

Welcome to dynabook
A new brand from the laptop experts



1.

**Our vision,
mission
and value
proposition**



2.

**Why a new
brand for
Toshiba Client
Solutions?**



3.

**Marketing
strategy**



4.

**The evolution
of innovation**



5.

**The dynabook
difference**



6.

**B2B PC
products,
solutions,
and services**

- Dynabook Inc. is a manufacturer of mobile computing devices and solutions and recently became a majority-owned company of Sharp Corporation.
- Dynabook Europe GmbH is a wholly owned subsidiary of Dynabook Inc.
- We offer a diverse portfolio of enterprise-grade hardware and software offerings, including award-winning mobile computers, innovative wearable devices, augmented reality applications and security solutions. Different from our competition, we design, engineer and manufacture our products in our own-operated facilities to ensure industry leading quality and reliability.

We are dynabook. We are a dynamic, entrepreneurial new business, built on the foundations of our wonderful Toshiba heritage, Foxconn buying and manufacturing power, Sharp technology and wider digital office solutions, and our newfound financial stability and security.

At dynabook, our vision is to develop trusted innovative products and solutions that enable a more creative, collaborative and productive world.

Built on firm foundations



FOXCONN[®]

Procurement
Manufacturing

TOSHIBA

People
Process
Partnerships
Products

SHARP

Technology
Solutions

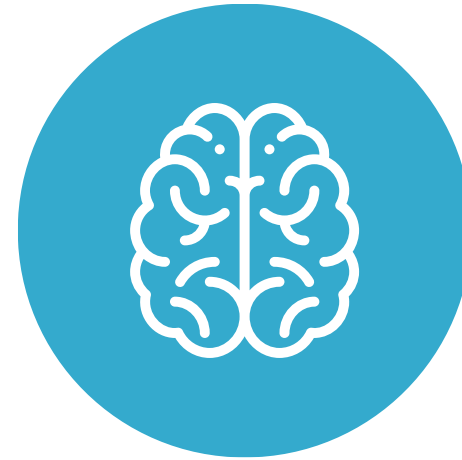
Our entrepreneurial spirit



**Creating a more
agile business**



**Fostering
creativity**



**Encouraging
innovation**

Our values

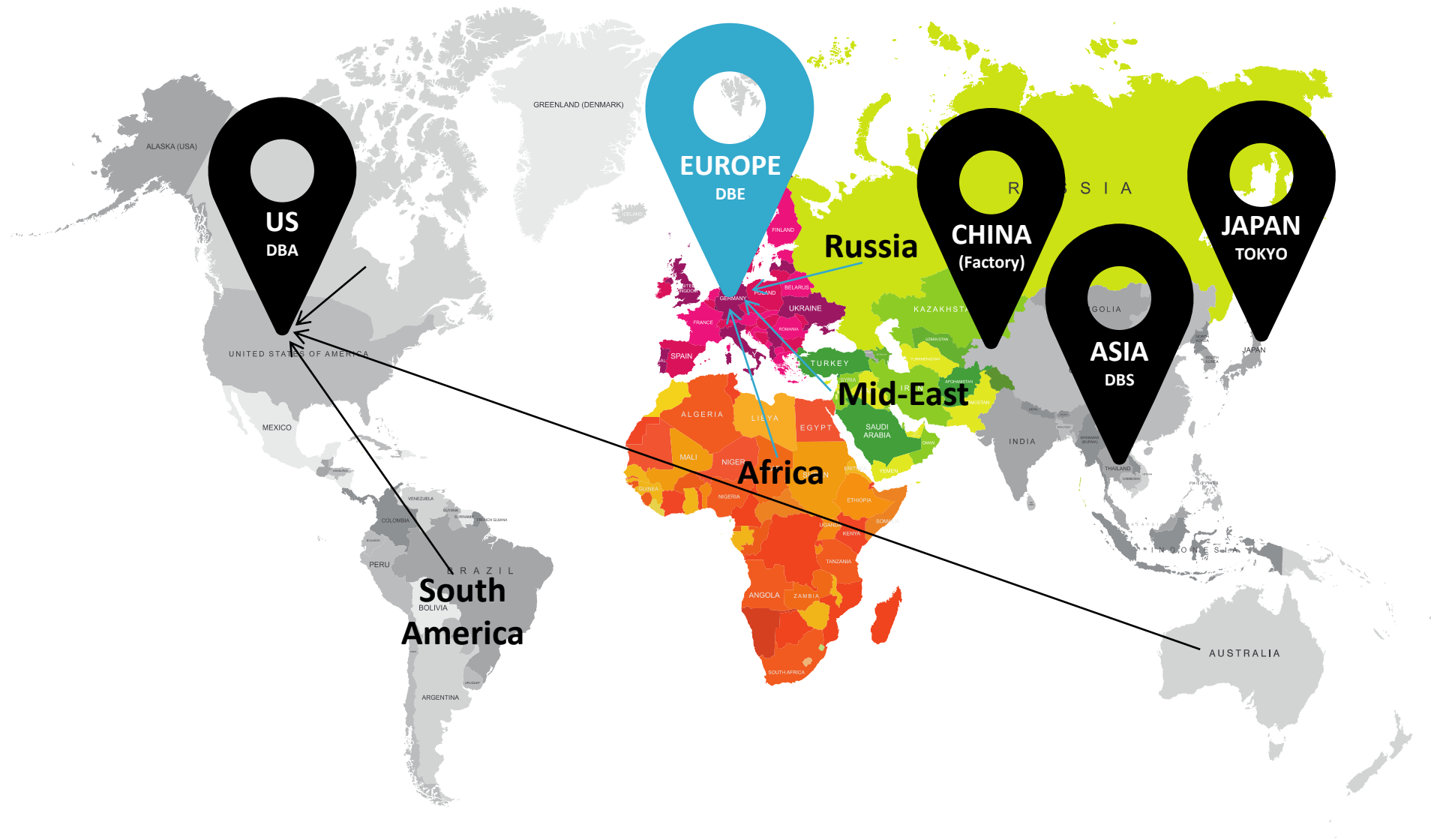
We will develop trusted products that

- deliver industry leading quality and reliability.
- are backed by industry leading service and support.
- are intelligently designed with smart features.
- provide flexibility for customers (BTO).
- have the right technologies at the right time.
- advance computing to unlock new levels of success.

Our company will

- be customer centric.
- strive to be the trusted advisors for our customers.
- not only innovate with products, but also with how we conduct business.
- be easy to do business with internally and externally.

Strategic importance of Europe - now also managing Middle East & Africa



Our value proposition

Our customers are at the heart of everything we do. We are about our people and the customer experiences we create.

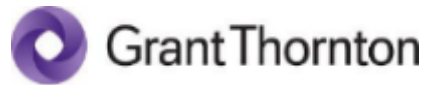
We are continually evolving and innovating to develop new technology and products with quality, reliability and security at the core.

