

# Technology Upgrade Recommendations



**The Next Generation**

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## **Introduction**

We are a family owned company of medium size. Our company employees must travel long distances on occasions, as well as many trips that are within drivable distances. Our employees who travel must pitch our company's goals and accomplishments to other companies to persuade them to sign on with us. I know we are family owned and do not have as much money to spend on top of the line computers, but the computers we currently own are not doing the trick. I believe that this list of products is within our price range, and will allow us to grow a significant amount by allowing the sales employees to pitch our company faster and more effectively. Thus allowing us to schedule more meetings with more companies than technology previously allowed us to within a work year. I hope you find this information helpful and I look forward to meeting with you and the board to discuss this further.



## Overview of the Options and Criteria

The criteria we are going to evaluate are screen size, memory, speed, accessories, battery life and price. Due to the fact that we are a medium-size business and have many employees that travel we need a powerful, yet portable, solution that can handle the processing of our normal work tasks. Screen size is important as we often are traveling and need to be able to clearly see our work so bigger is better. Memory is important because it can limit the information we can store if the capacity is not large enough. Speed is important because we don't want to waste valuable time waiting for the computer to perform a task. Accessories are important since features like Wi-Fi and webcams can lead to increased productivity while away from the office. Battery life is critical for a company where people travel. A laptop or tablet does us no good if it only lasts for 30-60 minutes after being unplugged. Price is one of our top priorities as we can't afford to buy the top of the line product and still expect to turn a profit. We need the most out of our money.

We selected four different options to test to find our optimal solution: an Apple MacBook Pro, an HP EliteBook, an iPad with Retina Display, and a Samsung Galaxy Note 10.1. We selected two laptops and two tablets in order to find the best fit for our needs. We also made sure they covered a wide range of prices and capabilities instead of 4 laptops of around the same capabilities. We wanted to make sure we explored all our options and didn't pigeonhole ourselves.





## Testing the HP EliteBook 2570p Notebook PC

To test for the options of the HP EliteBook 2570p Notebook PC I went directly to the source.

Step 1: Go to <http://www.hp.com/country/us/en/computers.html>

Step 2: Click on “Laptops for Computers for Business”.

Step 3: Select the HP EliteBook 2570p Notebook PC.

Step 4: To check Screen Size scroll to page two and look at the “Display” section. This computer has a 12.5 inch screen

Step 5: Click on “download the Datasheet” to find the other information you require.

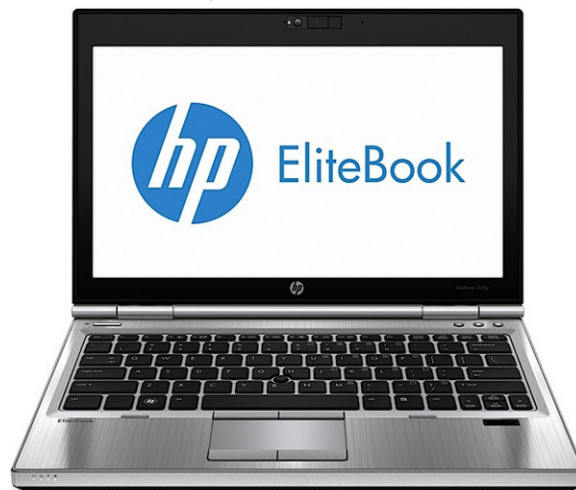
Step 6: To check Memory scroll to page two to the “Memory” and internal storage section and look at the Internal and SD Card details. The EliteBook comes standard with 500GB of memory

Step 7: To check Speed scroll to page two to the processor section and look at the CPU details. The computer has a 2.6 GHz quad core processor

Step 8: To check Accessories you will have to check three sections on the second page. First go to the Camera section and record those details. Then scroll to the ports and connectors section and record those details. Last scroll to wireless support details and record the information. This computer includes Wi-Fi and mobile broadband, an HD webcam/microphone, and a variety of USB connections

Step 9: To check Battery Life scroll to page two to the Power section and record the information. The battery can last up to 15 hours and 15 minutes/

Step 10: To find price look next to name of laptop and price will be displayed along with monthly discounts. This model costs \$1,349





## Testing the MacBook Pro

To test the options for the MacBook Pro I went directly to the source.

