share & view files with any laptop or mobile device in real-time

Huddle room installations are perfect for creating a space where employees can collaborate on projects

Use large format or interactive displays to make presentations more effective

A Superior Video Streaming Experience for Any AV-over-IP Infrastructure

Matrox is reinventing enterprise-wide streaming and recording with the game-changing Matrox Maevex Series encoders and decoders.

Industry-Leading Technology

Drive quad 4K inputs and four or more streams simultaneously from a single card/appliance all on a 1 Gigabit network.

Flexible Communication

Customise settings independently on each channel and decode network content on virtually any connected device.

Complete Reach and Control

Discover and access hardware, manage, manipulate, and monitor all network streams from one central location with the most advanced AV-over-IP software management tool on the market.

Open Standard

Vendor-agnostic products support seamless interoperability with third party software & hardware.

Small and medium-sized business can now leverage world-class, high-efficiency video encoding technology to drive multiple 4K and Full HD streams over standard and existing 1 Gigabit Ethernet networks, at maximum quality.

NEW!

Matrox Maevex 6100 Series Quad 4K Enterprise Encoders

Matrox Maevex 5100 Series Full HD Enterprise Encoders and Decoders

Matrox Maevex encoders can feed on-premises and cloud-based servers to reach internet viewers, push many streams over LAN for local audiences, and record to local or network storage for later editing and viewing — all at the same time.

Simultaneously

On-site

- Many-to-many encode and decode
- Auto discovery & easy installation
- Simple network based switching

Record

- Locally
- Network storage
- Cloud

Cloud

- Feed streaming media servers
- Feed video management systems
- Feed digital signage and OTT services

matrox.com/graphics/maevex-series/northamber/

matrox ™

Graphics for Professionals

Industry-leading technology with business focused innovation.

Philips Professional Display Solutions combines industry leading-technology with business focused innovation. With a rich history in innovation, Philips is a global leader and one of the UK's fastest growing AV brands, with its products backed by a market-leading 3 year de-install / re-install warranty.

Designed for
16/7
Usage

Designed for
24/7
Usage

Designed for
24/7
Usage

Philips Q-Line
Signage Displays

Q-line signage displays are perfect for signage requirements such as waiting rooms, fast food restaurants and leisure centres.

Screen sizes available include 32" to 65"

Philips D-Line
Signage Displays with integrated Media Player

Q-line signage displays are perfect for signage requirements such as waiting rooms, fast food restaurants and leisure centres.

Screen sizes available include 32" to 65"

Philips X-Line
Video Wall Displays

The next generation Philips Video Wall Displays are designed for maximum exposure and incredible picture quality, with an ultra narrow bezel for compelling visual content.

Screen sizes available include 49" to 55"

Corporate Advantage

An office space is where dreams and innovations are born. Inspire the best with an impressive suite of Philips Professional Displays. With a wide range of large, medium and interactive screens, you'll find the perfect solution for your offices, meeting rooms, breakout areas, foyers and corridors.

Designed for
24/7
Usage

Designed for up to
24/7
Usage

Designed for
16/7
Usage

Philips U-Line
Large Commercial Ultra HD Displays

Q-line signage displays are perfect for signage requirements such as waiting rooms, fast food restaurants and leisure centres.

Screen sizes available include 75" to 98"

Philips T-Line
Multi-touch Displays

A brand new level of interactivity is now available thanks to integrated touch technology. More flexibility and optimum simultaneous touch performance coupled with excellent operability opportunities give you the ultimate in user interaction.

Screen sizes available include 10" to 84"

Philips H-Line
Hospitality TV

Send the right message to your guests with Full HD picture quality and the ability to show branded, interactive hotel pages.

22"-65" screen size

Philips SmartPower

SmartPower is the energy saving feature that controls the display's backlight using a pre-set system. The result? Up to 50% less power consumption.

PHILIPS
Professional Display Solutions

Genee Collaboration and Conferencing Solution

Genee's new state-of-the-art TruTouch X5 & X7 corporate touchscreens are, specifically designed for video conferencing and meeting collaboration, it is ideally situated in any boardroom.

- PCAP screen technology
- Integrated i5 OPS computer with Windows 10 and 365 Office*
- Available in both 55" and 70" sizes
- Interchangeable HD Video Cameras
- *1 year subscription.

The TruTouch range has a sleek, contemporary design with a simple PCAP interface, it is designed to make any presentation run smoothly as it takes just a single touch to transform the screen into an interactive whiteboard. This allows the presenter to annotate over their presentation, share ideas and allow all meeting members to comment from their own device (BYOD) using Genee's collaborative Project Flow software. It also makes the most of HD video conferencing as you can communicate with your whole team in one meeting using Skype for Business and Genee Cube Share software to facilitate collaboration from all participants.

G-Touch 4K Touchscreen

Classic, Deluxe and 4K

Genee offer a range of other touchscreens to meet the requirements and budgets of any business.

The G-Touch Deluxe is one of the most popular affordable touchscreens that Genee offer, it doesn't offer the same comprehensive package as the TruTouch series but it does give the user the ability for video conferencing and collaboration with the use of an additional camera and Genee software. It is available in 55", 65", 70" and 80".

If fine image quality is important to you, then the 4K G-Touch screen provides the highest quality images available with an Ultra High Definition 3840 x 2160 resolution screen, giving you the perfect platform to show a spotless, crisp presentation. Available in 3 sizes (65", 75" and 86") the G-Touch 4K range has been designed with an eye to the future in mind and offers 10-point touch with a built-in camera and Android plus front facing connection ports, giving you ease of use.

Genee Shard

The Genee Shard Kiosk is a premium interactive touchscreen display, it can be branded to your requirements and software installed to your specification, making it fully customisable for your school.

It is great for use both inside or outside, providing information to parents, teachers and visitors that is useful, relevant and creates awareness throughout the building.

• Robust Design — The Shard enclosure is made of corrosion protected mild steel, has thermally protected glass and features waterproof AV connectors.

• Temperature Control — With advanced temperature control the Shard is able to be in constant use in an outdoor environment.

• Sunlight Readable — With a commercial grade ultra-high brightness panel, readability in direct sunlight is easy.

Genee Registrar

Security and accountability are imperative within education environments and Genee World's Registrar Visitor Management System provides a simple-to-use sign-in solution with Photo Capture and Visitor Label Printing. Allowing visitors and staff to easily sign in and out of your premises.

Genee Registrar can be integrated into MIS systems including Capita's SIMS management system. This implementation not only allows Genee Registrar to update SIMS, but most importantly for security and safety, it can have data manually input to show that a visitor has been DBS cleared.

• Email Alerts, MIS systems and Capita SIMS Integration, Manually DBS Secure Sign-In and Mobile Web App.

• Evacuation Tools — Determine the staff and visitors who are inside the school at the click of a button using the Registrar Mobile Web App.

• All In One Solution — Bundle includes 21.5" touchscreen with a high resolution webcam, thermal label printer, 8GB back-up, and wall or desk mount option.

Software

PROJECT FLOW
Designed for collaboration, Project Flow is a browser based presentation management tool to allow sharing and collaboration between Presenter and Trainee/ Employee. (1 year license included with Genee Touchscreens)

SPARK II
Designed to work on both interactive whiteboards & LED touchscreens, it provides a presenter with an infinite canvas area.

CUBE & CUBE SHARE
Design engaging and exciting templates, presentations and training plans using Genee Cube software.
Then distribute these creations using Genee Cube Share browser based software.

Genee

Great things can happen when everyone is informed and able to contribute.

InFocus improves your ability to work as a team. Communicating with video and data provides so many benefits – better understanding, less cost, and more – that you'll never want to call without it.

Simply connect your PC, Mac or Chromebook to create a bright, colorful, and interactive touch experience.

An all-in-one touchscreen collaboration system for efficient face-to-face collaboration.

With 4K resolution, Total Touch Control and the ability to natively run Android apps, the INF7530eAG is an all-in-one collaboration, and presentation solution.

InFocus INF6500e AG
65" Capacitive Touch Interactive Display

- 65-inch 1080p display with multi-point capacitive touch technology
- Sleek bezel-less design and effortless gestures — just like your phone or tablet
- Content is interactive, bright and crisp in any light
- Easily access HDMI and USB ports on the front of the display
- Display a PC, Mac or Chromebook via HDMI and enable touch via USB
- Add an interactive whiteboard and run your Android apps with optional Android Whiteboard Module
- 5 Years warranty

InFocus INF6522AG
Mondopad 65" Video Conferencing & Collaboration

- 65-inch multi-touch 1080p display
- Built on a powerful i7-based Windows 10 PC with fast 256GB solid state hard drive
- Multi-point capacitive touchscreen with sleek bezel-less design and effortless gestures
- Native HD video calling and data sharing that's crystal clear
- Interactive digital whiteboard and document annotation
- Share, view and control from your computer, tablet or smartphone

InFocus INF7530eAG
75" InfraRed 4K Touch Display with built-in Android

- Friendly, easy-for-anyone interface with Total Touch Control - no need for a remote
- Built-in whiteboard, browser, media player, and AirPlay capability
- Annotate over any application, video input, website, or document
- Brilliant 75-inch, 4K resolution anti-glare screen
- Add any Android app
- Customise your whiteboard background

Wireless Presentation and Collaboration Solutions for any need

VIA by Kramer: Wireless presentation systems enabling a presenter and participants to edit, share, and view files with any laptop or mobile device in real-time.

VIA Connect PRO

VIA Connect PRO is a wireless collaboration and presentation solution that makes sharing and presenting in meetings easier. With any laptop or mobile device, users can view, edit and comment on documents in real time, share files and chat with individuals or multiple participants simultaneously.

The solution can show up to four screens on the main display. From any laptop or mobile device, students, teachers or any in-room meeting participant can view the main display, edit documents together in real time, share any size file, turn the main display into a digital whiteboard, and more. The solution features iOS mirroring for MacBook, iPad, and iPhone as well as native mirroring for Chromebook, Android (Lollipop OS 5.0 or newer), and Windows phone.

VIA Connect PRO is ideal for huddle rooms, offering the best price-performance in the market.

"VIA is one of the 5 technologies you should integrate into your business."

Ilya Pozin, Forbes

VIA GO

VIA GO gives iOS, Android, Chromebook, PC, and Mac users instant wireless connectivity with advanced presentation technology. VIA GO features content streaming for crystal clear mirrored images and stunning video playback.

The solution features iOS mirroring for MacBook, iPad, and iPhone as well as native mirroring for Chromebook, Android (Lollipop OS 5.0 or newer), and Windows phone. With industry-leading 1024-bit data encryption and built-in Wi-Fi, VIA GO can be used securely on the internal network.

KRAMER

Case Study: 3M
Mobile working &
Public Spaces Survey

3M, the science-based technology company, has announced the results of its Public Spaces Survey, underlining concerns and risks around mobile working and 'visual hacking': in other words, being able to view sensitive or confidential data on someone's laptop, tablet or phone.

Almost nine out of 10 mobile workers (87 per cent) said they have caught someone looking at their laptops in public spaces and 76 per cent admitted to inadvertently seeing something they should not have on someone else's screen. However, more than half of all interviewees admitted that they did not take any steps to protect important information while working in public.

"People know that visual hacking is a risk, yet many are still not taking preventative actions. However, visual privacy is one of the easiest and most cost-effective areas of mobile security to implement, simply by installing privacy filters on all screens."

Peter Barker,
EMEA Market Development Manager, 3M

87% of mobile workers surveyed said they've caught someone looking over their shoulder at their laptop in a public space.*

3 out of 4 mobile workers surveyed said they were somewhat or very concerned about visual hacking.*

The survey shows that despite the fact professional workers think the threat of visual hacking is real, they don't do much to address it.

More than half of mobile workers surveyed said they took no steps to protect important information while working in public.*

Only **50%** of mobile workers surveyed said they were familiar with privacy protection solutions.*

3M

BenQ. Make inspirations come alive

Standing for "Bringing Enjoyment 'N' Quality to Life", the BenQ brand continues to involve in the areas of life that matter most to people – that have the greatest impact on the enjoyment and quality of LIFE today. Because they matter to people, they matter to us. Because it matters.

We listen to business professionals, families, doctors and patients, teachers, and even gamers, continually asking questions to understand how we can best use design and technology to serve their needs. We also carefully research and analyse the marketplace and market trends, observing how technologies and products can be put to use most effectively, while advancing design and technology to better fit people's ever-changing lifestyles and needs. From here, we determine how we can further improve the quality of people's lives and help them to achieve their goals.

1800R Ultra Curve —
Unforgettable Immersive Experience

BenQ BL2205PT
21.5" Full HD LED Business Monitor

- 21.5 inch width screen and aspect ratio-16:9
- Speaker 1W x 2
- Ultra-flexible Height Adjustment System (HAS)
- Flicker-free backlight for visual pleasure
- Low blue light mode
- Display Port / HDMI / DVI / VGA

BenQ BL2405PT
24" Full HD LED Business Monitor

- 24 inch width screen and aspect ratio-16:9
- Speaker 2W x 2
- Ultra-flexible Height Adjustment System (HAS)
- Flicker-free backlight for visual pleasure
- Low blue light mode
- Display Port / HDMI / VGA

BenQ EX3200R
31.5" Curved Monitor

- 31.5 inch, ultrawide curved entertainment LED monitor with 1920 x 1080 resolution
- 1800R curvature for an immersive curved viewing experience without distortion
- 144 Hz high refresh rate, 3000:1 high contrast VA panel
- Display Port / HDMI

BenQ
Because it matters

The new 32:9 Super Ultra-wide Screen makes for seamless Multi-tasking

The super ultra-wide 49-inch screen with its innovative 32:9 aspect ratio means you always get to see game scenes in their entirety, exactly as their developers intended.

SAMSUNG LC49HG90DMUXEN
49" Curved QLED Monitor

Equivalent to two 27" 16:9 monitors side by side, the 32:9 super ultra-wide screen provides the ultimate in multitasking flexibility. Forget about multi-monitor set-ups — with no bezels impeding your view and a single power cable for minimal clutter, you can multitask in truly seamless style.

- **High Dynamic Range** – QLED supports High Dynamic Range (HDR) for images with a wider range of luminance levels that render dark areas deeper and light areas brighter.

- **Arena Lighting** - Arena Lighting projects a pulsating lightshow on to a wall behind the monitor, adding extra atmosphere to your gameplay.

- **Eye Comfort** — With Eye-saver mode minimizing blue light emissions and Flicker Free technology reducing distracting screen flicker, you can view for longer with less eyestrain.

- 1,800 R screen curvature
- 3840x1080 resolution
- 3,000:1 contrast ratio
- 2x HDMI and 1 DisplayPort
- With **Picture-by-Picture** you can connect and view input sources without degrading the original image quality.

ALSO IN THE CURVED RANGE

LC24F390FHUXEN
24" Curved Monitor

- 1.8m Curve Radius Full HD Superior image quality with Samsung's advanced display technology.

SAMSUNG

NewStar: the best support for all your IT & AV hardware!

With over 20 years of experience, NewStar AV & IT Mounts is serving the market by supporting various hardware types with an excellent line-up of mounting solutions.

NewStar products are known for:

- High quality
- Exquisite design
- Easy installation
- Affordability
- Good additional margin

And NewStar offers the best support for your business by:

- Active sales support
- Special bid price support in large projects
- Sample possibilities
- 5 year warranty
- Quick delivery

In the UK today there is a great demand for hardware mounting solutions to save space or use hardware in an ergonomic way. NewStar feels that these products should be available to everyone at an affordable price point. As European leader in affordable mounting solutions NewStar fulfills this requirement perfectly with a wide range of mounting solutions for displays, projectors, PCs, laptops and tablets.