Honesty, candour, and flexibility creates trusted relationships. With everyone. End users. Channel partners. Microsoft and Intel. And more.

We not only innovate with products, but also with processes. Everything from design to testing to customer support.



Everything we do is driven by the needs of our customers



Why a new brand?

From Toshiba Client Solutions
to Dynabook Inc.

A new name for the Toshiba PC business

In line with our parent company, which changed its name from 'Toshiba Client Solutions Co. Ltd' to 'Dynabook Inc' on January 1st 2019, we changed our name from 'Toshiba Client Solutions Europe GmbH' to 'Dynabook Europe GmbH' on April 1st.

- There is no change to our legal entity.
- There are no changes to our company registration.
- There are no changes to our bank account.
- There is no need to change any contract terms or details.
- There is no change to your account management team.

Why the dynabook brand?

- Fresh start, a new beginning, with renewed investment and growth - whilst bringing the best of Toshiba with us.
- Focused and dedicated business, 100% focused on mobile computing solutions.
- Neutral and independent brand to avoid conflict between our parent companies.
- dynabook brand has 30 years of heritage as a product brand in Japan
- A new, independent brand allows the business to benefit from the resources and expertise of all of our parent companies.
- New brand reflects our dynamic business – along with the next chapter of our story = ‘dynabook’.

Marketing strategy

Marketing strategy

- Significant investment in marketing the new brand in EMEA.
- Refreshed and enhanced to and through channel communications and assets to assist our partners through the transition.
- There will be a period of transition where both the Toshiba and dynabook brands will be used.
- Our marketing strategy for the short – mid term is to explain that the Toshiba brand for the PC business has evolved to dynabook.
- The messaging will be focused on the evolution of innovation – emphasising our Toshiba heritage and values are continued and enhanced under the new brand.
- We will promote the ‘dynabook difference’.
- Our value proposition is focused on four key pillars – Product, People, Process and Partnership.

Will we still sell Toshiba-branded products?

- All current products launched before April 1st 2019 will continue to be manufactured, marketed and sold under the Toshiba brand until they are End of Life.
- The only physical change will be that the 'rating label' which shows the manufacturer company name and address, will change to 'Dynabook Europe GmbH' at some point.
- Exact details of how branding will be applied on products has still to be finally decided.



How will new products launched after April 1st 2019 be branded?

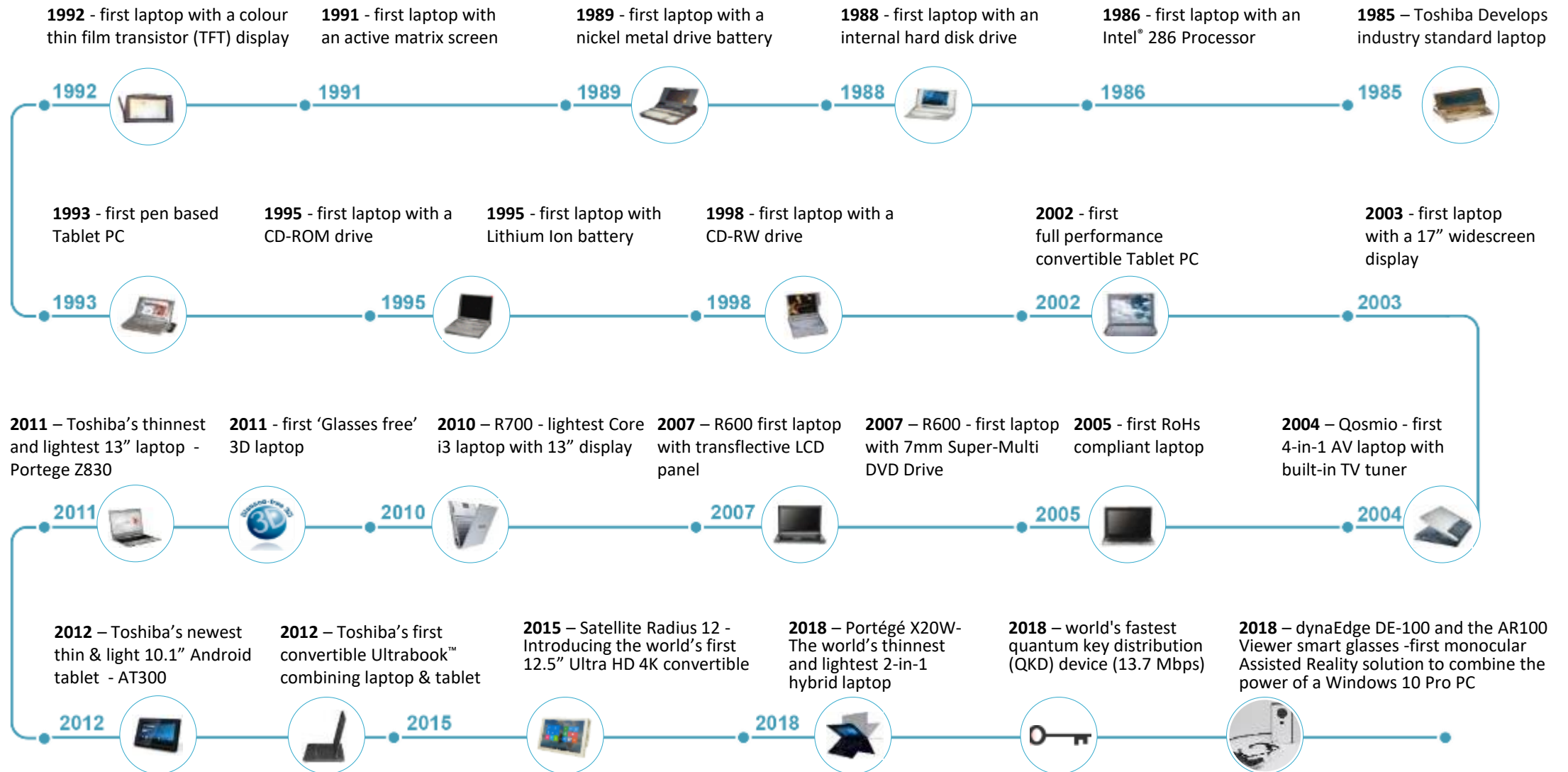
- New products launched after April 1st 2019 will have 'dynabook' branding.
- The laptop sub-brands 'Tecra', 'Portégé' and 'Satellite Pro' will continue to be used.
- Exact details of how branding will be applied on products has still to be finally decided.