Step 1: Go to <http://www.apple.com/macbook-pro/specs/>

Step 2: Find the column with the 15 inch display, this will be the option that the rest of the tests will be based on.

Step 3: To check Memory, scroll down to the “Storage” section to find the results. This computer comes standard with 500GB of storage space.

Step 4: To check Speed, scroll to the “Processor” section to find the results. The MacBook has a 2.3 GHz quad core processor.

Step 5: To check for Accessories, scroll to the “Connections and Expansion”, “Wireless”, and “Audio” sections to find the results. The computer has Wi-Fi and Bluetooth capabilities as well as a 720p front facing camera, an omnidirectional microphone, and the latest version of Apple’s OS X Mountain Lion software with multiple applications.

Step 6: To check the Battery Life, scroll to the “Battery and Power” section to find the results. The battery can last up to 7 hours.

Step 7: To check the price. Scroll to the section that says “Price” to record the results. This model costs \$1,799.





## Testing the iPad with Retina Display

To test for the options of the iPad with Retina Display I went directly to the source.

Step 1: Go to [http://store.apple.com/us/browse/home/shop\\_ipad/compare](http://store.apple.com/us/browse/home/shop_ipad/compare)

Step 2: To check Screen Size scroll to the “Dimensions and Weight” section and look at the height and width. The screen dimensions are 9.5 inches by 7.3 inches.

Step 3: To check Memory scroll to the “Capacity and Price” section and look at the Gigabytes. The iPad comes with up to 128GB of storage.

Step 4: To check Speed scroll to the “Chip” section and look at the details. The iPad comes with a 1.4GHz dual core A6X processor.

Step 5: To check Accessories you will have to check two sections. First go to the “Camera” section and record those details. Then scroll to the “Cellular and Wireless” section and record those details. The iPad includes Siri, Wi-Fi and cellular capabilities, and an HD camera.

Step 6: To check Battery Life go to the section listed “Battery Life” and look for how long the battery life is. The battery can last up to 10 hours.

Step 7: To check Price scroll to “Capacity and Price” and look at the 128GB under Wi-Fi + Cellular I-Pad with Retina display. This model costs \$929.





## Testing the Samsung Galaxy Note

Step 1: Go to <http://www.samsung.com/us/mobile/galaxy-tab/GT-N8013EAYXAR-specs>

Step 2: To check Screen Size scroll to the “Display” section and look at the Main Display Size. The screen is 10.1”.

Step 3: To check Memory scroll to the “Memory” section and look at the Internal and SD Card details. The internal memory is 16 GB but can be upgrade to 32 GB with an external SD card.

Step 4: To check Speed scroll to the “CPU” section and look at the CPU details. The Galaxy Note 10.1 has a 1.4 GHz Quad-Core Processor.

Step 5: To check Accessories you will have to check two sections. First go to the “Camera” section and record those details. The tablet has a 1.9 megapixel camera in front and a 5.0 megapixel camera in the rear. Then scroll to the “Connectivity” section and record those details. The tablet has Wi-Fi, USB 2.0 and Bluetooth 4.0 capability.

Step 6: To check Battery Life go to <http://www.engadget.com/2012/08/15/samsung-galaxy-note-10-1-review/> and scroll to the “Battery Life” section. This shows the Galaxy Note 10.1 with an 8 hour battery life.

Step 7: To check Price go to <http://www.samsung.com/us/mobile/galaxy-tab/GT-N8013EAYXAR> and the price will be in the main screen and/or in the top right of the screen next to the Buy Now button. Currently the price is \$499.99 before taxes.