OVER 20 YEARS EXPERIENCE

Newstar have over 20 years experience providing high quality mounts to suit a wide variety of needs.

NEWSTAR
AV & IT MOUNTS
WWW.NEWSTAR.EU

All you need from
dictation to transcription

Are your customers looking for a dictation device which incorporates all the simplicity they are used to from an analogue device, but which provides all the advantages of the digital era? Then look no further than the Digital Dictation & Transcription Kit – Silver Pro. It includes the both the DS-2500 Dictation machine and the AS-2400 digital transcription kit.

Your benefits at a glance:
- Digital dictation that's as simple as using a cassette
- Comes with everything you need for dictation and transcription
- Fast & cost-efficient text creation

When it comes to transcribing the recordings to create text documentation, the kit makes a comfortable and easy job of it – ensuring greater efficiency to save time and costs. As an option, the Digital Dictation & Transcription Kit – Silver Pro can be combined with speech recognition software from Nuance. Nuance has given the OLYMPUS DS-2500 one of the highest ratings for the best results with their speech recognition software.

Enjoy simplicity

With the DS-2500, you have dedicated Record, Rewind, Fast Forward and Stop buttons for quick, easy thumb control. Thanks to outstanding ergonomics, this device is comfortable to operate even when used over a long period. It's lightweight & highly portable – while featuring an attractive silver design.

Save costs

Do you want more recording time for less money? The supplied 2GB SD memory card provides approx. 166 hours, or more than 6 days, of dictation recording time. The SD-card can then be effortlessly inserted into any standard SD card slot on either a PC or Mac for quick transcription.

Save time

If you want to save time, start with digital dictation. Voice recording is up to seven times faster than typing – so you can dictate an entire A4-sized document in just 2 minutes instead of typing it up in 14 minutes. Boost your efficiency even further with optional speech recognition software by Nuance.

Digital Quality

Get perfect, crystal-clear sound and speech comprehension, easy dictation management and convenient control of transcription software. The curse of microcassettes is over – say goodbye to the cable clutter, very slow rewinding, poor sound and other disadvantages.

Easy to use dictation management

Both the dictation and transcription modules of DSS Player Standard software provide a complete overview of all the information you need to easily manage the dictation inbox. Only the minimised view of the player is visible while transcribing so you can concentrate on the document.

Premium transcription hardware

The USB foot pedal gives you full control of the player with your foot so you do not need to switch between the mouse and keyboard to wind back and forth. Typists will also appreciate the comfortable under-the-chin headphones: quick to slip on and off.

OLYMPUS®

Case Study: From obsolete hardware to a digitalised document creation process

A busy General Practice with 9,500 patients, Holmside looked to find a new future-proof voice-to-text solution that integrated with their EMIS clinical system.

Based in Newcastle, Holmside Medical Group provides GP services through its excellent team of forward-thinking local doctors and healthcare professionals. Holmside's busy team of 28 staff is responsible for the expert care of 9500 patients.

Holmside's previous digital dictation hardware had worked well, however with all of their PCs upgraded to Windows 7, they found the equipment had become obsolete. An opportunity to upgrade, they needed a solution that would be simple to use, future-proof and value for money.

Holmside selected Philips SpeechExec Enterprise software – together with Philips SpeechMike microphones. It was of particular importance that the equipment could be entirely integrated with EMIS web; their clinical system.

This meant that finding patient data was simple while at the same time eliminating any possibility of creating letters with incorrect patient information. Staff commented that it was much easier to find records in the system and that the SpeechMike sound quality was outstanding. Faster turnaround time for letters to patients and consultants in addition to the ability to see what work was in the pipeline were further benefits.

Holmside gained peace of mind with full encryption and secure file transfer; protecting their patients' data. With the licensing system, this meant that they did not need to purchase any additional licences – they could be easily added when needed; reducing costs. The SpeechMikes also benefit from an antimicrobial surface which drastically increases hygiene – a vital requirement. Consequently, the new solution provides Holmside with a system that successfully supports them in delivering the highest possible primary healthcare to their patients.

SpeechExec

PHILIPS

Creative freedom in a powerful mobile studio

Designed to give you the freedom to create anywhere Wacom MobileStudio Pro packs a whole studio of creative tools into a lightweight mobile pen computer featuring the new Wacom Pro Pen 2. Move seamlessly through your workflow from 2D to 3D wherever you want to create.

The power to run the biggest projects

Created to handle serious workloads, Wacom MobileStudio Pro is powered by a full-featured, Windows 10 computer, capable of running professional creative 2D, 3D and CAD applications. Choose up to 16GB of RAM, an Intel® Core™ i7 processor and NVIDIA® Quadro™ graphics – and up to 512GB of storage. The Wacom Pro Pen 2 is more sensitive, accurate and responsive than any pen we've ever made.

Feel and see the difference on-screen

With a resolution of up to 4K and colour accuracy up to 96% of Adobe® RGB, you'll see every pica, pixel or polygon in perfect detail. The new etched glass surface provides the right amount of resistance to recreate the familiar feel and control of pen on paper.

3D ready

Select models include built-in Intel® 3D RealSense™ camera and scanning software – perfect for product designers, CAD engineers and 3D sculptors who want to capture real world objects as part of their creative process.

Key features:

- Wacom Pro Pen 2, natural feel with pinpoint accuracy.
- Heavyweight power, lightweight body in an elegant, slim design.
- Life-like colour & up to 4K resolution for a brilliant creative experience.
- Intel® 3D RealSense™ camera is perfect for product designers, CAD engineers and 3D sculptors.
- Wacom Stand* lets you move between three comfortable working positions and folds flat for travel.
- Customisable ExpressKeys™, radial menus and multi-touch control provide simple time-saving shortcuts.

*Sold separately
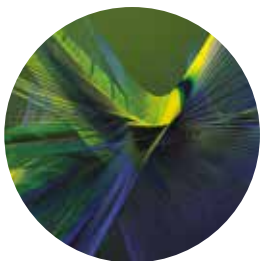
wacom®

MobileStudio Pro

wacom®
3 months
Adobe Creative Cloud
for free

or   or

+   Adobe Creative Clouc

special offer

Create directly on screen with our most natural pen experience ever

The new Wacom Cintiq Pro provides a pen-on-screen drawing experience like no other. Crafted for professional artists and designers, it combines our sensitive new Wacom Pro Pen 2 with a rich resolution to give you the most advanced, intuitive creative pen display ever. Using it, you'll feel immediately closer to your creations.

You won't believe your eyes… or your fingers

With a resolution of up to 4K and colour accuracy up to 94 % of Adobe® RGB, you finally have a display that lets you dive into the details. Drawing on the etched-glass surface gives you a natural pen-on-paper feel, providing just the right amount of resistance. You'll almost forget you're drawing on a screen.

New Wacom Pro Pen 2: natural and precise

Our new Wacom Pro Pen 2 will instantly become your favourite creative tool. It's more accurate and more responsive than any pen we've ever made, giving you an unprecedented level of control to create the extraordinary.

A size to suit your style

13" or 16" – the choice is yours. If you prefer a compact canvas and do lots of drawing and sketching, the lightweight, more portable Wacom Cintiq Pro 13 is the one for you. Wacom Cintiq Pro 16 has a larger, 4K resolution display – perfect if you do more painting and retouching.
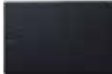
Key features:

- An intuitive, accurate pen-on-screen drawing experience – a game-changer for creative professionals.
- Choice of 13" (1920x1080px, 87% of Adobe® RGB) and 16" (3840x2160px, 94 % of Adobe® RGB) devices to suit your style.
- Draw with virtually no lag, natural tilt support and no need for batteries or recharging.
- Life-like colour & up to 4K resolution mean that what you see is what you get.
- Wacom ExpressKey™ Remote* puts precious time-saving shortcuts at your fingertips.
- Integrated stand for working at an inclined angle.
- Wacom Stand* lets you move between three comfortable working positions and folds flat for travel.

*Sold separately

wacom
3 months
Adobe Creative Cloud
for free

or   or

+   Adobe Creative Clouc

special offer

wacom®
Cintiq Pro

Case Study: Healthpoint uses Signagelive to provide key tools for pharmacists

Healthpoint Technologies, a provider of interactive digital signage tools and healthcare information for pharmacies, is growing its network thanks to the flexibility that Signagelive provides for content distribution.

Healthpoint has been established in the UK for over 10 years and today its screens can be found in pharmacies across the UK and Ireland. More than 1300 systems have been installed in over 850 locations at Independent Pharmacies, Multiples, Health Boards and a number of National Pharmacy Association (NPA) board members have also taken the system.

John White from Healthpoint explains that one of the objectives of this system is to allow pharmacies to display advertising and useful medical information in a sleek and persuasive way. "Signagelive is ideal for this job because of its great adaptability and multiple features. The Signagelive platform & players are extremely stable and reliable. We use Signagelive to manipulate our digital TV content and we are also using Signagelive Screensaver software to display information when Healthpoint Touchscreen kiosk is not in use."

Signagelive ScreenSaver Edition in action

The Signagelive Screensaver software works just like a standard Windows Screensaver; enabling an un-used/inactive PC to show the digital signage content of choice. If the computer is made active and comes out of its sleep state, just like a normal screensaver, it would disappear and the software would minimise and show what was previously running.

White adds, "Pharmacies can take advantage of the adverts on Healthpoint network to let their clients know what's on offer therefore providing a better service and boosting sales. They can also upload their own messages and promotions using a simple play list. "

Healthpoint offers different products depending on the pharmacy's size, layout and needs. From stand-alone kiosk systems, to Healthpoint TV and Healthpoint interactive screens. The monitor sizes in the pharmacies vary from 22in to 42in.

Cambelle Pharmacy, in Catford, London has been using Healthpoint for three years. Pharmacist Kalvant Verdi comments, "At the beginning, we were not sure how useful this system could be for us, but we do find the information very good and reliable, and our clients love it. Not everybody has access to the internet or knows how to find their way around it to get the information they need. With Healthpoint, we have over 3000 topics clearly and easily explained. People can search for themselves or we can guide them through it. We have very clear information about ailments and conditions and people can choose to have a print out of it and take it with them. The topics are updated in a monthly basis.

DOCUMENT MANAGEMENT

During 2018 the world of Print and Scan will continue to innovate with both smaller, more personal multi-function devices as well as industrial strength systems, designed to handle large volumes and to support the whole business.

But a big driver of incremental sales this coming year will be in the support of GDPR processes and requirements. SMBs will need to be able to track and manage customer data securely without risk of it getting mislaid or into the wrong hands.

Read on and talk to Northamber about the latest products in our ever expanding portfolio and how they help to protect the GDPR requirements of your customers.

Things to consider…

Can multifunctional printers cope with demand?

How much scanning do you need to do daily?

Are you using third party document management or capture software?

OUR BRANDS INCLUDE

brother
at your side

Canon

FUJITSU

Kodak alaris
Authorised Distributor

Wasp
BARCODE TECHNOLOGIES

ALSO AVAILABLE

IRIS
A CANON COMPANY

Canon

RICOH

KOFAX

IF IT WORX, IT'S
UTAX

Brother scanners improve cash flow for logistics company

North West based Kenley Warehousing and Distribution, which transports goods around the UK, is reaping the benefits of using Brother's scanners as part of a complete proof of delivery (POD) solution.

"The picture quality from Brother's DS-820W is excellent and the file size is small so drivers don't have to worry about running out of memory while they're on the road."

Campbell Elliott, Transport Manager,
Kenley Warehousing
and Distribution

Paper proof of delivery meant invoicing delays

"Our drivers used to set off at 4am on a Monday morning, travelling round the country for drop offs and pick-ups and rarely came back to the office. The customers would sign a POD at the destination and the drivers would return them at the end of the week. We would then post out the invoices," said Lesley Walker, Kenley's financial director.

"The delay meant that we weren't able to issue invoices until up to two weeks after the jobs had been carried out. We knew that we had to update the system to streamline processes and speed up payments.

Technology means faster payments

"Drivers can now scan the PODs on the Brother DS-820W as soon as the goods hit their destination. This automatically updates our system and means that we can email invoices out immediately.

"This technology has dramatically reduced admin time and means that customers can see their PODs straight away, enabling them to notify us of shortages or damages at much earlier date", Lesley added.

Campbell Elliott, Kenley's Transport Manager said: "The scanner itself is superb and really easy to use with.

The picture quality is excellent and it only produces a small file so they aren't memory heavy but even so, it comes with a huge memory card which can store up to 200 documents. The drivers can now get the paperwork back seconds after delivery."

brother at your side

Canon DR-M260. The perfect fit for any SMB business

SMB businesses are facing many challenges in today's fast-paced office environment. Whilst Canon can't control the wider economy, let us help you take some of the pain and costs out of running your business. This will enable you to focus on your customers and more business critical tasks.

The feature rich imageFORMULA DR-M260 is perfectly tuned for the rigours of modern, office environments. It ensures that document capture is an efficient business process that improves data collection accuracy and ensures employees are able to commit more time to core functions.

- Ease of use (e.g. compact, lightweight, user friendly, LCD panel,paper feeding error detection and paper eject sensors)
- Enhanced productivity (e.g. DR-M260 delivers a significant boost to business scanning productivity. Duplex + the new on-board processor enables scanning speeds up to 60 ppm)
- Versatile document processing

A RELIABLE, HIGH-QUALITY & COMPACT DESKTOP SCANNER, WITH IMPROVED CAPTURE SPEEDS.

Canon imageFORMULA DR-M260
Productivity Boosting Desktop Scanner

- 600 x 600 dpi resolution
- Scan speed: 60 ppm
- Double sided scanning (Duplex)
- 80-sheet ADF
- 7,500 duty cycle per day
- CapturePerfect, CaptureOnTouch and Kofax VRS

Handle exceptions with optional flatbed.

Scan bound books, journals and fragile media by adding the Flatbed Scanner Unit 102 for documents up to A4 or Flatbed Scanner Unit 201 for A3 scanning. Connected by USB, these flatbed scanners work seamlessly with the DR-M260.

Flatbed Scanner Unit 102

Flatbed Scanner Unit 201

Canon

Embracing digital transformation with Fujitsu's scanning solutions

Small and medium sized business (SMBs) are dealing with a number of pressures and are seeking ways to maximise their efficiencies, reduce costs and enhance their customer offering. Add to this the complexities associated with regulatory compliance (further enhanced by upcoming GDPR) which has created a need to implement document retention policies and strategies and to seek technology that can help manage all business information more efficiently whilst ensuring its privacy and physical protection.

From a cost saving perspective alone many SMBs should be seeking to achieve significant cost reductions in the following areas:

- Photocopying and Printing
- Physical Storage Space
- Premises
- Shipping
- Expenses
- Employees
- Overtime
- Courier Services
- Administrative Costs

Document scanning will help them cut a number of direct and indirect costs, accelerate their business processes, streamline business operations, aide with regulatory compliance, address green directives and ensure the protection of their valuable information asset.

Selected ECM technologies that are particularly beneficial for the SMB sector include:

Forms processing for processing documents such as accounts payable, purchase orders and invoices. Forms processing can be used to scan and extract data from either typed or handwritten text and can reduce processing time from weeks to literally hours.

Archive and retrieval can assist by converting paper-based documents such as customer records, HR records, contracts and other related business documents into electronic documents that can be archived. These electronic documents can be searched and retrieved for viewing or printing. Accessing electronic documents is much faster, enabling SMBs to have efficient document access for audits associated with regulatory compliance.

Document distribution can be used to electronically distribute documents using cloud services and smart devices promoting the proliferation of mobile working. Additionally, this can be used for redundant off-site storage to ensure the physical protection of data.