The evolution of innovation

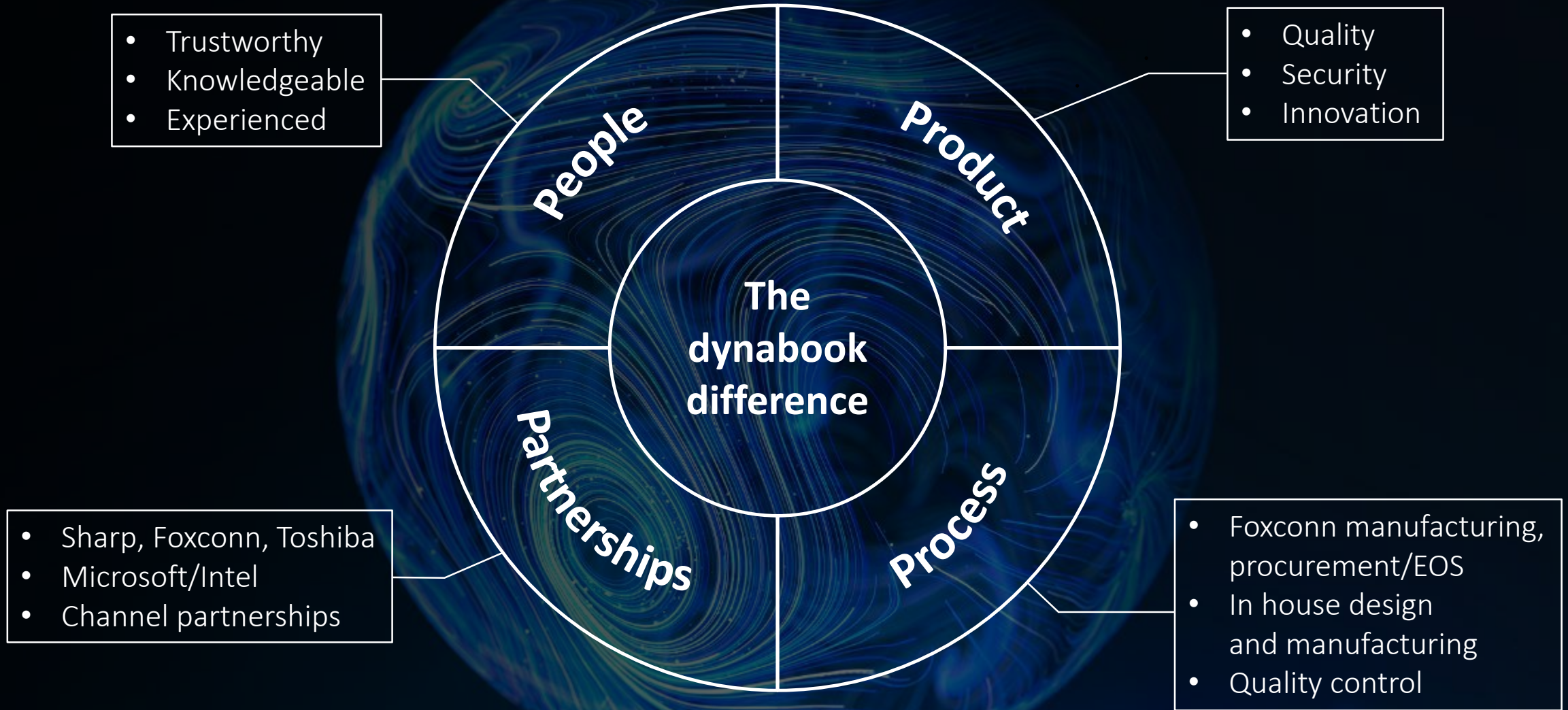
Our heritage is also our compass – the evolution of innovation



The dynabook difference

More than just a name

The dynabook difference – built over 30 years



People

- Sharp acquired not just the brand, but the people, the IP, the design centre, manufacturing facilities and local offices. The Toshiba value is retained.
- We have retained key personnel – Damian Jaume (President, Europe), heads of functions in Europe, and country teams.
- Positive change and renewal for the business, welcomed by our staff.
- A brand is more than a logo, and in B2B, where we continue to focus, a brand is the people and the experience of the sales and product life cycles.



Product

- Key values remain - Quality, Reliability, Security, Innovation.
- 33+ years of innovation and knowledge from Toshiba. We do not lose anything, we only gain additional technologies and user benefits.
- New PC factory being built in China.
- New product designs in development.
- New product technologies and innovation in development.
- Wider Sharp product portfolio opportunities – inc.
 - Visual solutions, document solutions, managed services.
- Obsession with quality – we test, we test again, we test more rigorously (MIL STD 810g testing).
 - Lowest FFR – field failure rate, reliability guarantee.
- Adding value beyond the laptop.
 - Zero Client, dynaEdge, services.

Process



- We now have access to larger scale procurement and manufacturing resources. When combined with our design, quality and innovation, these economies of scale equal the dynabook difference.
- Commercial focus for immediate and significant growth in EMEA and globally.
- True global approach, but retaining local market activation – thinking globally, acting locally.
- Designed in Japan, with Japanese engineering, built in our own factories.
- Proud of our Japanese heritage and values, engineering and technology.

Partnership

- In today's digital world, no one brand can function in isolation. Partnerships are key to our business strategy.
- Our company is the result of partnerships – between our three parent organisations – Toshiba, Sharp and Foxconn – each bring unique and complementary values.
- Microsoft and Intel supporting and endorsing the business, whilst co-developing products and technologies.
- We continue to partner with 3rd party companies to develop cutting edge solutions – e.g. Ubimax with dynaEdge.
- Channel only – we remain 100% channel friendly, and are committed to our channel partners.



The dynabook difference

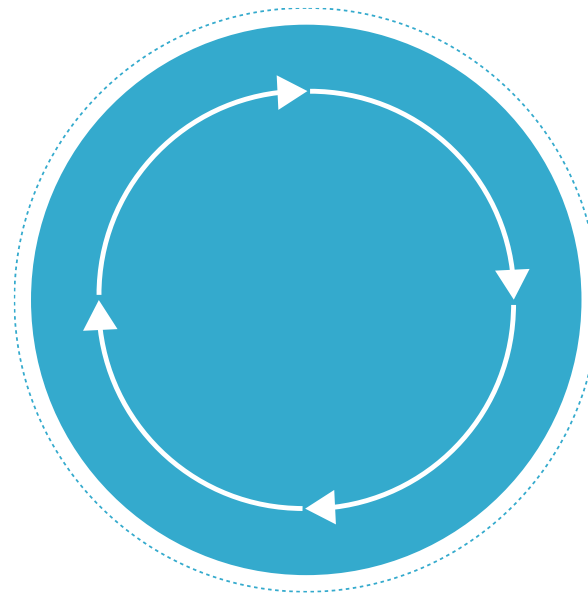
We have always had a reputation for quality and innovation. This all happens within our Innovation Centre in Hangzhou. dynabook's unique process teams skilled workers with advanced machines, to create dynabook's business technology, from concept to design to production to quality checking.

Innovation

We listen to feedback from customers and internal teams to continuously innovate.

Quality

Our laptops are tested and re-tested to ensure they reach our customers in perfect condition.



Design

Our in-house designers ensure our laptops are continuously developed and improved.