## Test Conclusions

### Information and details of the two laptop computers:

	MacBook Pro	HP EliteBook 2570p Notebook PC
Size	15 inch screen	12.5 inch screen
Memory	500GB	500GB
Speed	2.3 GHz quad core	Intel core i7^2(2.60 GHz)
Accessories	<ul style="list-style-type: none"> <li>• 720p front facing camera</li> <li>• omnidirectional microphone</li> <li>• OS X Mountain Lion software and apps</li> </ul>	<ul style="list-style-type: none"> <li>• integrated HP mobile broadband(3g and 4g LTE)</li> <li>• HD webcam/microphone</li> <li>• 1 USB 3.0,2.0, 3.0 combo, display port; docking connector</li> </ul>
Battery Life	Up to 7 hours	<ul style="list-style-type: none"> <li>• voltage processor saves power</li> <li>• Up to 15 hours and 15 minutes</li> <li>• 9 cell lithium-ion battery</li> </ul>
Price	\$1,799	\$1,349

### Information and details of the two tablets:

	128GB iPad with Retina Display	Samsung Galaxy Note 10.1
Size	Height: 9.50 inches Width: 7.31 inches	10.1" display
Memory	128GB	48GB
Speed	<ul style="list-style-type: none"> <li>• 1.4 GHz Dual-core A6X processor</li> </ul>	1.4 GHz Quad-core Processor
Accessories	<ul style="list-style-type: none"> <li>• Siri</li> <li>• Lightning Connector</li> <li>• Wi-Fi + Cellular</li> <li>• Bluetooth 4.0 technology</li> <li>• GPS</li> <li>• 1080 HD video recording</li> <li>• FaceTime HD camera</li> <li>• iSight camera</li> </ul>	<ul style="list-style-type: none"> <li>• 5.0 megapixel camera</li> <li>• Wi-Fi/cellular</li> <li>• Bluetooth</li> <li>• USB 2.0</li> </ul>
Battery Life	<ul style="list-style-type: none"> <li>• Up to 10 hours of surfing the web on Wi-Fi</li> <li>• Up to 9 hours of surfing the web using cellular data network</li> </ul>	<ul style="list-style-type: none"> <li>• 14 hour moderate use</li> <li>• 2 hours hard use web browsing</li> </ul>
Price	\$929	\$449.99

### Overall Ratings of the four products

*Rankings from 1-4 (4 being best)	HP EliteBook 2570p Notebook PC	MacBook Pro	128GB iPad with Retina Display	Samsung Galaxy Note 10.1 (Wi-Fi)
Size	3	4	3	2
Memory	4	4	3	1
Speed	4	3	2	2
Work Accessories	3	4	3	2
Battery Life	4	1	2	3
Price	\$1349	\$1799	\$929	\$449.99



## Team Recommendation

The technical group understands that ultimately the decision on what product to upgrade to or whether to upgrade our computers at all is yours and the board's decision. Our group has gone ahead and made a recommendation of what we believe is the most efficient buy of these four products. We recommend that you choose the HP EliteBook because this product brings the most to the table for a good price. The EliteBook includes, in our opinion, the best combination of our criteria out of the four choices. The EliteBook has an excellent processor that allows it to run at fast speeds and handle all the applications we require to work with and design proposals. It also has a large amount of memory to hold all of our sales people's work without having to carry many flash drives around. The EliteBook has a work battery life that is extremely sufficient and will allow us to work continuously for 15 hours without having to charge it every three hours as we do with our current computers. The device also allows our employees to communicate with our company while they are on long distance trips. This is helpful in that they will be able to tweak sales pitches while talking face to face on the device and seeing exactly what they need to do and what the company wants to add into the presentation. While we believe any of these four devices would be a good choice, we believe this one is the one with the best overall attributes that our sales team needs. We will respect whatever choice the board and you choose to make.

Much appreciation,

United, Inc. Sales Team