Workflow can be applied to automate business processes by routing electronic documents to appropriate departments or individuals to expedite the approval processes.

Image enabled software gives SMBs the ability to add scanning and document management functionality to existing lines of business applications and business processes such as customer and vendor databases. This gives them the ability to implement document imaging without having to change the way employees are used to doing their jobs.

Document scanning solutions can be used to address many diversified applications including:

- Disaster recovery
- HR records management
- Customer records management
- Student records management
- Accounts payable
- Accounts receivable
- Transaction processing

- Patient records management
- Client records management
- Document distribution

Return on Investment

In addition to business improvement benefits, there are many other tangible returns on investment benefits that SMBs may achieve from implementing document imaging technologies. These include the following:

- Cut costs associated with the labour required to manage paper-based transactions. In many cases, organisations have increased productivity with the equivalent or less staff members or those that can work more efficiently remotely.

- Significant savings are also achieved by eliminating the photocopying, printing and courier service costs associated with paper filing systems.
- Eliminating the physical storage of paper can decrease the need for additional office space. Organisations whose retention policies do not permit the immediate destruction of paper documents will often save money by utilising less expensive off-site storage.

- Increase the volume of transactions and revenue by reducing processing time. This also facilitates improved customer service and overall customer satisfaction.
- The ultimate ROI is the result of redundant off-site storage, ensuring business continuity should they experience any type of data storage disaster.

Implementing document imaging technology in SMBs can yield many benefits such as:

- Faster access and retrieval of documents associated with customers, employees, and transactions to improve customer service and expand their competitive advantage.
- Track access and manage information more efficiently to assist with regulatory compliance related to the protection and privacy of information.

- Leverage the internet to enable better business to business communication and better business to consumer communication.
- Reduced risks of misplacing or losing critical business documents.
- Remote access to corporate information helps facilitate mobile workers.

FUJITSU
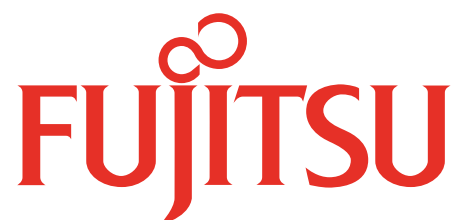
Leveraging technology to embrace digital transformation

The Alaris IN2 Ecosystem is a powerful combination of best-in-class scanners, software and services and partnerships, designed to take complexity out of information capture, to simplify and improve the way people work.

Regardless of business size or sector, digital transformation is the key to increased productivity, greater business insights, accelerated business growth and a sustainable competitive edge. The digital age is upon us and there's no better time for SMBs to embrace digital transformation.

Most SMBs have the same goals as their larger counterparts, however they don't always have comparable in-house resources or technical know-how to fully embrace the DX economy. Investing in information capture solutions that work for them, can be the first step for many on the road to digital transformation, and the Alaris portfolio offers solutions at the right cost and capacity, from desktop data capture right through to high-volume operations.

Alaris S2000 Series

The new Alaris S2000 Series includes two USB-connected models (Alaris S2050 and S2070) and two network/wireless models (Alaris S2060w and S2080w). These scanners boast rated speeds between 50 and 80 pages per minute (ppm) and increase productivity by automating much of the work traditionally done by people and host computers.

Compact, powerful, and easy to use with a robust feeding system that efficiently handles a wide range of media, the S2000 Series Scanners are feature-rich.

Productivity-boosting features which increase the speed & efficiency of day-to-day workflows include:

- Embedded Image Processing which delivers crisp, clear images without requiring a high-powered (or expensive) host PC;
- Breakthrough Active Feed Technology aligns the leading edge of paper to avoid multi-feeds and misfeeds and;
- Controlled Output Stacking places paper neatly in the output tray. Users benefit from spending less time preparing documents for scanning and dealing with messy output stacks.

Three optional flatbed accessories can be integrated with the scanners for increased versatility and productivity. For example, the S2000 Series is designed to 'dock' on top of the new Alaris Passport Flatbed Accessory, offering a quick and easy solution for scanning passports, ID cards and other small, fragile documents.

New generation of software

A new generation of software offers flexible and powerful batch capture for a wide range of industries and vertical markets. Alaris Capture Pro Software v5.5, a dedicated workstation-based information capture solution that ensures security and reliability without depending on internet connectivity for scanning and processing, has been optimised to work seamlessly with the new S2000 Series.

Alaris IN2 Ecosystem

Today's complex data environment needs an integrated approach to information capture. The IN2 Ecosystem delivers the best information capture solution for business with industry-leading scanners, software & services delivered by a network of trusted partners.

Alaris Info Input Solution and Info Input Express are web-based and mobile capture applications that are easy to implement and use for workers who regularly scan across departments and enterprises. Info Input Solution and Express enable effortless information capture from scanners, smart devices (via mobile app), and digital files (including email) from one application. Info Input Express Limited Edition is bundled with every S2000 Series Scanner.

IN2 Ecosystem gives you the:

- **Right Fit:** Solutions to fit your business goals, environment, and budget
- **Right Experience:** Solutions that simplify your work — from acquisition through operation and ownership
- **Right Results:** Solutions that deliver superior business value through fast, accurate, reliable information capture

Great software included - upgrade as you need

Alaris S2000 Series Scanners come with Alaris Info Input Express Limited Edition Software, which uses OCR to enable easy and automatic data extraction, helping drive digital transformation.

- **Alaris Capture Pro Software** — Enterprise document capture software ideal for businesses that require high performance, fully-featured batch capture solutions.
- **Alaris Info Input Express Network Edition** — Web capture software ideal for departments that require simple distributed capture solutions distributed capture solutions.
- **Alaris Info Input Solution** — Web capture software ideal for customers who need a single platform for distributed and batch scanning environments.

For more information on the latest promotions from Kodak Alaris please visit: www. rewardsprogramme. kodakalaris.com/partner-site/

Kodak alaris

Authorised Distributor

NEW Wasp MobileAsset with DR2 bundles

MobileAsset provides an easy-to-use interface (with a customisable dashboard) designed to meet the asset tracking needs of small to medium-sized businesses, departments within large enterprises, government agencies, educational institutions, and healthcare organisations.

DR2 2D Android Mobile Computer

The new DR2 2D brings a new level of compact size, functionality and durable construction to an enterprise digital assistant. Not only delivering a slim device with stylish look, this device is also equipped with industrial-grade functions to meet the needs of a mobile workforce. The DR2 is an ideal, portable tool to streamline work processes in retail and field service.

The DR2 2D's user interface comes equipped with a 12cm (4.7in.) high-visibility colour graphic display. The Gorilla Glass II with capacitive touch panel makes for a highly visible and durable display. The integrated 2D scan engine allows for scanning multiple symbolises in both 1D and 2D barcodes.

Offered with Android 4.3 operating system, the DR2 2D is powered by a 1.5 GHz microprocessor, making it particularly suitable for today's inventory solutions. Its internal components are protected by a ruggedised housing that is sealed against moisture and dust (IP65 particulate and water sealant rating), and capable of resisting multiple 1.2m (4ft.) drops to concrete. The unit's LED and haptic feedback indicators make for easy-to-recognize alerts during use. Additionally, the DR2 2D's integrated laser scanner is capable of reading all standard 1D or 2D barcodes including QR codes and GS1 Databar linear barcodes.

MobileAsset

MobileAsset gives you the ability to immediately find any asset, to stop wasting time searching for missing items and to eliminate unnecessary replacement of lost assets. Schedule and track completed maintenance to ensure you get the most out of your equipment. Check-out assets to employees and customers with assigned due dates; when those due dates are passed, you will be notified via alerts. To make the best business decisions relating to your assets, a variety of management reports are included.

MobileAsset

MobileAsset provides an easy-to-use interface (with a customisable dashboard) designed to meet the asset tracking needs of small to medium-sized businesses.

SERVERS & STORAGE

Today's SMB customers are looking to extend the life of their servers through the use of high performance upgrades such as Solid State Drives (SSDs) and expanding memory, to avoid the cost and complexity of regular replacement.

Cloud computing is also driving many SMB customers to build hybrid models that balance the use of in-house and cloud infrastructure for maximum efficiency. The same goes for backup, where technology is enabling the use of cloud to simplify secure backups and maximises the availability of key data.

The growth of Software Defined Storage (SDS) is also driving the opportunity for consultancy, software and hardware sales. Check out our Nexenta products & bring new bring new levels of flexibility to SMB customers.

Finally, SMB customers are looking for products and brands that deliver the performance and capabilities they need but without breaking the bank.

Talk to the experts at Northamber to ensure you are maximising the Server & Storage opportunity.

Things to consider…

Which back up solution is right for your needs?

Which operating system will you require?

Which Warranty (Service Level Agreement) will give you the right protection?

OUR BRANDS INCLUDE

ALTARO

crucial
by Micron

FUJITSU

nexenta

OVERLAND TANDBERG

SUPERMICRO

VERITAS

ALSO AVAILABLE

Micron

ORIGIN

Efficiency, reliability and performance to help you get more done

Supermicro is a global leader in high performance, high efficiency server technology and innovation.

BENEFITS OF SUPERMICRO SERVER SOLUTIONS:

- High performance
- Scalable
- Flexible
- Reliable
- Reduced IT footprint
- Reduced Total Cost of Ownership

We develop and provide end-to-end green computing solutions that range from complete server, storage, blade and workstations to full racks, networking devices, server management software and technology support and services.

We offer a high degree of flexibility and customisation by providing what we believe to be the industry's broadest array of server building blocks and configurations for the optimal solution to your computing requirements.

1U Ultra SuperServer®

This ultra high performance, unified solution is the perfect example of the server-grade quality that characterises even our most flexible business machines.

Supporting Intel® Xeon® Scalable processors, this dual socket system employs up to 10 hot-swappable hard drives and supports multiple interconnect options.

Available as an all flash NVMe solution with support for GPU cards and wide I/O options, each configuration undergoes Supermicro's strict quality assurance tests for uninterrupted up-time and total peace-of-mind.

Whisper Quiet Workstation

Supermicro's new generation X11 SuperWorkstations are optimized for applications requiring powerful graphics capabilities, including rendering and image processing.

The motherboards of the Compact DP Workstation support up to: 2TB ECC DDR4-2666MHz memory in 16 DIMM slots, 6 PCI-E slots including 4 PCI-E 3.0 x16 slots and 2 PCI-E 3.0 x8 slots for GPUs, 10 SATA3 (6Gbps), 2 NVMe, 8 USB and dual Gigabit Ethernet LAN ports.

Use cases: Multi-use and virtualised environments & high performance database processing

Development box, financial analysis, oil and gas simulations, code optimisation

Case Study: GleSYS Offers the Next Generation of Cloud Solutions

Founded in 1999, GleSYS Internet Services AB (GleSYS) is a next-generation cloud platform that provides flexible, scalable hosted Internet solutions to customers across the world.

Challenges

Before GleSYS implemented their current architecture, they were dealing with ongoing issues that were typically related to storage. "We needed to find a solution where both the technical guys and sales guys actually understand our use case and what we wanted to do. We were not interested in buying a lot of bells and whistles that we don't need. Looking deeper, you could see that the issues were always IOPS-related in some way," said Johansson.

Solution

GleSYS has been working with Layer 8 IT-Services and Nexenta since October 2014. The Layer 8 team recommended that GleSYS try using flash instead of relying solely on hard disk drives (HDDs). The GleSYS team was intrigued by the smaller power and cooling requirements needed from flash solutions and, although they had become aware of Fusion ioMemory, this was their first foray into using flashstorage. "NexentaStor had already proven itself at GleSYS. With the breakthrough economics found with the NexentaStor/InfiniFlash solution, combined with its performance and minimal footprint, the value of this solution was very appealing to GleSYS. With the cost/GB, we see a lot of scenarios which could benefit from this solution, such as virtual data centre, Big Data, media streaming, Hot Archive and more," said Johan Tungström, CEO at Layer 8 IT-Services.

Glenn Johansson, the founder of GleSYS met with the Nexenta team at VMworld in San Francisco and later invited Layer 8 IT-Services to build a NexentaStor hybrid solution as a test in the Stockholm data centre. They installed NexentaStor with hybrid pools populated with 10K HDDs. "That performed well and we had a really good experience with the Nexenta solution," said Bergman.

Key Facts:

The Challenge:
Experiencing performance issues with legacy storage system

Solution:
NexentaStor

Platform:
InfiniFlash™ System from SanDisk

Use Case:
Server Virtualisation / Hosting

The Benefits:

- Three-year ROI
- 9X improvement in server density
- 2X increase in IOPS
- 10X reduction in admin time

Fujitsu CELSIUS Workstations support the highest professional level

Thanks to the end-to-end capabilities from design, engineering to production, CELSIUS workstations have gained a great reputation for being whisper quiet, offering ingenious thermal management and cooling as well as reaching world-leading benchmark results.

Mobile Workstations

Whether you are an architect, engineer or designer & whether you are in the office or at the customer's site, you require your mobile workstation to deliver the maximum performance. The CELSIUS H series combines stylish design with maximum security thanks to its optional palm vein technology.

CELSIUS H970

Ever wished your laptop could go the distance, even into the future? This mobile workstation pushes the limits in terms of graphics capabilities, storage and connectivity.

Build your business on a solid foundation with Fujitsu.

At Fujitsu we help SMBs manage their daily business by removing complexity and offering affordable, easy-to-use solutions combined with the right service.

Desktop Workstations

CELSIUS workstation PCs from Fujitsu are leading-edge computers for professional, demanding applications in various fields like CAD, CAE, AEC, Oil & Gas, HPC or Healthcare. Enjoy a great selection of processors, hard drives and professional graphics cards, components for 24/7 usage, top benchmark results as well as long lifecycles variants (minimum of 36 months).

CELSIUS W570

If you thought you would need to sacrifice performance, expandability, price or energy efficiency in a micro-tower design – think again. As an industry first, the FUJITSU CELSIUS W570 desktop workstation goes far and beyond with its innovative 21 litre, space-saving micro-tower design.

CELSIUS M740

At Fujitsu, we are proud of our engineering capabilities which allow us to optimise the CELSIUS M740 to combat today's professional and technical challenges with high-end components & support you to work comfortably in the most quiet of working environments thanks to its near-silent noise emission of 20dB(A)

Introducing Fujitsu's Reliability Promise

At Fujitsu we develop our products to meet the highest standards in both quality and technology.

More details available at https://www.fujitsu-promotions.com/reliability/

Transform your IT into a Competitive Advantage

FUJITSU Server PRIMERGY systems provide the most powerful and flexible data centre solutions for companies of all sizes, across all industries and for any type of workload.

PRIMERGY Tower Servers

PRIMERGY TX tower servers provide SMEs and branch offices with the perfect combination of record-breaking performance, outstanding energy efficiency, rock-solid reliability and investment protection.

PRIMERGY Rack Servers

Simplified operation, enhanced quality and faster productive deployment thanks to our supply model and build-to-order process; these are the primary advantages of our PRIMERGY RX rack servers.

It's not just ITPro that rates our servers. We're delighted that Fujitsu holds four of the top 10 slots in the VMware VMmark Performance benchmarks. In particular, we hold six of the top seven places in its performance with server power benchmark (including top spot). We also hold two of the top three spots in the performance with server and storage power benchmark.

"a small server that's perfect for small budgets"

Fujitsu PRIMERGY RX1330 M2
ITPro Verdict: A low-cost, low-profile rack server ideally suited to SMBs that want plenty of expansion options and minimal noise levels

"a powerful rack server with a tempting storage proposition"

Fujitsu PRIMERGY RX2540 M2
ITPro Verdict: Excellent value; Flexible storage upgrades; E5-2600 v4 Xeon power; Low power consumption

We are so sure of the excellence of our **Servers, SANs and CELSIUS Professional Workstations** that we have created our Reliability Promise: should a hardware defect covered by the Fujitsu Standard Warranty for your server, SAN or CELSIUS Professional Workstation occur within one year of purchase we are offering our customers a repair and a full refund of the purchase price*.