Production

We pair state-of-the-art machines with skilled workers to produce our laptops.

dynabook's Innovation Centre

Innovation in Hangzhou

- dynabook takes full ownership of research and development, with our customers' business in mind.
- Our designers work with other departments, local suppliers and customer feedback to ensure our products are efficient, competitive, and perfect for business.



dynabook's Innovation Centre

Designed and built by dynabook

- Empowering design.
- Unique and innovative features:
 - Optimised temperature handling.
 - Super-light, powerful magnesium alloy chassis.
 - High-density circuit boards for smaller product designs that don't compromise battery life.
- Our exclusive in-house design means we have complete control over the thinking behind our products.



dynabook's Innovation Centre

Production: collaboration between man and machine

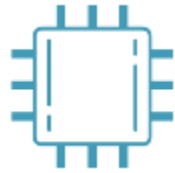
- dynabook takes the best talent from local colleges, who produce an outstanding level of talent and passion.
- Skilled workers use precise machines with the latest technology. And all automated processes are manually double checked.
- We call this Elegant Engineering.



Our exclusive manufacturing



**All business laptops
are built to the
highest standards**



**High quality
components are
used throughout**



**Backed up by an
independent
H.A.L.T. test from
TÜV Rheinland**



**Our laptops are also
tested to MIL STD 810G,
ensuring a reliable
device that will never
let you down**



Our evaluation facilities

Equipped with a wide range of facilities to leverage manufacturing and quality control of PC parts & products.

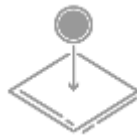
Standard tests



Temperature & humidity



Vibration test



Drop test



Mechanical shock tester



Metallo-graphic microscope



X ray Inspector



Rohs xrf-analyzer



Electrostatic discharge simulator



Pbb/pbde iams-test



1st 10m chamber in zhejiang province
Cnas-certified 10m emi chamber, test data.
Apply to ww

Military tests– MIL STD 810G



High temp. (30°C - 60°C)



Drop test



Dust test



Altitude test



Low temp. (-20°C)



Temperature shock



Humidity test



Vibration test



Shock test

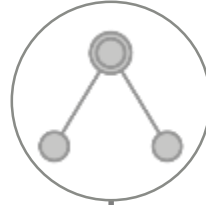


Solar radiation test

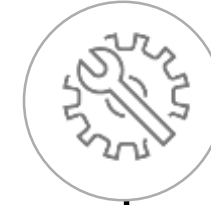
Ensuring the continued quality of our devices



To ensure the **continued quality** of our notebook PCs we **gather and analyse information** on issues in the field.



dynabook has developed a management system where **manufacturing data and repair data are retrieved simultaneously.**



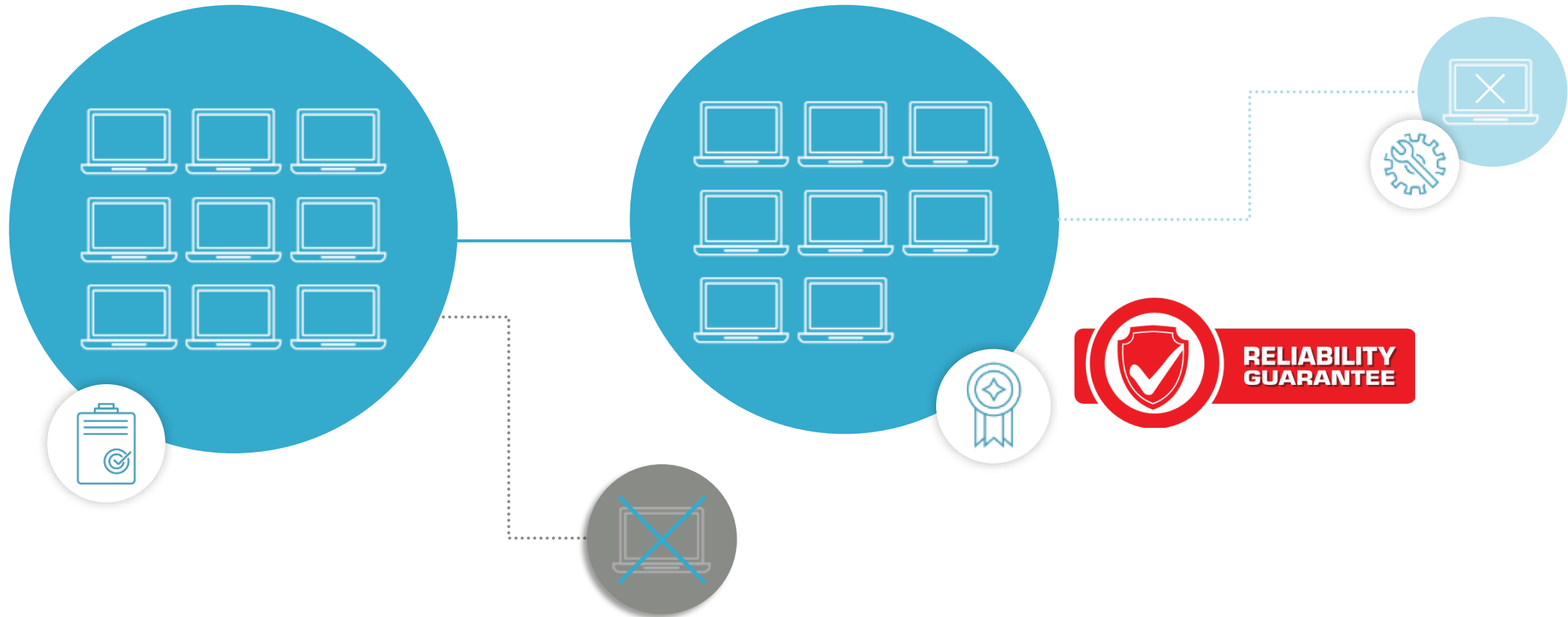
Enabling **data to be collected and shared daily** with our quality or engineering teams in order to **promptly address issues.**