*Note - Hard disk drives will not be included within the reliability promise and will be managed under standard warranty.

When to recommend upgrading or replacing aging computers

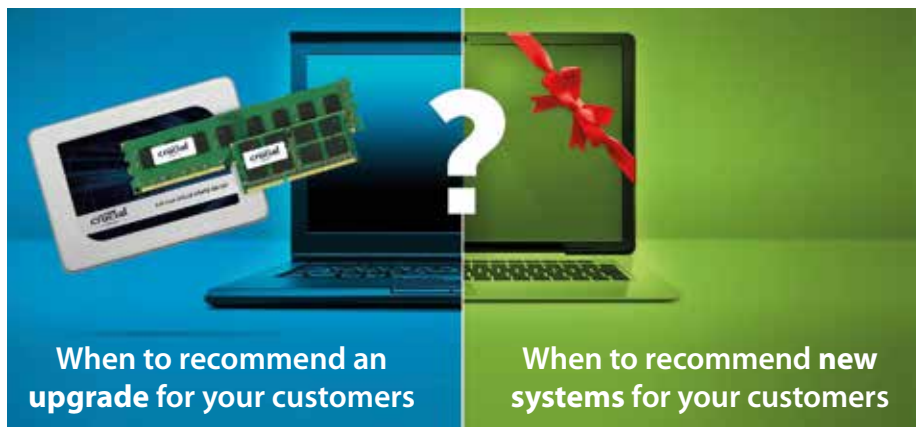## Win trust by recommending the right approach for your customers' needs.

Every day, your customers are faced with a difficult time and money decision: Should they upgrade or replace their company's aging computers? Crucial surveyed over 350 IT managers worldwide to see which approach was most effective, and more than twice as many chose to upgrade systems instead of replace them.1 However, it's a complex decision, and both approaches work … in the right instances. Here are the findings from the survey and how you can use this data to win trust and recommend the correct approach for your customers.

- **The typical refresh cycle is 3-4 years**, but the smaller the business, the longer they typically use each system (often running them until they crash)
- **50% of IT managers typically upgrade**, 28% typically re-image and redeploy, and 19% typically replace
- IT managers agree that **cost-effectiveness** is the main decision factor
- Doubling a system's memory from 4GB to 8GB and adding a 275GB Crucial® MX300 SSD **often costs 75% less than buying a new system**[2]

The outcome:

Faster performance and increased productivity

When to recommend an upgrade for your customers

When to recommend new systems for your customers

When to recommend an upgrade for your customers

- Computers are upgradeable; they're either still using a hard drive and/or you can install more RAM in the machine
- Your budget is limited and/or already earmarked for other projects and expenses
- Employees primarily store data on the business network, making it fast and easy to install SSDs
- Your employees using the aging systems are resistant to change when it comes to technology – upgrading maintains what they're comfortable with
- Your employees are constantly complaining about slow computers and need a quick, affordable fix
- New technology is on the horizon, and you'll be able to take advantage of it for less in the near future

When to recommend new systems for your customers

- Your systems have already been upgraded and/or aren't worth upgrading. CPUs are Intel Core i3 or older, memory technology is DDR2 or older, or the system can only accept 4GB of RAM.
- Your time is more limited and you've already budgeted for new systems and/or have enough money to do replacements
- The computers need to run a new OS or application with increased hardware requirements, and it's easier to just replace computers
- You're able to replace enough systems to take advantage of quantity discounts (or have leverage to negotiate for one)

Top Reasons Backup Exec™ Beats Veeam

One backup to rule them all solves the problems point solutions create.

IT'S NOT JUST BACKUP— IT'S A POWERFUL, FLEXIBLE, TRUSTED BUSINESS SOLUTION

Solve more problems with less complexity. Veritas Backup Exec™ helps meet business expectations for data protection, reduce storage costs, secure confidential data, achieve regulatory requirements, and eliminate niche backup tools from your infrastructure.

Protect all your data, not just some of it

The powerful, simple recovery solution of Backup Exec protects all your data no matter where it lives: whether virtual, physical or in the cloud. Veeam® is primarily focused on virtualized environments, and major analysts have raised cautions about their limited support for physical servers and integration with Microsoft Azure, Amazon Web Services™ AWS public cloud storage, and Google™ Cloud Platform. Customers with physical Microsoft and Linux workloads get a beta solution, with limited features and a separate GUI for protecting that data. A major analyst report calls Veeam's support for physical servers limited, and their to-the-cloud data protection capability unproven. Backup Exec is designed

to protect the most commonly deployed operating systems and provide a single pane of glass view for comprehensive data protection management and regulatory compliance.

Be confident in your journey to the cloud

Backup Exec provides easy, one-click backup to public cloud solutions such as AWS, Azure and Google. With direct cloud connectors and flexible hybrid cloud options, Backup Exec keeps you close to your cloud data. Veeam's Cloud Connect is designed with managed service providers in mind and costs up to 30x more than a comparable Backup Exec solution.[2, 3] Additionally, Veeam lacks API integration with public cloud storage providers, such

as Amazon and Microsoft, which may complicate your data recovery when you really need it.

Experience matters

A leading analyst firm calls Backup Exec mature and scalable, with capabilities usually only found in enterprise data protection solutions. With more than 25 years of collaboration with Microsoft, Dell, VMware and other industry leaders, including numerous Microsoft certifications, Backup Exec is founded on many years' more experience of data protection over Veeam.

VERITAS™

Case Study:
Alan Blunden
& Co Ltd.

Alan Blunden & Co Ltd is a local insurance broker in the UK, providing a range of affordable insurance products for commercial and personal use. The business prides itself on its friendly service and tailored insurance products, including personal motor, household and travel insurances and a comprehensive service and product range for its commercial clients.

Key Facts:
Industry: Insurance

Location: United Kingdom

Number of Employees: 1-50

Contact: Andrew Jackson, IT Manager

"Using Altaro is much simpler than what we were doing before and it is very cost effective. The new capability it has delivered in terms of backup compression is a major bonus for us. Storage capacity costs money and this Altaro VM Backup feature has directly helped us to lower the cost of our backups"

The Challenge

The expansion of its Hyper-V infrastructure forced Alan Blunden & Co Ltd to look for a backup solution more suited to a virtualised environment.

Alan Blunden & Co Ltd's IT Manager | Andrew Jackson, explains: "We had an expanding Hyper-V infrastructure. In two years we had added four new Hyper-V hosts to our domain controller. Managing backups individual VMs on these multiple machines was simply becoming too complex and time-consuming. We couldn't allow a situation where mistakes could be made or data lost – and we realized we needed a better way of managing VM backups."

The Solution

Andrew's search for VM backup solution led him to the VM Backup solution from Altaro. Altaro VM Backup is an easy-to-use, fast and reliable backup solution designed to take the hassle out of backing up Microsoft Hyper-V virtual machines.

The Benefits

Altaro VM Backup has an intuitive user interface that is designed for ease of use. Users can avoid complex configurations, and time-consuming and costly dependencies on SQL or dedicated client Windows machines. Along with the price, Andrew says ease of use was a key reason to select Altaro, and on ease of use it has not disappointed.

But while ease of use and the price point were the key attractions of Altaro, Andrew identifies a number of additional benefits Altaro VM Backup has delivered for Alan Blunden & Co Ltd, including:

- Simplification of the VM backup processes
- Reduced cost of backups
- Improved retention
- Improved compliance reporting

_"There's no big story to tell: it's priced well and it works well."_

ALTARO

RDX® QuikStor™ Off-Site Storage for the ultimate Ransomware protection

Easy-to-use storage solution for full data security.

Ransomware has emerged as the most dangerous cyber threat for organisations. Almost every day, we read about new incidents in the news. Ransomware is a type of malicious software that blocks access to the victim's data until a ransom is paid. After a ransomware attack, system might be locked, or files are encrypted or inaccessible.

Ransomware attacks are typically carried out using a Trojan that is disguised as a legitimate file like invoices, order confirmations or notifications that the user is tricked into downloading or opening when it arrives as an email attachment. Another threat are links on already infected websites.

"Regular backups are not sufficient"
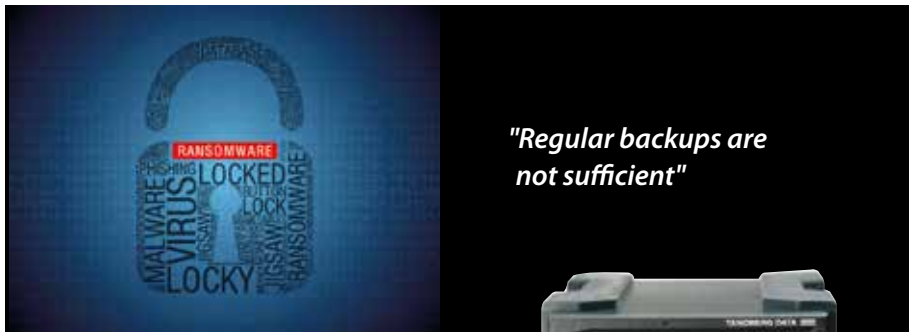
Regular backups are not sufficient

Ransomware attacks can also effect backup files even if they arestored on other systems. As soon as the ransomware has infected a computer, it is able to spread amongst other systems through the network. So backups to NAS systems or other computers are threatened as well.

Read on to find out more about why RDX Quickstor back up offers full protection for your customers.

Understand the RDX Quickstor solution to storage backup — read on over the page.

Challenges:
- Ransomware attacks and other cyber crime are threatening any business today
- Security software cannot protect the business sufficiently as it is not aware of future cyber crime
- Users are not aware of threats hidden in email attachments or web-links
- Companies struggle to find an appropriate solution against virus & ransomware attacks
- Regular backups are good but not sufficient for full data protection

Solution Benefits:
- Reliable protection against virus & ransomware attacks
- Easy to install and easy to use
- No need to worry about your security updates
- Flexible, integrates into a broad range of use cases
- Compatible with backup and archiving applications
- Rugged design, no special care required
- Ensures business continuity and no ransom to get your data back
- Affordable

Off-Site Storage for Ransomware Protection (cont.)

The 3-2-1 Data Protection Strategy

The 3-2-1 backup strategy ensures full data protection against a disaster and ransomware attack. This backup strategy recommends creating 3 backup copies on 2 different media and to store 1 media off-site. In this scenario, one media works as a primary backup and another media as a secondary backup target. If one media fails, the other media is still available for recovery tasks. In addition, a third copy will be stored on a removable media to place this copy off-site for full ransomware protection.

The 3-2-1 Data Protection Strategy

x3
Create **3** copies of data
(1 primary and 2 back-ups)

x2
Keep data on at least **2** types of storage media
(Local drive, NAS, tape etc)

x1
Store **1** of these offsite
(secure storage, RDX etc)

RDX® QuikStor™ ruggedised, removable and simple

Tandberg Data's RDX QuikStor is a removable disk system which simply attaches to computer systems via USB. It consists of a drive and a media. The drive is constantly connected to the computer system. The media has a rugged design, it's reliable, fast, easy-to-use, and tough enough to cope in busy and harsh environments. This ensures data integrity for off-site storage. Drive and media are fully backward and forward compatible, which reduces operational costs.

RDX QuikStor is compatible with almost every backup and archiving application and is an ideal component to build a 3-2-1 data protection strategy. Here, RDX QuikStor can operate as a primary and secondary backup target and to store backups off-site.

Media Rotation

The removability of the RDX media allows especially smaller environments with single server infrastructure, laptop users or single NAS implementations, ransomware protection by using media rotation. In this case, a single backup target with RDX QuikStor is implemented. Using multiple media enables to alternate the media after the backup has finished and provides multiple layers of protection. One media would reside in the drive ready for the backup, one media is located offsite at an external location and the third and fourth one are on their way either to or from the office.

RDX Media Rotation

RDX Drive

Offsite Vaulting

In Transit
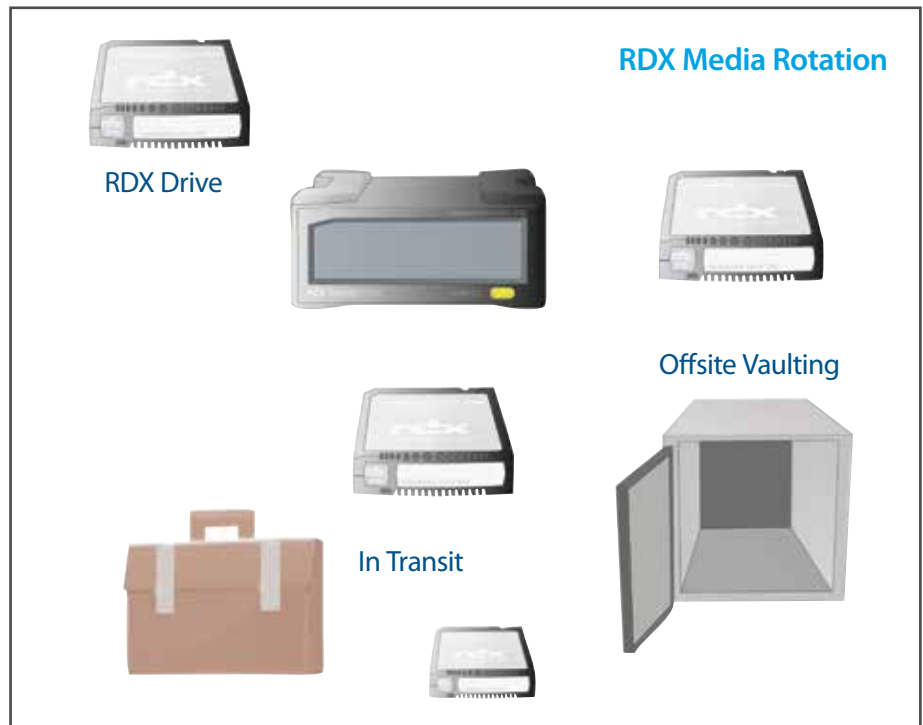
RDX WORM media with RansomBlock feature*

In environments with critical business data and frequent backups per day, putting data off-site might be difficult to implement. In this case, the use of RDX WORM media is an ideal alternative. WORM (Write Once Read Many) refers to a technology that prevents data from being deleted, manipulated, changed or overwritten.

The WORM functionality prevents data to be threatened by virus or ransomware attacks. As several backup applications need to modify existing data, the RansomBlock

feature allows authorised applications, like backup software, to perform modifications to the data although they have been wormed.

Customer benefits:
- Full data protection against virus and ransomware attacks
- Seamless integration into existing environments
- Fast recovery from a local incident due to high throughput and short data access time
- Low purchase cost and TCO optimises budget
- Ease of use reduces operational costs
- Meet compliance requirements for electronically stored data
- RansomBlock feature blocks unauthorised data write access

* RansomBlock is a feature of rdxLOCK software

OVERLAND TANDBERG

NETWORKING & SECURITY

The Network is the backbone that connects all devices, applications and users in our SMB customers. The move to cloud management is bringing ease of use to what otherwise could become a complex environment to manage. Northamber has the products and expertise to help you bring cloud management to your customers.

Security has never been higher up the agenda of SMB companies – they are more vulnerable to attack than large enterprises and more of them fail more quickly as a result of these attacks, according to WatchGuard research.

With highly publicised security breaches happening on a regular basis, there has never been a better time to talk Security to your customers. At Northamber we are providing UK Resellers with much more than great Security products and solutions. Talk to us about GDPR, training, configuration support, installation support as well as pre- and post-sales support.

The following pages give a flavour of the how Northamber can help you provide Networking and Security products and services to your SMB customers.

Things to consider…

Consider network redundancy.

Consider how growing data needs will impact on network infrastructure.

Networks are vunerable to attack unless adequate security is put in place

Discover the YubiKey, the number one security key for Two-Factor Authentication

Yubico sets new global standards for simple and secure access to computers, servers, and internet accounts.

The company's core invention, the YubiKey, delivers strong hardware protection, with a simple touch, across any number of IT systems and online services. The YubiHSM, Yubico's ultra-portable hardware security module, protects sensitive data inside standard servers.

Yubico is a leading contributor to the FIDO Universal 2nd Factor open authentication standard, and the company's technology is deployed and loved by 9 of the top 10 internet brands and by millions of users in 160 countries.

Secure login for computers, phones, online services, and servers

- **Strong authentication**
  Compromised credentials pose the biggest IT security threat to business today. The YubiKey strong multi-factor authentication protects the online accounts of employees, partners, and customers from malware, phishing, and man-in-the-middle attacks.

- **Trusted solution**
  The world's leading organisations, including corporations and government agencies, trust Yubico authentication products to secure online access. With Yubico multi-factor authentication, you fully own and control your encryption secrets.

- **Fast deployment**
  Whether you have 20 or 200,000 employees, the YubiKey offers fast and simple deployment. We provide a hosted validation service, open source server software, and native integration in hundreds of applications.

Multiple authentication protocol support

The YubiKey supports multiple methods for authentication, enabling the same key to be used across services and applications:

- Smart Card (PIV)
- Out-of-the-box native integration for the Microsoft environment the YubiKey changes the game for Smart Card deployment.
- FIDO U2F
- The new standard for multi-factor authentication on the web, supported by all Android devices and modern browsers. Yubico is co-author of the FIDO U2F standards and a founding member of the FIDO Alliance.
- One Time Password
- Integrate YubiOTP natively with the free YubiCloud authentication service, or program your own

yubico

CertaUPS: Unparalleled expertise within the field of emergency power

Designed and engineered to the highest quality and performance standards CertaUPS backup power solutions are tried and tested on all five continents.

Known worldwide for its cutting edge technology and superior component structure, the CertaUPS power protection systems deliver on reliability, flexibility and affordability and are among the most highly sought after across all industry sectors including healthcare, councils, IT and data centres.

Drawing on over 20 years of industry experience, CertaUPS has an unparalleled knowledge of the emergency power market. The company is committed to always being ahead of the curve in terms of power protection technologies, which allows us to deliver leading edge solutions that meet not just the demands of our partners and their clients today but also anticipate those of the future.

3 reasons to put CertaUPS to the test

- Trusted by leading businesses including NHS, Bank of England and Siemens
- Leading edge components, build and software
- Unparalleled low cost of ownership without compromising quality

Single Phase UPS Solutions

Line interactive and online double conversion, 800VA to 20kVA

KEY APPLICATIONS:
Small office networks, EPOS, CCTV, IT severs and networks and small data centre environments

CertaUPS single phase backup power solutions have been designed exclusively to deliver industry leading resilience.

Known worldwide for their cutting edge technology and superior component structure, single phase CertaUPS power protection systems deliver on reliability, flexibility and affordability. They are among the most highly sought after UPS solutions across all industry sectors including healthcare, councils, IT and data centres.

Free switch analysis

Contact your Northamber representative or CertaUPS direct for a free 'Switch' report.

"Starting at 800VA, the dynamic UPS range encompasses a selection of both tower and rackmountable systems up to 20kVA."

C800 Spotlight

Online double conversion,
10kVA – 30kVA

KEY APPLICATIONS:
Server rooms and small data centres.

Designed and engineered to the highest quality and performance standards CertaUPS three phase backup power series deliver leading edge efficiency and a considerably smaller footprint than other comparable three phase UPS solutions on the market.

The CertaUPS three phase power protection systems include up to the minute technology to meet the present day demands as well as those of the future.

- ECO mode function
- USB connectivity
- Pure sinewave output
- Intelligent communication slot
- High efficiency
- Additional battery connection
- Parallel connection
- Dual input
- Maintenance bypass switch

A conversation with…
Justin Tarrant-Willis, CertaUPS General Manager

Having headed up numerous high profile brands in the UK and Europe I chose to join the CertaUPS team because the launch of CertaUPS meant a lot more than just a "new" product offering or enhanced model range.

The intent at CertaUPS is to genuinely drive value and sustainable business growth to the IT and Telecoms channel, but in a way that will not compromise the most important link in the chain – the customer's experience.

Being able to offer IT and Telecom specialists a really great support program, bespoke UPS training and driving sales leads to them really excites me and is why I invite you to find out what the fuss is all about.

Justin Tarrant-Willis
CertaUPS General Manager

CertaUPS

Case Study: Giving Cyber Threats a Rough Ride

Brompton has a long track record of helping the more freewheeling commuter get around. Since 1975 the London-based company has been "the" name of folding bikes, providing the time-pushed with a convenient mode of transport that can be packed away after use.

Brompton has many fans around the globe and there is even a world championship where competitors must wear a suit jacket, collared shirt and necktie, while sports attire is not permitted. This popularity has made Brompton the UK's largest bike manufacturer, producing some 45,000 per year from its Kew Bridge headquarters.

Getting a handle on IT Network Security

Yet being in the spotlight means Brompton is more likely to attract the attention of those wanting to put a spanner in the works. To this end Brompton's IT team ran a number of security tests across its internal and external network to find it was severely lacking. These tests were conducted by an "ethical hacker," who was able to easily infiltrate Brompton's infrastructure.

"It was quite shocking to see how vulnerable our system was," says Jamie Stables, Desktop Support Analyst at Brompton. "For instance he was able to steal information using spoof emails and even used a public Wi-Fi hotspot in our shop to get through to our private network."

To ensure its network is protected from all security threats, Brompton uses a WatchGuard Firebox M500 accompanied by M200s and a small fleet of AP200 access points. These advanced threat management appliances combine a firewall/VPN with powerful security services and a suite of flexible management tools.

Moving up a gear

The fast 8 Gbps throughput and application control provided by the Firebox M500 has helped ramp up the performance of accounts across Brompton's network.

"We've got a 30Mb leased line, but some people were hogging the bandwidth, which was causing us problems," explains Stables. "There would be times for instance when someone decided they would watch an HD video on YouTube, which would dramatically slow down everyone else on the network. I would get phone calls asking if the network was down, but it wasn't. Now I can check out who is using up the bandwidth and if necessary prevent them from using a particular site or limit their consumption, which has improved the usability for all no end."

WatchGuard oiling the cogs for expansion

Brompton is now looking to expand and reorganise its operations to help cope with demand and become even more competitive as a business. The first phase is to link all sites – Kew Bridge (head office), Unit 9 (dispatch) and Brompton Junction (flagship store) under an MPLS secured by WatchGuard products. Phase two will see Brompton's expansion to a new location in Greenford. All three sites will then be amalgamated into Greenford, which will effectively double Brompton's factory capacity.

To ensure the IT network is continually secure through its required reconfigurations, Brompton is looking to temporarily use a Firebox M200 at the two new sites, before switching everything back to the relocated Firebox M500.

Secure Wi-Fi access at the new factory will be provided by a

number of WatchGuard Access Points. "We know we will have to expand our fleet of eight AP200s, we have to wait until all the manufacturing equipment is in place and we can see where signal coverage will need additional WatchGuard support." adds Stables.

Summing up Brompton's experience of WatchGuard and the reasoning behind wanting to use its products for future expansion, Stables says, "WatchGuard is nice and easy to use and has solved all our problems. Our security has increased dramatically and has made my life a lot simpler. I couldn't ask for better."

" To ensure the IT network is continually secure through its required reconfigurations, Brompton is looking to temporarily use a Firebox M200 at the two new sites, before switching everything back to the relocated Firebox M500. "For the expansion we are going to be using an MPLS in combination with the WatchGuard equipment, so that all we will need to do is flick a switch and the changeover will be seamless." "

Jamie Stables, Desktop Support Analyst at Brompton

"For the expansion we are going to be using an MPLS in combination with the WatchGuard equipment, so that all we will need to do is flick a switch and the change over will be seamless."

Jamie Stables, Desktop Support Analyst at Brompton

About WatchGuard

WatchGuard® Technologies, Inc. is a global leader of integrated, multi-function business security solutions that intelligently combine industry standard hardware, best-of-breed security features, and policy-based management tools. WatchGuard provides easy-to-use, but enterprise-powerful protection to hundreds of thousands of businesses worldwide. WatchGuard is headquartered in Seattle, Wash. with offices throughout North America, Europe, Asia Pacific, and Latin America.

Endpoint Protection Solutions for SMBs

Award-winning, advanced protection for business.

Avast Business Endpoint Protection Solutions

Avast Business Endpoint Protection Solutions provide a range of award-winning antivirus protection, so businesses can run smoothly and efficiently, without interruption. The portfolio consists of three products: Antivirus, Antivirus Pro, and Antivirus Pro Plus. All three solutions may be used standalone or centrally managed by either an on-premise or cloud-based console for increased ease of use.

Avast® Business offers top-rated endpoint protection against viruses, malware and online threats. We provide the solutions that empower our channel partners to simplify, optimise and secure the IT experience for small and medium-sized businesses around the world.

Avast Business Endpoint Protection solutions go far beyond basic antivirus. The four shields, File, Web, Email and Behaviour, provide a robust defence platform that beats competitive solutions. The solution then extends the defence with tools to create and provide a safe online experience.

Backed by the world's largest Threat Detection Network powered by over 400 million endpoints and supported by an advanced machine learning system the Avast Business Endpoint Protection solutions provide up-to-date protection 24/7 for your customer networks. The result is the security, stability, and accessibility that SMBs can count on. Avast Business is part of Avast, one of the world's largest security companies. We have been saving the world from cyber attacks since 1988. Our innovative solutions combine technical proficiency with the strength of artificial intelligence and a constant stream of data from our more than 400 million users to identify, detect, and destroy threats in real time — before they cause damage.

File Shield   Web Shield   Email Shield   Behaviour Shield

Avast Business Managed Workplace RMM

Peace of mind for your customers. Revenue growth for your business.

Managed Workplace helps MSPs deliver enhanced services, reduce downtime and build customer loyalty by delivering the security, stability and availability your customers demand.

With Managed Workplace, MSPs can now perform security assessments easily and efficiently across all client sites, take actionable steps to secure networks, and demonstrate how they are keeping businesses safe and secure – all from within the Managed Workplace RMM platform.

Site Security Assessment

The new Site Security Assessment lets you perform a security assessment for any of your managed sites. The Security Assessment analyses various aspects of security, such as your password management policy, the status of your antivirus software, and your patch management.

Managed Workplace delivers three brand-new reports specifically created to address this challenge.

The new reports are:

- **Site Security Summary** — An executive summary for those who want to know the overall site security score, but aren't interested in the details of the score.
- **Site Security Report** — A report with more detail than the summary report, however, this report only lists the tests used and the number of devices affected.
- **Site Security Detailed Report** — A report that outlines all the available details of the site security assessment.

From the Site Security Dashboard, you can navigate to each site's Site Security Overview, and from there to the details of the security score for each of the following categories: AntiVirus Security, Patch Security, User Security.

Many MSPs offer service plans such as Reactive, Proactive and Fixed-Fee. These service plans allow you to meet the different needs of different customers. We all know that one-size does NOT fit all, so multiple plans may be needed to map to multiple customers. Easily choose the collection of services that match your customers' needs, appetite for downtime and budget.

Case Study: Privileged Access for Horizon Beverage

Bomgar solutions help support and security professionals improve business performance by enabling secure, controlled access to nearly any device or system, anywhere in the world.

The Challenge

Horizon Beverage's support team was faced with the common issue of giving third-party vendors access to their internal network to perform software upgrades and routine maintenance. Prior to Bomgar, they were allowing vendors to connect via RDP and VPN, which allowed for unfettered network access. When Horizon purchased Bomgar Remote Support more than eight years ago, remote support licenses were assigned to vendors to better control and monitor their access. Over time, Horizon Beverage's vendor access needs matured, requiring a solution purpose built to manage privileged access and broker connections between the company's vendors and its secure network.

The Solution

Scott Pepi, Horizon Beverage's tech support manager, selected to add Bomgar's Privileged Access Management solution for a proactive approach that offered:

- Increased security by giving vendors privileged access to critical assets and sensitive systems without giving them a VPN, or using up a remote support license. Comprehensive audit trails and video recordings are captured after each session, further ensuring that vendors are performing appropriate tasks
- Increased productivity among vendors providing support to Horizon Beverage's critical systems. With Bomgar Privileged Access Management, they can log in and log out when they need to. Email notifications provide time stamps for each vendor access session, giving Pepi a constant view of the activity on the company's network

Enhanced collaboration among vendor team members. Now, vendors can invite peers into sessions to more efficiently perform maintenance and upgrades.

The Result

With the addition of Bomgar Privileged Access Management, Horizon Beverage has been able to streamline its overall approach to secure access. "Now that we have Bomgar Privileged Access Management in addition to Bomgar Remote Support, I can more efficiently manage our vendors and support reps as separate entities, but with consistent technology. This addition was seamless for us. Bomgar just works, all the time."

> *"With the addition of Bomgar Privileged Access Management, I can more efficiently manage our vendors and support reps as separate entities, but with consistent technology."*
>
> Scott Pepi
> - Tech support manager

BOMGAR™

Is now the time for 10Gig on SMB Networks?

Today's small businesses increasingly need the kind of computer network power historically reserved for much larger organisations.

Today's small businesses increasingly need the kind of computer network power historically reserved for much larger organisations. Consolidation of applications onto fewer, more powerful, servers and an increasing demand for large amounts of storage can lead to bottlenecks on even small to mid-sized networks that can impact performance and ultimately productivity. The challenge has been, and remains, that SMBs don't always have network administrators and help desk experts on staff — the kind of people that run all that complex technology. Therefore, as well as providing increased bandwidth, the requirement is to provide highly secure solutions without adding complexity and management to the infrastructure.

10 Gigabit Layer 3 Stackable Switches

The CentreCOM® XS900MX Series switches from Allied Telesis enable a highly flexible and reliable network, which can easily scale to meet increasing traffic demands – reducing the need for future changes and upgrades. A simple to use GUI, along with integration into the Allied Telesis Autonomous Framework (AMF) which provides Auto Back-up, Zero Touch Configuration and Auto Recovery makes this a perfect solution for growing SMB Networks needing more performance without the cost and complexity.

Overview:
- Choose from 12-copper and 4-fiber, or 12-fiber and 4-copper, 10 Gigabit ports
- Supports 100/1000 connections for existing networks
- Use VCStack™ to stack two units and create a single 32-port virtual switch
- Compact size: units can be mounted side by side on optional rackmount bracket
- Extended operating temperature: up to 50°C

Key Features:
- Ethernet Protection Switching Ring (EPSRing™)
- RIP and static routing (16 routes)
- Extended operating temperature: up to 50°C
- DHCP relay
- IPv6 management and forwarding
- IEEE802.1x/MAC/web authentication support
- Loop guard prevents network loops
- Front to back cooling

Ideal for:
- SMB Core Switch
- Server Connectivity

Allied Telesis™

What is Cloud Managed Networking?

nebula

Cloud Managed Networking is a way of managing and controlling a business network remotely by utilising resources in the cloud.

As the demand for connectivity continues to grow, businesses will always be looking for a better way to connect, especially from multi-sites locations. So, no matter where you or your team are, the Network Administrator can connect through a secure web-based portal & manage the network seamlessly.