Our laptops won't let you down

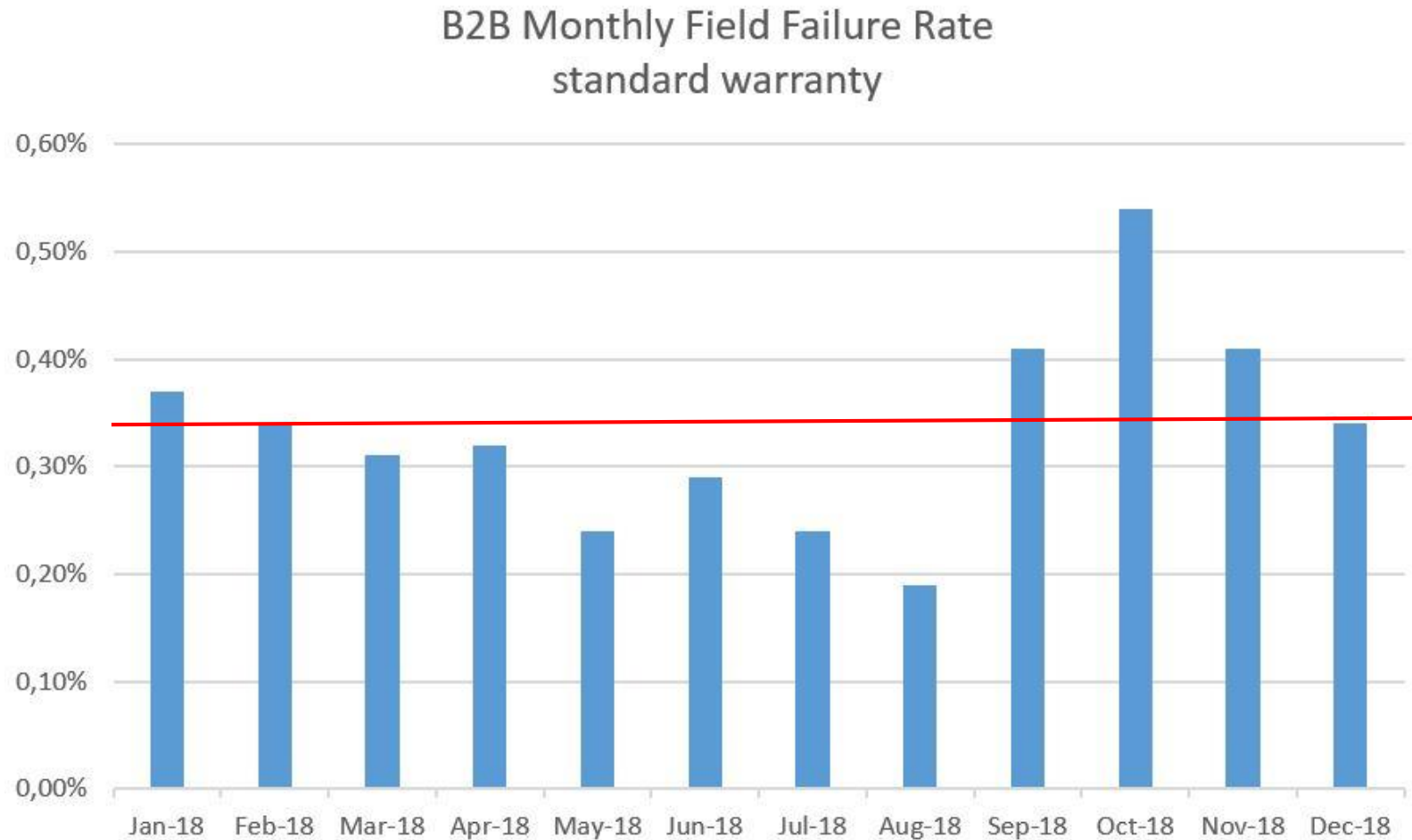
We're confident in the rigorous **Highly Accelerated Life Testing (HALT)** each of our laptops are put through.

Only those that **pass this rigorous test meet our high standards.**

If your laptop does break down within one year of purchase we'll **repair it free of charge**, and we'll **give you your money back.**



Reliability: B2B Monthly Field Failure Rate (EMEA)



- No other manufacturer shares their reliability figures
- There are no independent reliability studies available of B2B laptops
- We **know** from our channel that our products are **more reliable than the competition**
- So we are confident enough to show these figures to you, and to our customers!
- ...see it as a challenge to other manufacturers!

Figures are monthly actual failure rate of in-warranty products within first year as a percentage of the total warranty population
The variation between the months is mainly due to seasonal fluctuations (like vacation period)
Average Monthly Field Failure Rate 2018: 0.33%

We are so confident, we guarantee it

Reliability guaranteed

- We offer a unique reliability promise to our business customers*
- If one of your laptops breaks down within the first year, we'll repair it free of charge
- AND give you your money back

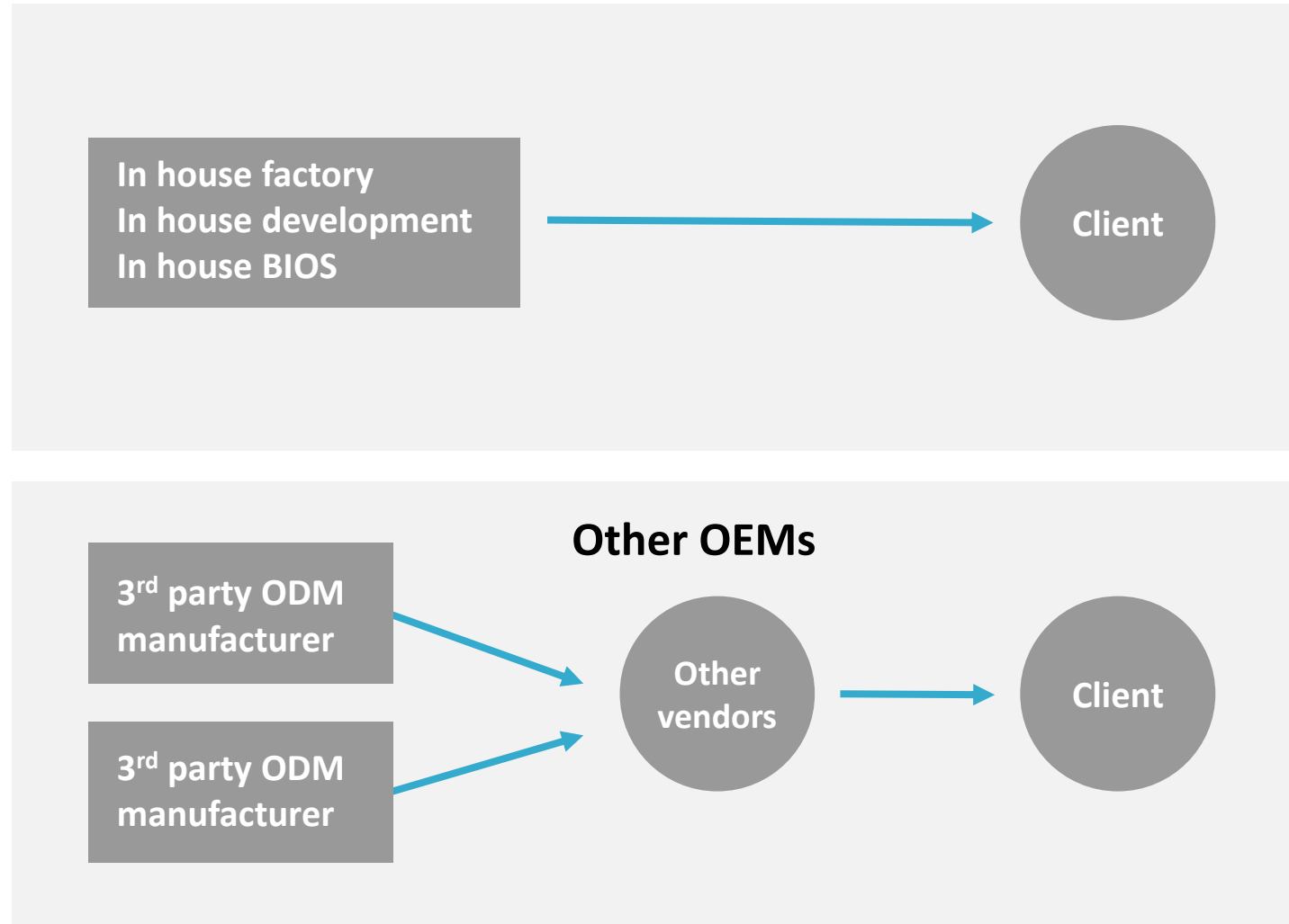


*Not available in all countries or on all models; Registration within 30 days necessary. Check [here](#) for details.