Looking to save time, cost and resources? Migrate to the cloud and be successful!

Manage your networks through a single centralised platform supported by 99.9% uptime.

Nebula will grow alongside your business with a SAAS model and use zero-touch deployment and provisioning to get you up & running.

ZYXEL
Your Networking Ally

Ready to rise? Your Cloud. Your Business.

Why choose Nebula Zyxel Cloud Managed Networking Solution?

Managing your network in the Cloud is great for business and here are 5 reasons why:

1. Faster deployment
2. Better security and scalability
3. Easier management
4. Incredible cost savings
5. Superior connected workforce

Key Highlights

Easy to implement
Setup whilst in the box

Centralised network management
Access anywhere, anytime

Low cost of ownwership

The Challenge

Today workforces are often distributed across multiple locations and may have little or no IT expertise. Centralised provisioning and management are critical for and always-on connectivity to available resources.

The Solution

Nebula delivers an integrated combination of access points, switches, security gateways and management tools. This creates a cloud-enabled solution that's easy to deploy, manage & expand across multi-site networks.

ZAP – Zyxel Ally Programme

Zyxel's Ally Programme is designed to provide the tools and support you need to help growing your networking business in an increasingly competitive market. Join the Networking Heroes of Zyxel and benefit from:

- Upfront Discounts up to 12%;
- Exclusive Incentives;
- Discount on Demo Products; Technical Support;
- Marketing Resources and much more.

Sign-up today on www.partner.zyxel.eu or speak to your Account Manager for more information.

ZYXEL

Your Networking Ally

Case Study: 10ZiG for Tokio Millennium Re (UK) Limited

TMRUK were on the verge of moving into the iconic 20 Fenchurch Street Building (affectionately known as the Walkie-Talkie Building), which afforded them the opportunity of replacing their old desktop estate. Their PCs were between five & six years old and were proving problematic for both the desktop users and the IT Team.

The Challenge

TMRUK were experiencing sluggish performance and the IT Team were spending a large amount of time, dealing with PXE matters and graphic card problems along with memory and disk issues too. Aside from the internal difficulties, the PCs were also bulky and took up a lot of space on desks.

TMRUK's goal was to deploy a reliable desktop solution with the added benefits of being easier to manage and easier to maintain. In addition, new endpoints would have to be hidden from the work area to promote a clean, tidy and aesthetically pleasing workplace.

After implementing VMware Horizon View as their chosen VDI solution, TMRUK turned their attention to Windows Embedded Thin Clients as their preferred endpoint device.

The Solution

TMRUK implemented 10ZiG Windows Embedded Thin Clients capable of the demands put upon it to provide a reliable endpoint device. The Thin Clients are of small form factor design and support VESA mounting. This has enabled them to be mounted underneath the desks to meet the goal of providing a clean and tidy work area.

Rimmer focused on the hardware specification playing a key part in choosing 10ZiG as their endpoint of choice "Being able to upgrade the RAM in the 10ZiG device was a key reason we chose it. Some of the other vendors said it wasn't possible to upgrade their RAM specification and could only provide a standard build configuration. I also didn't like where other vendors were going with their choice of CPU, however I was happy with the 10ZiG Intel CPU which made the device fast enough for our requirements".

The Benefits

TMRUK have drastically reduced the time it takes them to install, upgrade and replace their hardware. In addition, 10ZiG Manager has allowed the devices to be monitored and imaged remotely and has helped to simplify the installation and management process.

Granger summarised TMRUK's experience with 10ZiG "We have had a very good working relationship with 10ZiG throughout the project. Most of the Sales process went through our reseller, but access to demo devices has been straightforward and anything we have asked of them has been prompt.

"It's fantastic to see how TMRUK have successfully deployed VMware Horizon and at the same time overcome the traditional headaches associated with running Windows Embedded on the Client Device."

Kevin Greenway, Managing Director at 10ZiG Technology

Smart Desktop Virtualisation for the Mobile Workforce

Survey of IT pros highlights untapped benefits of VDI and DaaS in a mobile-first world.

Simplified, secure management: Virtual desktop infrastructure

VDI is a form of on-premises server-based computing that takes advantage of hypervisor technology to allow multiple operating systems to share one processor. VDI centralises user data on a server-side host so users can securely access their own unique virtual session from almost any device in any location—and can change devices as needed without losing their session. Their work is performed and stored on the server; the device itself only processes display information, keystrokes and mouse clicks. In this delivery model, the responsibilities of data storage, back up, security and upgrades are managed on premises by the IT team.

Benefits of VDI

VDI provides a range of practical advantages to hands-on IT pros, and respondents have taken note. IT pros in the Spiceworks survey say top benefits include simplified desktop management (68%), centralised software-update deployment (56%) and better use of IT resources (54%).

VDI also provides full IT visibility, security and control because all data is owned by the organisation and stays on premises. On the user end, VDI makes it easy for users to gain quick and easy access to their desktop while moving from device to device, like in the case of a nurse moving from one patient room to the next while badging in to a zero-client display in each room to record vitals. Users can also retain uninterrupted access to their session by taking it with them, for example, a teacher moving around the classroom using a tablet to follow along with a reading assignment.

Endpoint Solutions from Samsung

Samsung Business empowers IT pros to take full advantage of the benefits of VDI and DaaS, and offers business users a seamless experience like no other — powered by a full portfolio of endpoint devices.

Samsung zero-client displays, stands and desktops—Purpose-built, secure desktops for VDI/DaaS with no OS, no attack surface and no client-side administration

- Samsung Galaxy tablets— Productivity and connectivity for the business user
- Samsung Galaxy smartphones — Access to business-critical apps in the office or on the go
- Samsung KNOXTM — Hardware-level, OS-level and application-level security for mobile devices using VDI/DaaS

- With its ergonomic designs and a higher level of security, these displays help overcome business challenges

SAMSUNG

Parallels Helps Businesses Keep IT Infrastructure Costs Down

Over nearly two decades, Parallels has consolidated an extended network of technology partners to deliver the best solutions to the market. Our partnerships with leading technology providers have supported the success of our customers and channel partners.

Parallels Remote Application Server is an industry-leading solution for virtual application and desktop delivery. Using a set of auto-deployment wizards, it easily publishes Windows applications from all major hypervisors as well as from Microsoft RDS. The solutions built together with our technology partners provide a number of benefits to customers. Parallels and its technology partners offer the necessary tools and training to reduce the complexity and deployment costs of VDI and RDS infrastructure.

Parallels RAS and 10ZiG Zero Clients Offer Optimized Endpoint Management

Understanding Zero Clients

Zero clients are ultra-thin clients with reduced on-board computing and storage requirements. Deployments of zero clients work through a server-based computing model located on the cloud or on-premise. In zero-client environments, no data is stored on the device; in contrast to thin-client devices, the operating system and each device's specific configuration settings are not saved in flash memory.

A few of the advantages of zero-client deployments are reduced upfront cost, hardware optimisation, lowered software maintenance, and improved support options. With Parallels RAS virtualisation, zero clients offer a simple and secure method for delivering applications to end users.

Parallels RAS and 10ZiG Zero Clients

Parallels® Remote Application Server (RAS) delivers a seamless desktop and application virtualisation experience on 10ZiG Zero Client deployments, reducing overall cost and complexity. Combined with 10ZiG Zero Clients, the comprehensive virtual application and desktop delivery solution Parallels RAS offers a firstrate user experience, with lightning-quick start-up times, centralised management made easy through intuitive controls, and extremely low energy consumption.

Traditionally, Parallels RAS requires an operating system to be installed on every client device. However, thanks to 10ZiG's streamlined NOS image, Parallels RAS can be installed on specialised 10ZiG Zero Clients, offering an ultra-low-cost platform for cost-sensitive users.

Parallels RAS 4448p Zero Client: Top Value Choice

Optimised for the Parallels RAS application and desktop delivery solution, 4448p is the 10ZiG top-value Zero Client. Combined with Parallels RAS, this solution provides a state-of-the-art user experience and exceeds performance expectations while keeping costs reasonable.

The Parallels RAS 4448p Zero Client offers an Intel 1.33GHz Dual Core processor, Dual Screen capability, and VESA Mountable steel casing. It's an excellent option

for business and task users. As it's the most affordable, energy- and space-saving Zero Client hardware 10ZiG offers, this Zero Client solution delivers incredible high performance, rock-solid reliability, and solid state construction with no moving parts or wear components, keeping maintenance costs down far into the future.

Product Specifications:

- Supports Parallels RAS
- 1.33 GHz Intel Dual Core Processor
- 4 USB Ports (1 USB 3.0)
- Dual DVI Monitor Support (Standard)
- Only 4–4.5 Watts Power Consumption
- Free Centralised Management
- Optional Wireless and VESA Mounting

Parallels Helps Businesses Keep IT Infrastructure Costs Down

Pricing and licensing can make or break a project. There have been many projects that have been scrapped or stalled because the licensing and pricing of the software caught the client by surprise. Using Citrix's licensing scheme, you may hold back and purchase a lower-end edition without all the required features, due the high price imposed. Alternatively, you might purchase a superior edition only to use one or two extra features, which results in the organisation spending extra money with no actual ROI.

Parallels Affordable One-Stop Solution

Parallels understands that businesses invest in virtualisation to reduce overhead costs and simplify matters. To help businesses keep costs down, we only have one edition of Parallels Remote Application Server, and it is available at a peruser price.

Parallels RAS is a one-stop solution; you do not need to purchase a number of different software solutions to build a fully scalable, high-availability application and virtual desktop delivery solution.

5 Reasons to Choose Parallels RAS Over Citrix Solutions

Feature/Capability	Parallels RAS	Citrix Solution
Pricing	Less than half	Over $350
Easy to use	Yes	No
One-stop solution	Yes	No, needs additional components to scale up
Proprietary protocol	No	Yes, ICA
Desktop replacement features	Yes	No

It also has out-of-the-box full BYOD support, so you can allow your employees to access their applications and virtual desktops from their mobile devices within a few minutes. There are no hidden costs or surprises

Citrix Licensing Is Complex and Expensive

Citrix licensing has always been complex. For example, when purchasing a product, you first need to decide which edition of the product you want to use. In order to choose the edition and decide which features you want, or which features you think you might need, you have to refer to a plethora of matrices and documentation.

Once you choose your edition, you then have to purchase a license for each piece of software and every user that will be accessing the environment. If you want to add new users to the system, you need to generate a new license, replace the old license on the dedicated license server, and rerun the service. You then have make sure that the license is properly activated on the Citrix Studio management console. This is a very time-consuming process, so it can be a while before the new users can access the desktops and applications.

Parallels™
Optimized Computing™

Case Study: Central London Hotel upgrades to HD, using IQCCTV

IQCCTV, a Y3K company, has supplied over 100 of its dome cameras to the Park City Grand Plaza Kensington in central London. These cameras have been installed by IT and AV specialists, Fusionet, at this 250-room boutique hotel and serviced apartment complex in Kensington.

Smart IR and wide dynamic range

IQCCTV's HD-over-coax dome cameras are IP66-rated, vandal-resistant and offer up to 40 metres of smart IR night vision for true day-night operation. Smart IR night vision adjusts the amount of IR light that the camera's integrated LEDs generate by intelligently assessing variations in lighting conditions.

The extreme changes in lighting intensity as doors open and close at hotel foyers, such as this Kensington venue, are balanced by wide dynamic range (WDR) in the IQCCTV domes.

Backward compatibility

Low-light performance is also outstanding, with automatic gain control and digital slow shutter

technology that ensures images remain clear down to 0.0003 lux. The IQCCTV AHD varifocal range includes a model that enables backward compatibility with older units by providing dual output of AHD 1080P or 960H. This also allows connection to a legacy 960H/D1 digital video recorder, if required.

The cameras' capacity for 500-metre transmission distances without loss of quality has met and exceeded the client's expectations at the Park City Grand Plaza Kensington. The HD images will benefit the hotel by allowing management to closely monitor any behaviour that may be a risk to guest welfare or a general threat to the building. Visitor behaviour is tracked and high-

resolution images of staff carrying out their duties can also help with training and operational efficiencies.

Jacky Chin of Fusionet said, "Working with IQCCTV we have achieved reliable high-definition CCTV over coax. We've given the client exceptional images without changing the fabric of the 150-year-old landmark building. We have also avoided any disruption to regular activity."

The Park City Grand Plaza Kensington has a 24-hour business centre, gym and conference areas. Many of the rooms have a private garden. The hotel is located within easy walking distance of Knightsbridge, Olympia Exhibition Centre and the Royal Albert Hall.

ROOM GUIDE

The exclusive Northamber Room Guide highlights the key technologies that feature in each are of an SMB, room by room. Use this part of the catalogue to ensure you are proposing all the relevant products and services and don't miss any opportunities to up-sell or cross-sell.

Reception

Make a big impact with a
fully teched up reception,
with digital signage, access to
visitor wi-fi, and a digital visitor
log in system.

monitors

Samsung LC24F390FHU
24" Curved Full HD Monitor

• Full HD 1920 x 1080 pixels
• 1.8m radius of arc
• Response time: 4ms

SSTFT81

digital signage

Philips X-line BDL4988XC/00
49" Video Wall Display

• With ultra narrow bezel and
  stunning picture quality
• Designed for 24/7 operation
• Display brightness: 450 cd/m²

PHLED10

document mgmt.

Brother MFC-9140CDN
Colour LED Multifunction Printer

• Print / Copy / Scan / Fax
• Print speed: 22ppm
• Scan resolution:
  19200 x 19200 dpi

MFC9140CDN

access management

Genee Registrar G-REG-STD
Visitor Management System

• Simple-to-use sign-in solution
• Photo capture and
  visitor label printing

GLGW51

network / security

WatchGuard AP320
Cloud Enabled Access Point

• 867Mbit/s Power over Ethernet (PoE)
• Enterprise-grade MIMO 802.11ac
  access point
• Full analytical tools inc. social login

WGA12723

Make a big impact and a great first impression

With digital signage and video wall displays from Philips — see pages 6-7.

PHILIPS

Benq GL2460
24" Full HD Monitor

- Full HD 1920 x 1080 pixels
- 12M:1 Dynamic Contrast Ratio
- Fast 2ms GTG Response Time

BENQ14

Signagelive
Digital Signage Software Platform

- Drag and drop your media into a playlist
- Decide where & when your media will play
- Over 500 backgrounds, templates & widgets
- Annual licences for any number of screens
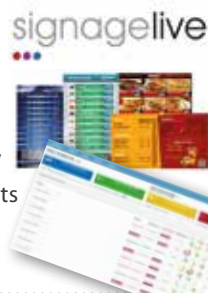
CALL

Fujitsu ScanSnap iX500
Desktop Scanner

- World's most popular scanner
- Ideal for personal use
- Scan to Word, Excel etc. plus one button PDF creation

FUSCIX5002

Xvision XC1080DP-XW
CCTV Camera

- Monitor reception area
- Sony 1080p 2.1 megapixel sensor
- 78 degree viewing angle

XVIS0132

ZyXEL NWA1123
WLAN Access Point

- Dual optimised 1300Mbit/s
- Power over Ethernet (PoE)
- Channel bandwidth: 80 MHz

XYLNEB035

Samsung NC241
24" Zero Client Monitor

- Enable Safer, More Cost-effective Network Computing
- Streamline IT Maintenance and Support
- PCoIP • USB 2.0

LF24FN1AIO

Philips Q-Line 65BDL3000Q/00
65" Signage Display

- Manage settings of multiple displays with CMND & Control
- Full HD 1920 x 1080 pixels
- Display brightness: 350 cd/m²

PHLED04

Fujitsu ScanSnap S1300i
Compact Scanner

- Up to 12 double sided ppm
- One button search PDF creation
- Scan to editable Word, Excel etc.

FUSCS1300I

Xvision Pro-HD
Professional 4 Camera NVR

- Class-leading 4 camera NVR
- Support for cloud recording and 5 megapixel cameras
- ONVIF compatible

XVIS10162

WatchGuard Firebox T35-W
Firewall Appliance

- Firewall throughput: 940 Mbit/s
- VPN throughput: 560 Mbit/s
- IPS/IDS throughput: 573

WGT36643-WW

Meeting Room

The modern meeting room supports new work practices, bringing people together whether remotely, in person or both. The latest tools and technologies not only make meetings easier to manage but also ensure content, actions and deliverables are more easily shared, enabling true collaboration.

Combine an interactive display for note-taking and collaboration with a signage display or projector to present on.

projectors & displays

Gene TruTouch X7
70" Video Conference Display

- Writing on a touchscreen has never felt so accurate, smooth and natural
- Connect with anyone, anywhere and on any device!
- Two 1080p wide angle cameras

GLGW25

InFocus IN128HDSTX
Portable Full HD Projector

- 3500 ANSI lumens
- 1080p (1920 x 1080) native resolution
- Short throw lens (0.495 throw ratio)

PPIF128H

collaboration & audio

Kramer VIA-GO
Wireless Presentation

- Login using conventional Wi–Fi and/or LAN connections
- High–quality video streaming, supports full HD 1080p/60

KRAMER90A

Konftel Ego
Conference Phone

- Small and portable
- OmniSound® with HD audio
- Meeting size: up to 4 people
- Compatible with Skype for Business

KONF310

connectivity

WatchGuard AP320
Wireless Access Point

- Enterprise grade secure Wi-Fi
- 6 internal antennas
- Dual frequency

WGA32703

? ? ? **Boost meeting productivity** Ask us about Wireless Presentation & Collaboration Solutions from Kramer

InFocus INF6501WAG
65" Interactive Whiteboard Display

- 6-point touchscreen that encourages interaction
- No additional whiteboard software to buy or manage
- Display PC, Mac or Chromebook via HDMI

GLIF6500E

InFocus IN124STx
Short Throw Projector

- Short throw lens (0.6 throw ratio)
- 3700 lumens of brightness
- Network connectivity for easy management
- 14,000:1 contrast ratio

PPIF124S

Kramer Galil 6-0
2 Way Wall Speakers

- 6.5" Woofer & 1" Tweeter
- 40W RMS, 100W Continuous

KRSP03

Creative BlasterX Senz3D
Depth Sensing Webcam with High 60FPS Video Streaming

- Connect with everyone in Full HD 1080p on Skype, or in fluid HD 720p on FaceTime for Mac.
- Stereo audio

ZLIPCAM

ZyXEL NWA1123
WLAN Access Point

- Dual optimised 1300Mbit/s
- Power over Ethernet (PoE)
- Channel bandwidth: 80 MHz

XYLNEB035

Philips Q-Line 65BDL3000Q/00
65" Signage Display

- Manage settings of multiple displays with CMND & Control
- Full HD 1920 x 1080 pixels
- Display brightness: 350 cd/m²

PHLED04

Ricoh PJWXC1110
Ultra Mobile Projector

- 600 lumens
- WXGA Resolution
- Weight: 0.45kg
- Wireless

RICPJX1110

Yamaha YAS152
Bluetooth Soundbar

- Delivers powerful sound with exceptional presence
- Bluetooth® is built in and control via a smartphone app
- Built-in IR Flasher for TV remote control

YAMAV24

Philips PocketMemo DPM8900
Meeting Conference Kit

- Digital Pocket Memo + SpeechExec Dictate s/w + 4 x Boundary Layer microphones
- 360-degree sound pick-up
- High recording quality

PHDIC154

Allied Telesis AT-XS916MXT
10 Gigabit Layer 3 Stackable Switch

- 12 x 100/1000/10GBASE-T
- 4 x SFP+ ports • IPv6 support
- Autonomous Management Framework™ (AMF)

AT866

Executive Office

Ensure your customers' executives are as effective as possible with the latest technology. From super slim laptops and the latest curved screens that support multiple windows, to secure Wi-Fi speaker phones and Multifunction productivity devices.

computing

Fujitsu LIFEBOOK U747
14" Professional Notebook

FUJITSU

- Intel® Core™ i7-7500U
- 8GB RAM / 256GB SSD
- Display brightness: 300 cd/m²
- Windows 10 Pro

U7470M471P

monitors

Samsung LC49HG90DMU
49" 4K Ultra HD Monitor

SAMSUNG

- 3840 x 2160 resolution
- 4K Ultra HD
- Display brightness: 350 cd/m
- Native aspect ratio: 32:9

SSTFT115

document mgmt.

Fujitsu ScanSnap iX500
Desktop Scanner

FUJITSU

- World's most popular scanner
- Ideal for personal use
- Scan to Word, Excel etc. plus one button PDF creation

FUSCIX5002

security

Yubico NEO Security Key
Multi-factor Authentication

yubico

- 3rd generation multi-protocol USB security key with NFC for mobile.
- Delivers hardware security to your Android phone and tablet, as well as to your Windows, Mac, and Linux computers

CALL

connectivity

WatchGuard AP120
Secure Wireless Access Point

WatchGuard

- Enterprise-Grade Wireless Intrusion Prevention System
- RF optimisation, spectrum monitoring, and trouble-shooting built in.
- 3 years standard support

WGA12733

Check out or stylish laptop luggage

Stylish Paris-designed laptop carry cases and trolleys — Call for details on the full range.

PORT
D E S I G N S
— PARIS —

Fujitsu LIFEBOOK P727
Hybrid 2-in-1 Ultrabook

FUJITSU

- Intel I5-7200U 2.5 GHz
- 8 GB RAM - 256 GB SSD
- 12.5 in (31.8 cm) Display
- Windows 10 Pro

P7270M45SB

BenQ PD3200U
32" 4K Ultra HD Monitor

BenQ
Because it matters

- 3840 x 2160 resolution
- Landscape / Portrait
- 1.073 billion colours
- Refresh rate 60 Hz
- 10 W Performance Speakers

BENQ31

Brother DCP9020CDW
All-in-One Colour Printer

brother
at your side

- Print, copy and scan
- 18ppm colour and mono
- Colour touchscreen
- Wireless and wired plus connect your mobile device

DCP9020CDW

Avast Pro Plus
Business Managed Antivirus

avast business
powered by AVG and Avast

- Complete threat protection for your devices and data
- 1-4 user

AVBPROPMC01

Kramer VIA-GO
Wireless Presentation

KRAMER

- Login using conventional Wi–Fi and/or LAN connections
- High–quality video streaming, supports full HD 1080p/60

KRAMER90A

3M Privacy Filter
27" Widescreen Privacy Filter

3M

- Effective "black out" privacy from side views outside the 60-degree viewing angle
- Maintains incredible image clarity

GLPS270

Genee G-Touch X7
70" Interactive Display

Genee

- 6-point multi-touch with pinch and drag capabilities
- Integrated Windows PC
- Built-In Android with Dropbox and Email Sharing

GLGW25

Ricoh SPC261FNW
Multifunction Colour Laser

RICOH

- Print / Copy / Scan / Fax
- 20 pages per minute
- Wired or wireless connection
- 2 years swap warranty

SPC261SFNW

Philips SpeechMike LFH3500
Premium USB Dictation Microphone

PHILIPS
Dictation

- Free floating, decoupled micro-phone for precise recording
- Barcode scanner
- Crystal clear sound

PHDIC3501P

Kramer RTBUS-21
Furniture–Mounted, Connection Bus

KRAMER

- 4 Inputs - 15–pin HD, 3.5mm, RJ–45, HDMI
- The unit connects AV equipment to the room's presentation system

KRAMER64

Huddle Space

Audio Visual is giving new focus to the way SMBs support remote working & communication with customers & employees.

Huddle spaces are springing up across SMB businesses in a move to enable ad-hoc meetings, creative work spaces and collaboration.

audio visual

Philips Q Line series
32" - 65" Signage Displays

- Q-line signage displays are perfect for relatively simple signage requirements such as meeting room sand waiting rooms

PHILIPS Q

NewStar PLASMA-M2500BLACK
Motorised Floor Stand

- Height Adjustable (101-157cm), VESA
- 200x200 to 800x600mm,
- Max Weight 150kg,
- Black

NEWSTAR539

collaboration

Kramer VIA-GO
Wireless Presentation

- Login using conventional Wi–Fi and/or LAN connections
- High–quality video streaming, supports full HD 1080p/60

KRAMER90A

Loxit Hive Desk
Modern Meeting Desk

- From an in-promptu meeting space with seating for 5 people, to fully collaborative presentations facilitating video conferencing, screen control & device charging, the Hive Desk™ offers the perfect presentation environment.

LOXITHIVE

connectivity

WatchGuard AP120
Wireless Access Point

- Enterprise-Grade Wireless Intrusion Prevention System
- RF optimisation, spectrum monitoring, and trouble-shooting built in.
- 3 years standard support

WGA12703

Collaborate with Interactive Touch Technology

Wirelessly cast from any device, browse the web, or view documents in 4K with JTouch from InFocus — see page 10

Philips D Line series
32" - 65" Signage Displays

- Amaze your guests with a smarter, faster, signage display. With integrated WiFi designed for running Android apps, it's the next evolution in signage solutions.

PHILIPS D

Yamaha YAS152
Bluetooth Soundbar

- Delivers powerful sound with exceptional presence
- Bluetooth® is built in and control via a smartphone app
- Built-in IR Flasher for TV remote control

YAMAV24

ZyXEL Aurora
1080P Full HD Camera

- 2-way audio with built-in microphone and bi-directional speaker
- Live View mode
- Free 16GB storage, and support Zyxel Personal Cloud Storage

ZLIPCAM

Philips PocketMemo DPM8900
Meeting Recorder Conference Kit+

- Digital Pocket Memo + SpeechExec Dictate s/w + 4 x Boundary Layer microphones
- 360-degree sound pick-up
- High recording quality

PHDIC154

ZyXEL ARMOR Z2
Wireless Router

- Dual-band (2.4 GHz / 5 GHz)
- Gigabit Ethernet wireless router
- Wireless 802.11ac standard

XYLHR006

InFocus JTouch
65" Interactive Whiteboard

- 6-point touchscreen that encourages interaction
- Display a PC, Mac or Chromebook via HDMI and enable touch via USB

GLIF06W

Matrox Triple Head2Go Digital Edition
External 3 Screen Adapter

- Graphics expansion module
- Attach 3 monitors to a PC
- Suitable for desktop or laptop

SD0G616C

Creative BlasterX Senz3D
Depth Sensing Webcam with High 60FPS Video Streaming

- Connect with everyone in Full HD 1080p on Skype, or in fluid HD 720p on FaceTime for Mac.
- Stereo audio

ZLIPCAM

Konftel Ego
Bluetooth Speaker Phone

- Small and portable
- Omni Sound with HD audio
- Perfect with Skype for Business
- Bluetooth with NFC

KONF310

Kramer KWC-1
Wireless Charging Spot

- Easy to Install — Drill a hole 4.17" to 4.25" (106 to 108mm) in tables less than 3" (76mm) thick.

KRAMER126

Marketing/Design

The Marketing & Design team put high demands on tech. Powerful PCs with multiple large, crystal clear screens and high capacity disks to store large files. Fast, high capacity printers and scanners for effective document creation and the software to enable the creative process are all key to their requirements.

print

Brother HL-L9310CDW
A4 Colour Laser Multifunction

- Print / Copy / Scan
- 80000 pages per month
- Print speed: 31 ppm
- Standard input capacity: 250 sheets

HLL9310CDW

scan

Canon imageFORMULA DR-M160ll
Desktop Scanner

- Class-leading colour scanning speeds of up to 120ipm
- Compactly built and highly productive
- 7,000 scans/day

CASCM16011

graphics

Wacom Volito
Graphic Tablet

- Active tablet area: 127 x 92.8mm (A6)
- One-button stylus, two-button mouse
- 512 Pressure levels

FT0405U

storage & computer

Crucial MX300
1TB Solid State Drive (SSD)

- Improve boot times
- Improved response times
- Overall performance increase

CTSSDM254

essentials

BenQ GL2450HM
24" Full HD Monitor

- Full HD 1920 x 1080 • Speakers
- Contrast ratio (dynamic) 12000000:1
- Display brightness: 250 cd/mÂ²
- DVI / VGA / HDMI

BENQ11

Have you seen the latest Pen & Touch Tablets from Wacom?

The Cintiq 27QHD creative pen & touch display sets a new standard in colour and resolution — see pages 18-19.

wacom®

Brother MFC-J6530DW
A3 Colour Inkjet MFP Printer

brother
at your side

- Print / Copy / Scan / Fax
- Duty cycle: 30,000 ppm
- Print speed: 35ppm
- 8cm LCD touchscreen

MFCJ6530DW

Ricoh SPC261FNW
Multifunction Colour Laser

RICOH

- Print / Copy / Scan / Fax
- 20 pages per minute
- Wired or wireless connection
- 2 years swap warranty

SPC261SFNW

Kodak S2050
Desktop Scanner

Kodak alaris
Authorised Distributor

- Up to 5,000 pages per day
- 50 ppm/100 ipm
- Embedded Single Core Cortex A15 Processor

KOSCS2050

Fujitsu fi-7260
Flatbed & ADF Scanner

FUJITSU

- 60 pages per min. (120 images per min.)
- A3 Folio Mode
- ADF (Automatic Document Feeder)
- TWAIN, ISIS

FUSC7260

Wacom Intuos 4 PTK-540-WL
Wireless Pen Tablet

wacom®

- New Wacom Tip Sensor with 2,048 levels of pressure sensitivity
- Ambidextrous design
- User-defined Touch Ring with toggle functionality

WAC023

Matrox C420
Quad Display Graphics Card

matrox™
Graphics for Professionals

- Drive up to four displays or projectors at resolutions up to 2560 x 1600
- 2GB of memory

SD0G642

Crucial Memory
8GB DDR4 RAM Module

crucial
by Micron®

- The fastest and easiest way to improve a PCs performance
- Lifetime warranty

CTM423

Fujitsu CELSIUS W570
Core i7 Workstation

FUJITSU

- 7th gen Intel® Core™ i7-7700 3.6Hz CPU
- 8GB DDR4-SDRAM • 256GB SSD
- DVD Super Multi drive
- Windows 10 Pro

W5700W17SP

Samsung LC27F591FDUXEN
27" Curved Full HD Monitor

SAMSUNG

- 1.8m curve radius
- 3000:1 contrast ratio
- HDMI, DP, and D-sub ports

SSTFT84

Benq BL2711U
27" 4K Ultra HD IPS Monitor

BenQ
Because it matters

- 100% sRGB and REC 709 colour space with 10bits IPS technology
- 10-Level Animation Mode Adjustment

BENQ27

Finance & Back Office

The Finance and Back Office functions are at the heart of the business. Ensuring they are equipped with wide screen displays for maximum productivity, personal print and scan devices, privacy products and the right software is vital.

computer

10ZIG 5748c
Wireless Thin Client

- Comes equipped with a total of four USB ports, and both DVI-I and DVI-D graphics ports allowing for optional dual monitor display.

10Z5748CW

Samsung LC49HG90DMU
49" 4K Ultra HD Monitor

- 3840 x 2160 resolution
- 4K Ultra HD
- Display brightness: 350 cd/m
- Native aspect ratio: 32:9

SSTFT115

document mgmt.