Benefits of owning exclusive manufacturing

- Exclusive security controls.
- Full control over the level of security given to our customers.
- We endeavour to protect the security and privacy of every customer.
- Down to BIOS level, we put security at the heart of what we do.



European media – recent product and solution quotes



UK

“Look out Microsoft, there’s a new 2-in-1 in town – the Portégé X30T-E is the most complete detachable we’ve seen and is perfectly tuned for business.”

[PC Pro](#)

[PRINT]

Portégé X30T-E
February 2019



Germany

“Stylish, handy and well equipped: The Toshiba Tecra X40-E is a very efficient ultrabook.”

[ComputerBild](#)

[PRINT + ONLINE]

Tecra X40-E
April 2019



France

“You will be blown away by the Portégé X30-E with its low weight and its zero compromise on power, ergonomic quality and autonomy.”

[EDI](#)

[PRINT]

Portégé X30-E
December 2018



Spain

“Toshiba's focus in the professional field is transmitted in this lightweight device, with an elegant finish and interesting performance in terms of connectivity and security.”

[Digital Biz Magazine](#)

[PRINT]

Portégé X30T-E
April 2019



Netherlands

“This lightweight business laptop has an excellent performance and it shows great autonomy.”

[Datanews](#)

Portégé X30-E-10D
July 2018



Italy

“Lightweight first of all. And then high performance for business. Toshiba Portégé X30-E-13C is the perfect solution for those who always need to carry a PC with them.”

[Il Giornale](#)

[PRINT]

Portégé X30-E
April 2019



Awards from European media products – 2018-19



UK

Portégé X20W-E
Computing Technology
Product Awards – Best
Business Mobile Device

Shortlisted

computing
Technology
Product
Awards
2018

computing



Germany

Portégé X20W-E
Individual review of
Portégé X20W-E-10F in
Connect [PRINT]
October 2018

Very Good



connect



France

Portégé X30-E-138
The X30-E-138 is a war
machine that will follow
its users everywhere
and thanks to its
processing power and
storage speed, will be
able to support with a
variety of tasks.

Micro Pratique [PRINT]
Portégé X30-E
November 2018



Spain

Portégé X30T-E
Byte TI Awards 2019 –
Best Business Laptop

Winner



byte TI



Netherlands

Portégé X30-E-10D
MKB Best Choice Awards
2018

Winner



winmag



Italy

Portégé X30T-E
2019 Tom's Hardware

Recommended



tom's HARDWARE
THE AUTHORITY ON TECH

B2B PC products,
services and solutions

B2B Overall Product Positioning

Satellite Pro

**All-round functionality
and performance**

Designed to cope with every business situation, each Satellite Pro model provides power, reliability and easy-to-use controls.

PORTÉGÉ

**Light in weight.
Strong in design.**

Designed for those who demand the very best in mobile computing. Flagship in miniaturisation, up to 13" screen size.

TECRA

Built for business

Designed to help you work more efficiently, our Tecra laptops offer everything a business professional could want.

2019 Product Line Up – a device for every worker

31.75 cm (12.5" Convertible)

33.8 cm (13.3")

33.8 cm (13.3" Detachable)

35.6 cm (14")

39.6 cm (15.6")

Large Account

Medium Business

SMB

Business Ultimate

As Premium With –
New Design ID Ultralight Chassis
Thunderbolt Type C Docking



Portégé X20W



Portégé X30



Portégé X30T



Tecra X40

Business Premium

As Enhanced With -
Ultra lightweight design
Magnesium Alloy Chassis
Backlit Keyboard



Portégé Z30(t)



Tecra Z40



Tecra Z50

Business Advanced

As Enhanced With -
Dedicated Docking
Fingerprint Scanner
Option for vPro



Portégé A30(t)



Tecra A40



Tecra A50

Business Enhanced

As Entry with –
Lightweight Option
Reliability Guarantee



Satellite Pro A30



Satellite Pro A40



Satellite Pro A50

Business Entry

Full Connectivity
USB Dynadock Docking

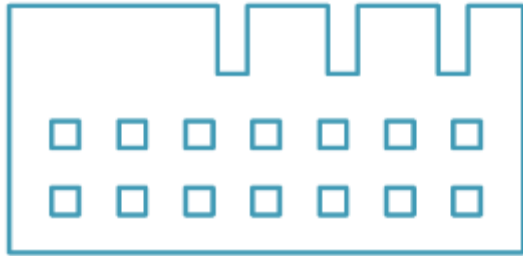


Satellite Pro R40



Satellite Pro R50

Built to order in 3 weeks



Built to order products are **built and customised in dynabook's own build facility**



and managed by **dynabook's own logistics**



so we can deliver products as specified by our customers in **just three weeks.**

And for our BTO process, there is no fixed Minimum Order Quantity... unlike Dell, Lenovo etc. Talk to us!

The dynaEdge smart glass solution

Enterprise-class **Edge Computing** and **Assisted Reality** from dynabook.

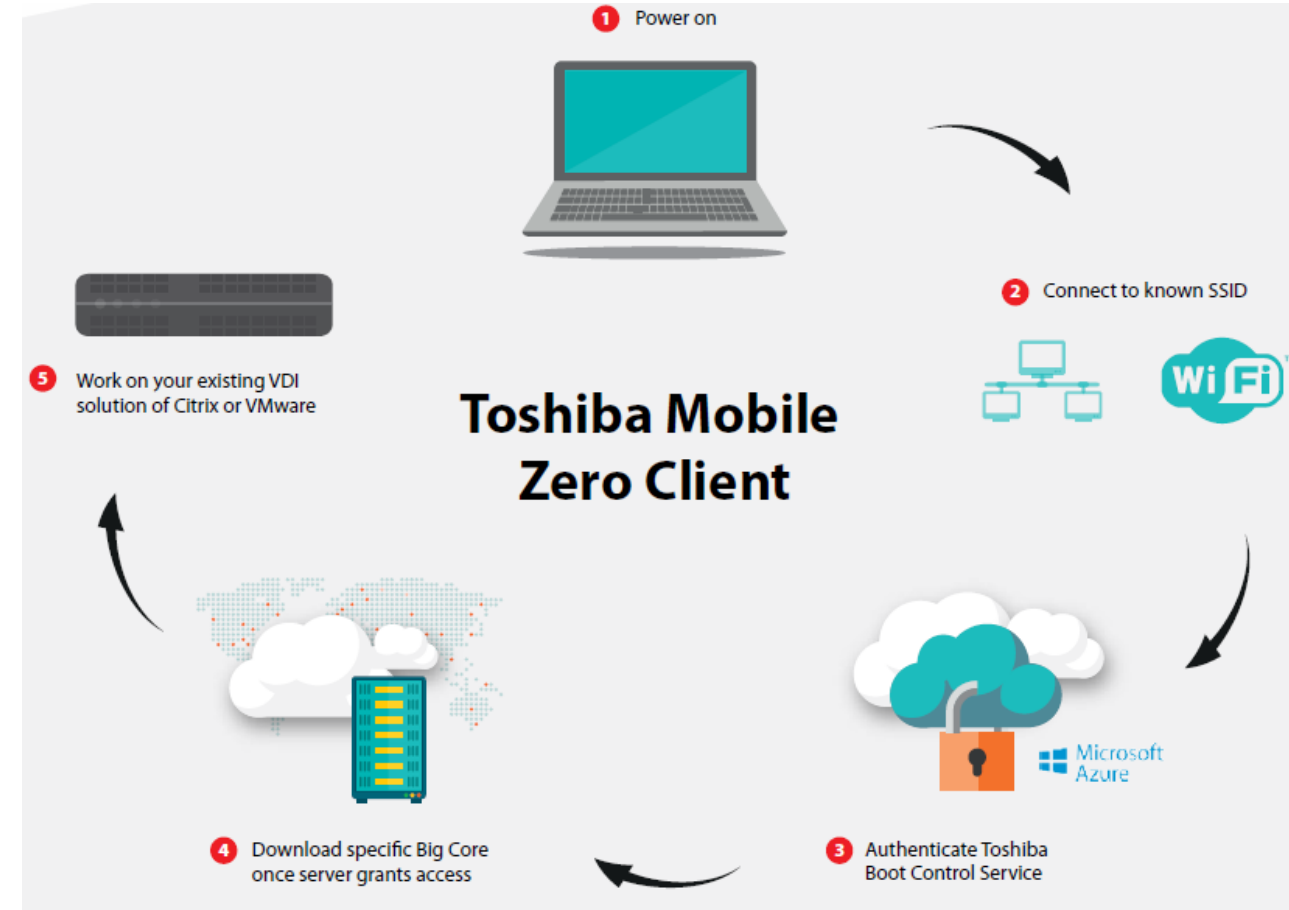
- The dynaEdge DE-100: Mobile Edge computing for the enterprise
- Combines the power of Windows 10 and Intel Core CPUs
- Seamlessly integrates with your IT infrastructure
- Add the dynaEdge AR100 Viewer smart glass solution for Assisted Reality applications

Optimise workflow onsite and in the field



Mobile Zero Client: Ultimate Security with mobility

- No hard disk or other storage in the device
- Switch it off or take out of range of WLAN, and no information remains on the device
- Particularly suitable for customers who already work with VDI (Virtual Desktop Infrastructure) but want to mobilise their workers
- Particularly suitable for customers who have mobile workers who need to handle sensitive data (e.g. Healthcare, Financial sector)



Benefits of the Global Platinum Solutions Program

Direct
Procurement
Supported
(various
platforms)

Global Service

Global
Coordination –
Local
Communication

Executive
Performance
Reviews

Globally Available
Order &
Reporting Tool:
SEKAI

Global
Configuration

Global Pricing
(USD based)

Consulting –
Tailor Made
Solutions

Global Order Tool: SEKAI

What is SEKAI

- Japanese for: 'the world' and 'the universe'.
- dynabook's Global E-commerce Website.
- Offering Notebooks & Accessories at contracted pricing.
- Secure website for registered customers only.
- Distributes orders to dynabook offices and partners.
- Collects order status from dynabook and partners.
- Can be combined with various 'PunchOut' solutions.

Services lifecycle

Alignment of business and IT strategy/purchase of new and powerful dynabook IT assets.

- Supply Planning.
- Product Transition & Management.
- Direct Procurement.
- Project Management.



Services lifecycle

Flexible service offerings individually tailored to customer and product requirements & seamless introduction of dynabook's IT devices into the customer environment.

- Pre-delivery Configuration.
- Software Support.
- Custom Imaging.
- Asset Tagging & Reporting.
- Custom BIOS Settings.
- Custom Boot Logo & Logo Etching.



Services lifecycle

Maintain and enhance daily operation and productivity of IT Assets.

- Pre-delivery Configuration.
- Software Support.
- Custom Imaging.
- Asset Tagging & Reporting.
- Custom BIOS Settings.
- Custom Boot Logo & Logo Etching.



Services lifecycle

Safe and eco-friendly disposal of IT related devices, no matter what brand, with the possibility of an appropriate refund.

- Packaging & Pick-up of Redundant IT Devices.
- Inspection & Data Deletion.
- Resale / Recycling.
- Possible Refund.



The dynabook Services Portfolio



Consultancy Services



Configuration Services



Warranty Extension



Swap Service



Insurance



Asset Recovery Service



Deployment Services



Silver On-site Service



Business Support Portal



HDD/SSD Retention Service
Add-on*



Gold On-site Service



On Demand Service



Battery Replacement Service
Add-on*



Platinum Support Service



Data Recovery Service



Docking Replacement Service
Add-on*

Consultancy

Configuration & Deployment

Management, Maintenance & Repair

Resale & Recycling

Management, Maintenance and Repair – Portfolio Recap

Service Category (Management, Maintenance & Repair)		Reaction				Coverage			Key Features					Compatibility			
		CRU ¹	Carry-in	Pick-up & Return	On-site	Local	EMEA	Intl.	Warranty Extension	VIP Support Center	Access to TBSP ³	Account Manager	Performance reports	HDD/SDD Retention	Satellite Pro	Tegra	Portégé
Warranty Extension		✓	✓	✓	-	-	✓	✓	✓	-	-	-	-	✓	✓	✓	✓
Silver On-site		✓	-	-	✓ ²	-	✓	✓	✓	-	-	-	-	✓ ⁴	✓	✓	-
Gold On-site		✓	-	-	✓	-	✓	✓	✓	-	-	-	-	✓ ⁴	✓	✓	-
Platinum Support		✓	-	-	✓	-	✓	✓	✓	✓	✓	✓	✓	✓ ⁴	✓	✓	-
Swap Service		-	-	-	-	-	✓	-	✓	-	-	-	-	-	-	-	✓
Business Support Portal		-	-	-	-	-	-	✓	-	-	✓	-	-	✓	✓	✓	✓
On Demand	Data Recovery	-	✓	-	-	✓	-	-	-	-	-	-	-	✓	✓	✓	-
	Battery Replacement	-	-	✓	-	✓	-	-	-	-	-	-	-	✓	✓	✓	-
	Out of Warranty	-	-	✓	-	✓	-	-	-	-	-	-	-	✓	✓	✓	-
Data Recovery		-	✓	✓	-	✓	-	-	✓	-	-	-	-	✓	✓	✓	-