Canon DR-G1100
Document Scanner

- Entry level production scanner
- 25,000 pages per day
- 100 pages per minute

CASCG1100

security

Yubico NEO Security Key
Multi-factor Authentication

- 3rd generation multi-protocol USB security key with NFC for mobile.
- Delivers hardware security to your Android phone and tablet, as well as to your Windows, Mac, and Linux computers

CALL

Samsung NC241
Zero Client All-in-One

- Enable safer, more cost-effective network computing
- Processor: TERA 2321
- GPU: DDR3 512MB
- Brightness: 300cd/m^2

LF24FN1AIO

3M
21.5" Privacy Screen Filter

- Frameless widescreen
- Protects screen from prying eyes!

GLPS25C

Brother MFC-L6900DWT
Mono Laser MFP Printer

- Super-fast print speeds of up to 50ppm
- Duplex scan speeds of 100ipm
- Intuitive 12.3cm touchscreen LCD
- Duplex/Wireless/Extra Tray

MFCL6900DWT

Avast Pro Plus
Business Managed Antivirus

- Complete threat protection for your devices and data
- 1-4 user

AVBPROPMC01

Training Room

From the latest large format displays, secure Wi-Fi and collaboration tools, our products and expertise solve all Training Room requirements.

interactive displays

Genee G-Touch 86" 4K
86" 4K Interactive Display

- 4K LED • Built-in Android
- Built-in Android
- 10-point touchscreen
- Front facing speakers

GLGW86K

InFocus JTouch
65" Interactive Whiteboard

- 6-point touchscreen that encourages interaction
- Display a PC, Mac or Chromebook via HDMI and enable touch via USB

GLIF06W

projection

Infocus IN128HDSTX
Portable Projector

- 3500 ANSI lumens
- Short throw lens (0.495 throw ratio)
- 15,000:1 contrast ratio

PPIF128H

Ricoh PJWX4152
Ultra Short Throw Projector

- Short projection distance
- 3500 lumens of brightness
- MPEG4 compatible to show video

RICPJX4152

collaboration

Genee
Audience Response System

- Create instant interactivity between audience & presenter
- Options for True/False, Yes/No, Multiple choice & more

CALL

WatchGuard AP320
Wireless Access Point

- Enterprise-grade secure WIFI
- 6 internal antennas
- Dual frequency

WGA32703

Kramer VIA-GO
Wireless Presentation

- Login using conventional Wi–Fi and/or LAN connections
- High–quality video streaming, supports full HD 1080p/60

KRAMER90A

Kramer
IT & AV Cables & Accessories

- Kramer offers thousands of specialty Pro AV products for a vast range of markets and applicatic
- Range includes 4K HDR, VGA HDBaseT, DGKat, VGA and HDM

CALL

IT Department

In addition to providing robust and reliable IT for employees in and out of the office, the IT department need to optimise, future-proof, backup and protect their server and storage capability.

servers

Supermicro SuperServer 7046A-HR+F
4U Tower Server

- Intel Xeon 5600/5500 processor series
- 288GB DDR3
- Dual port Gigabit ethernet
- 1400W redundant power supplies

SM1656

storage

Overland SnapServer XSR120
Enterprise-Class Rackmount Storage

- 12 Bay Rack NAS array
- Up to 96 TB of fast storage
- Dual 10GbE SFP Capable

OVLSS058

networking

Allied Telesis AT-XS916MXT
10 Gigabit Layer 3 Stackable Switch

- 12 x 100/1000/10GBASE-T
- 4 x SFP+ ports • IPv6 support
- Autonomous Management Framework™ (AMF)

AT866

access & security

WatchGuard M370
Firewall with Total Security

- Rack mounted SMB Firewall
- 8000Mbit/s Hardware Firewall
- Includes Total Security Software
- Recommended for up to 150 users with no performance drop off

WGM37643

Avast Pro Plus
Business Managed Antivirus

- Complete threat protection for your devices and data
- 1-4 user

AVBPROPMC01

Discover Cloud Managed Networking

A new way of managing and controlling a business network remotely using the cloud — see p50-51.

ZYXEL
Your Networking Ally

Supermicro SuperServer 1028UX-LL1-B8
1U Rack Server

- Dual Intel Xeon processor
- 8x 8GB DDR4
- 4x Gigabit ethernet LAN port

SM0884

Nexenta
Software Defined Storage (SDS)

- Nexenta storage solutions deliver unified storage to combine the management of HDD, flash and hybrid solutions within a single software stack.

Eaton 9PX2200IRTN
Line-Interactive UPS

- Rackmount/Tower
- 2200VA 9AC outlet
- Output power: 2000W

EAUPS143

Yubico NEO Security Key
Multi-factor Authentication

- 3rd generation multi-protocol USB security key with NFC for mobile.
- Delivers hardware security to your Android phone and tablet, as well as to your Windows, Mac, and Linux computers

CALL

Altaro Upgrade
VM Backup for Mixed Environments

- Upgrade Altaro VM Backup for Mixed Environments (Hyper-V and VMware) - Upgrade Unlimited Edition to Unlimited Plus Edition

ALTARO066

Fujitsu PRIMERGY RX2530
450W Rack Server M2

- Intel Xeon E5 v4 M2 2.1GHz E5-2620V
- Up to 1536 GB DDR4 memory (24 DIMM slots)
- 4x PCIe Gen3 slots

FUSRX2530M

Micron 5100
960GB Enterprise SSD

- Increase Server Storage Performance
- Reduced wait times
- Low power consumption

MTSSD091

Allied Telesis AT-X51
Stackable Gigabit Edge Switch

- 24 x 10/100/1000T POE+
- 4 x 10G SFP+ ports

AT678

ZyXEL NWA1123-AC
'Smoke-Detector' Access Point

- Access point is ideal platform for migration to 802.11ac
- Dual-band AC AP

XYLNEB035

Parallels RAS v16
Remote Application Server (RAS)

- Virtual application and desktop delivery can be complex and expensive— unless you are one of thousands of businesses that uses Parallels RAS to remotely deliver applications and desktops to their employees.

CALL

Northamber deliver Total Distribution Services

Northamber has a long history of supporting our partners in providing the best hardware and support services, helping businesses acquire and retain reliable IT and AV environments.

SERVICE KNOWLEDGE RELATIONSHIPS

NETWORKING SERVER STORAGE BACKUP SECURITY ACCESSORIES	INTERACTIVE LFD TFT PROJECTOR AUDIO MOUNTS ACCESSORIES	PRINTERS SCANNERS ACCESSORIES OPTIONS LABEL BARCODE IMAGING SOFTWARE	GENERAL IT COMPONENTS UPGRADES SOFTWARE PERIPHERALS
NETWORK INFRASTRUCTURE	AUDIO VISUAL	IMAGING	IT PERIPHERALS

MARKETING

TECHNICAL

FINANCE

LOGISTICS

Expertise

Our sales expertise is unparalleled from identifying complementary innovative vendors that can make a significant impact in a business environment and recommend a solution to meet their individual needs.

Our pre-sale technical teams can accompany you on joint client meetings to showcase our solution offerings and our demo facilities are available for you to get hands on with technology to help accelerate the sales cycle.

Our dedicated Product Managers and Solutions team can help you navigate a noisy market to streamline your solution proposition in a clear and concise manner.

Our in-house creative marketing team create lead generation and awareness materials to drive customer demand. Our Northamber website showcase the integration of our innovative vendors and is regularly updated to respond to the dynamic nature of our vendor landscape.

Credit Services & Leasing

As the UK's largest provider of self-insured trade credit in ICT distribution, Northamber can offer flexible trade credit tailored to your needs and designed with you in mind.

We offer credit services designed to work for you. We will explore every available avenue to help you obtain the right credit line. Whether you need credit for a large deal or normal run rate; we have the credit solution that is right for you.

Leasing

How can Northamber leasing help you?

Northamber's leasing solutions provide a unique approach so that whatever your customer financial needs are, we can tailor-make a financial solution to meet everyone's cash flow requirements.

- We provide one stop funding solutions: with a range of options according to the type of assets and company needing finance.
- Inherent expertise: Our very knowledgeable and experienced lease team can guide you to the appropriate finance solution.

- Helping you through the processes: Our flexible team will work with you to find the best solution for your needs.

MARKET AWARENESS AND DEMAND GENERATION
- Solution oriented vendors
- In house creative team
- White label materials

SALES ENABLEMENT SUPPORT
- Pre-sales Technical Support
- Solution Selling Support
- Demo facilities

CONFIGURATION SERVICES
- Asset tagging
- System builds
- Upgrades & updates

LOGISTICS SUPPORT
- White label shipping
- Same/Next day deliveries
- Bill & hold

FINANCE SERVICES
- Flexible self-insured trade Credit
- Leasing

INSTALLATION & TRAINING
- Large training centre
- ICT /AV /Infrastructure & Security
- National coverage

POST SALES SUPPORT
- Remote Management/ reporting.
- Telephone Help Desk & Tech Support.
- On-Site Technical support - Technical call out, Extended Warranty, Break/fix maintenance/ accidental Damage Insurance.

Northamber's Configuration & Deployment Services

Our qualified engineers can set up your PC or Notebook or Server to your bespoke specifications before your order is shipped to you.

- HDD installation
- Memory upgrades
- BIOS updates
- CPU upgrades

- Large-scale re-imaging
- Asset tagging
- System builds to specification

AV Installation Services

At Northamber we've identified the key areas that will enable our resellers to exploit the huge growth opportunity, as simply as possible.

We have selected expert vendors, whose products work together to provide complete solutions and reduce the potential complexities.

We understand the intricacies of shipping significant quantities of bulky AV equipment. With a large stock holding at our dedicated and fully owned Warehouse in Surrey, we have the logistical know-how to deliver and install AV product exactly when & where it's required. We can also arrange for mounts or brackets to be pre-installed to save on-site engineers further time and money.

- At our Configuration Centre our qualified engineers can ensure your AV equipment is ready to run once installed on site.
- Digital signage firmware/software updates and configuration
- Physical product check before it leaves our warehouse
- Pre-mount brackets and ship in flight cases

Infrastructure Services

Northamber Total Services delivers high quality installation and deployment services. We can offer anything from server installation and virtualisation deployments to helpdesk and remote assistance. Our engineers provide national coverage with strategic hubs all over the UK.

At our Configuration Centre our qualified engineers can build or upgrade PCs, Notebooks or Servers to your bespoke specifications before the order is shipped to you.

- Server Installation and Deployment
- Storage & Virtualisation
- Firewall Installation and Configuration undertaken by our fully accredited engineers

We can offer Logistic Services too...

We are able to provide you with space and an experienced logistics team enabling you to offer the services your customers need. Northamber deliver stock & logistics solutions tailored to your needs.

Our 100,000 sq ft warehouse and distribution facility based in Surrey offers high bay storage for your products. Thanks to professional staff running a state-of-the-art facility we are able to offer the very highest level of service.

- Full stock management
- Reverse logistics facilities
- Importing, scheduling and transit

- Asset tagging
- Dedicated 3rd party logistics facilities
- Inventory control
- Security tagging

- Labelling
- Barcodes
- Quality control

Asset Tagging

Asset tags and serial number tracking

This is a popular approach to tracking fixed assets using serial numbered tags. We create barcode labels for easy and accurate reading. The labels are applied to every asset prior to shipment simplifying the tracking process once the units are on site & installed. Asset tag information is then supplied to the owner on a spreadsheet linking each tag to its unique serial number.

This service takes the pain out of the complex and timely process of tracking hardware for the system integrator or product owner following a large roll out.

Delivery Services

Northamber are able to offer overnight, local, national and international delivery options along with secure/high-value & technical deliveries.

- Special requirements (i.e. pallet sizes)
- White label deliveries
- Branded shipping services
- Same day delivery service

- Timed deliveries
- Direct to delivery centre
- End-user direct fulfilment
- Store supporting customer collection

Bill & Hold

Over 100,000 square foot, state-of-the-art warehouse with more than 7,500 pallet bays. We have space for you too.

Our brands include...

AV

AUDIO

CREATIVE

Headsets & Speakers

KONFTEL

Conference Phones

KRAMER

Cables, Speakers
& Collaboration Solutions

OLYMPUS®

Voice Dictation

PHILIPS
Dictation

Voice Dictation

YAMAHA

Amplifiers, Speakers,
Soundbars and Headphones

VISUAL

3M

Touchscreens
& Privacy Filters

BenQ
Because it matters

Monitors

Genee World

Interactive Tables/ Displays,
Visualisers & Audio Response

InFocus®

Projectors &
Large format displays

matrox™
Graphics for Professionals

Multi Display Graphics
Solutions

NEWSTAR
products

Headsets & Speakers

PHILIPS
Professional
Display Solutions

Large Screen Display
Solutions & Hotel TV

SAMSUNG

Monitors

signagelive

Cloud Managed Display
Platform

wacom®

Interactive Pen Displays
& Tablet Styluses

RICOH

Projectors

Information Technology for Small to Medium-sized Businesses

Document Management

SCAN

brother at your side
Scanners

Canon
Portable Desktop, Workgroup & Dept. Scanners

FUJITSU
Portable Desktop, Workgroup & Dept. Scanners

IRIS A CANON COMPANY / **Canon**
Portable & Desktop Scanners

Kodak alaris Authorised Distributor
Desktop & Workgroup Scanners

KOFAX
Capture Content Process Management Software

Wasp BARCODE TECHNOLOGIES
EPOS solutions

PRINT

brother at your side
Inkjet MFCs, Mono & Colour Lasers Printers & Multifunctions

RICOH
Printers & Multifunctions

SII Seiko Instruments GmbH
Label Printers

IF IT WORX, IT'S UTAX
Mono, Colour Lasers & Multifunctions

Our brands include...

I.T & Infrastructure

CONNECT

10ZiG	Allied Telesis	BOMGAR	CertaUPS	devolo The Network Innovation
Thin Clients & VDI Terminals	Switches & Networking Devices	Secure Remote Access	UPS	Powerline Adattors & Networking
Dynamode	EATON Powering Business Worldwide	intel	Microsoft Partner Gold OEM Silver Volume Licensing	
Cabinets, Racks, KVMs and PDUs	ePDU & UPS	Computer Processors	Windows & Server OS & Office Software	
SAMSUNG	Sphere3D	ThinPrint	USRobotics A Division of UNICOM Global www.usr.com/uk	ZYXEL Your Networking Ally
AIO & Thin Clients	Enterprise Storage	High Availalability Virtual Printing	Dial-up Data/Fax Modems	Dial-up Data/Fax Modems/ Cloud Managed Network/ Switches/Powerline Adaptors

STORE

ALTARO	crucial by Micron	FUJITSU	Micron	nexenta
VM Backup	Server Memory	Eternus Disk Storage Systems & Servers	Server Memory and SSDs	Software Defined Storage
storage ORIGIN solutions	overland storage	Parallels Optimized Computing	SUPERMICRO	VERITAS
Hard Drives	Storage & Backup	Cloud Based Remote Application Server Software	Servers & Storage	Backup Software

Information Technology for Small to Medium-sized Businesses

I.T & Infrastructure (cont.)

PROTECT

Business Anti Virus Software	AntiVirus & Backup Software	Firewall & UTM Security	CCTV	USB-C Authentication Devices

Peripherals

Touchscreen & Pr ivacy Filters	Voice Dictation	Voice Dictation	Carry Cases & Accessories

Northamber

SMB Total Office Solutions

Secure WiFi
Access Points

Projectors

Large Format / Interactive Displays

PCs & Servers

Speakers/Amps

Soundbars

Routers
& Switches

Printers & MFP

Tech Luggage

Monitors & Displays

Scanners

Tablets & Headphones

Laptops

Interactive Tables

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NORTHAMBER

Total Distribution™