Add-on Services ⁵		
Battery Replacement	HDD/SDD Retention	Docking Replacement
✓	✓	✓
✓	✓	✓
✓	✓	✓
✓	-	✓
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-

¹ Customer Replaceable Unit

² Only available if the product defect can't be resolved by a CRU part

³ Business Support Portal

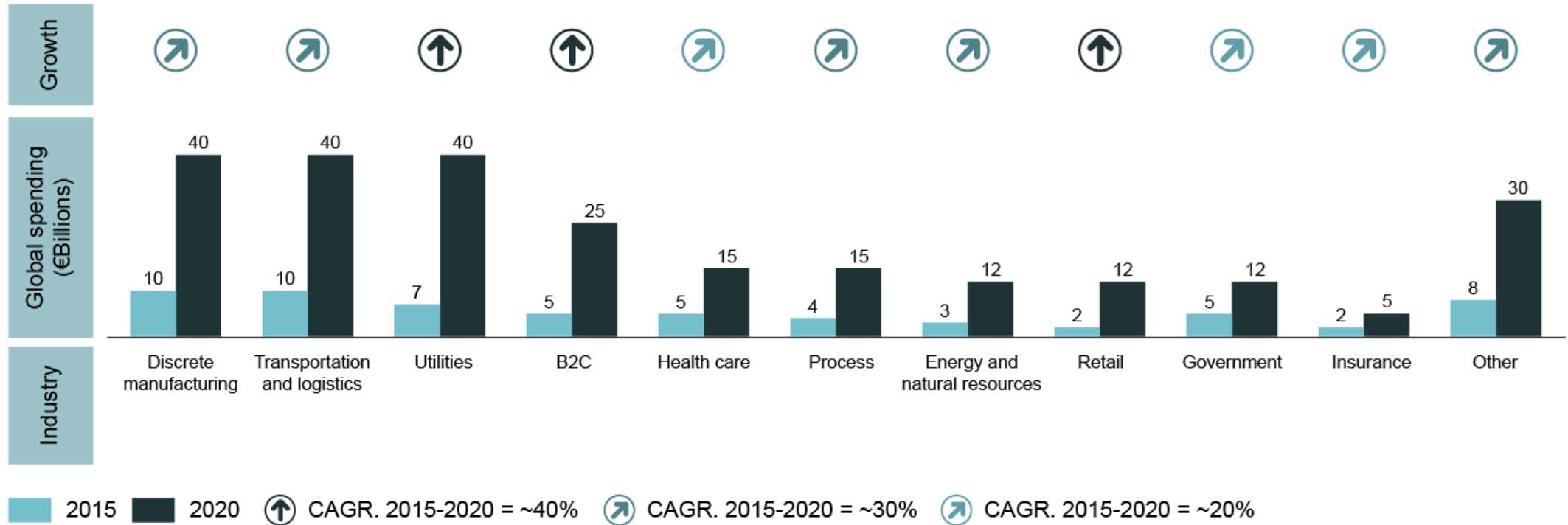
⁴ Satellite Pro is only compatible with EMEA On-site (not Intl. On-site)

⁵ Optional Services which can be purchased on top of a Warranty Extension, Silver On-site, Gold On-site & Platinum Support Service

Beyond the PC

dynabook service portfolio

IoT Spending Is Expected to Approach €250 Billion in 2020

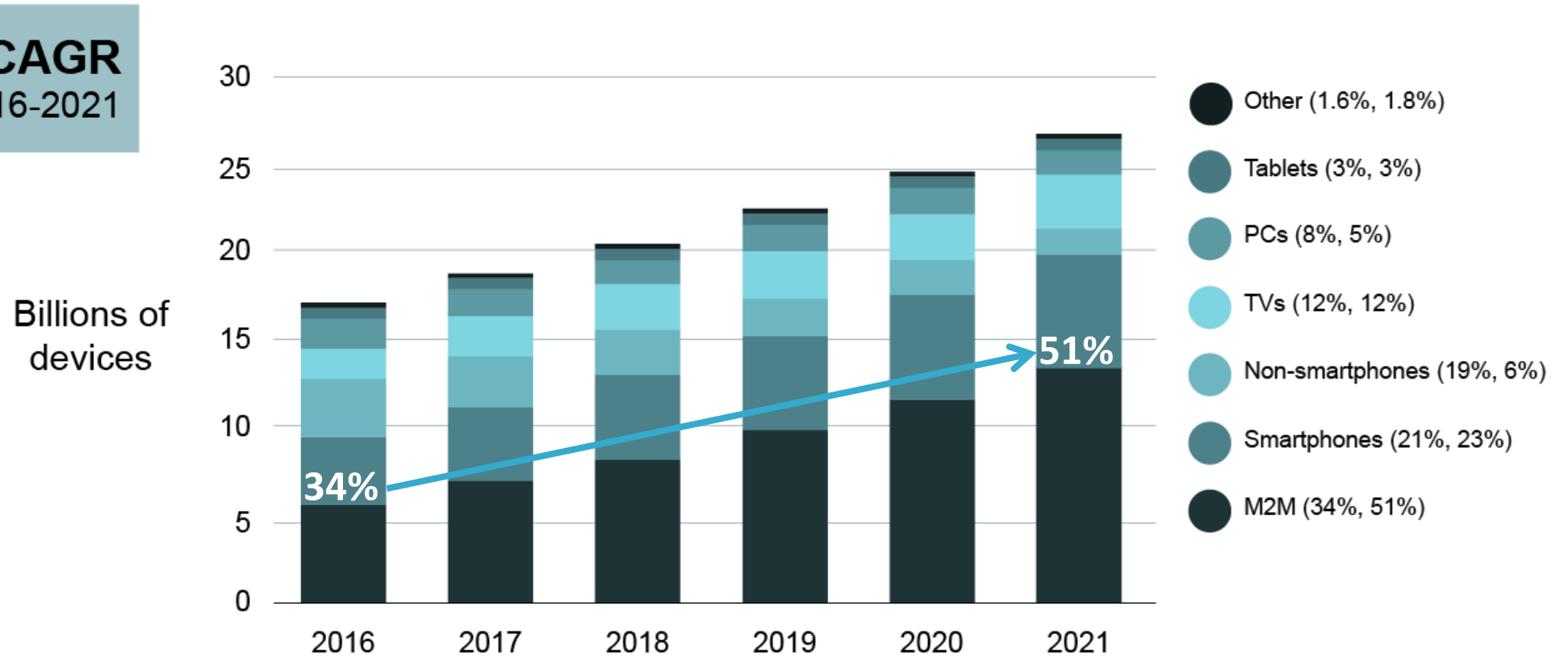


Sources: BCG Internet of Things buyer survey; IDC; expert interviews; BCG analysis.

Device proliferation

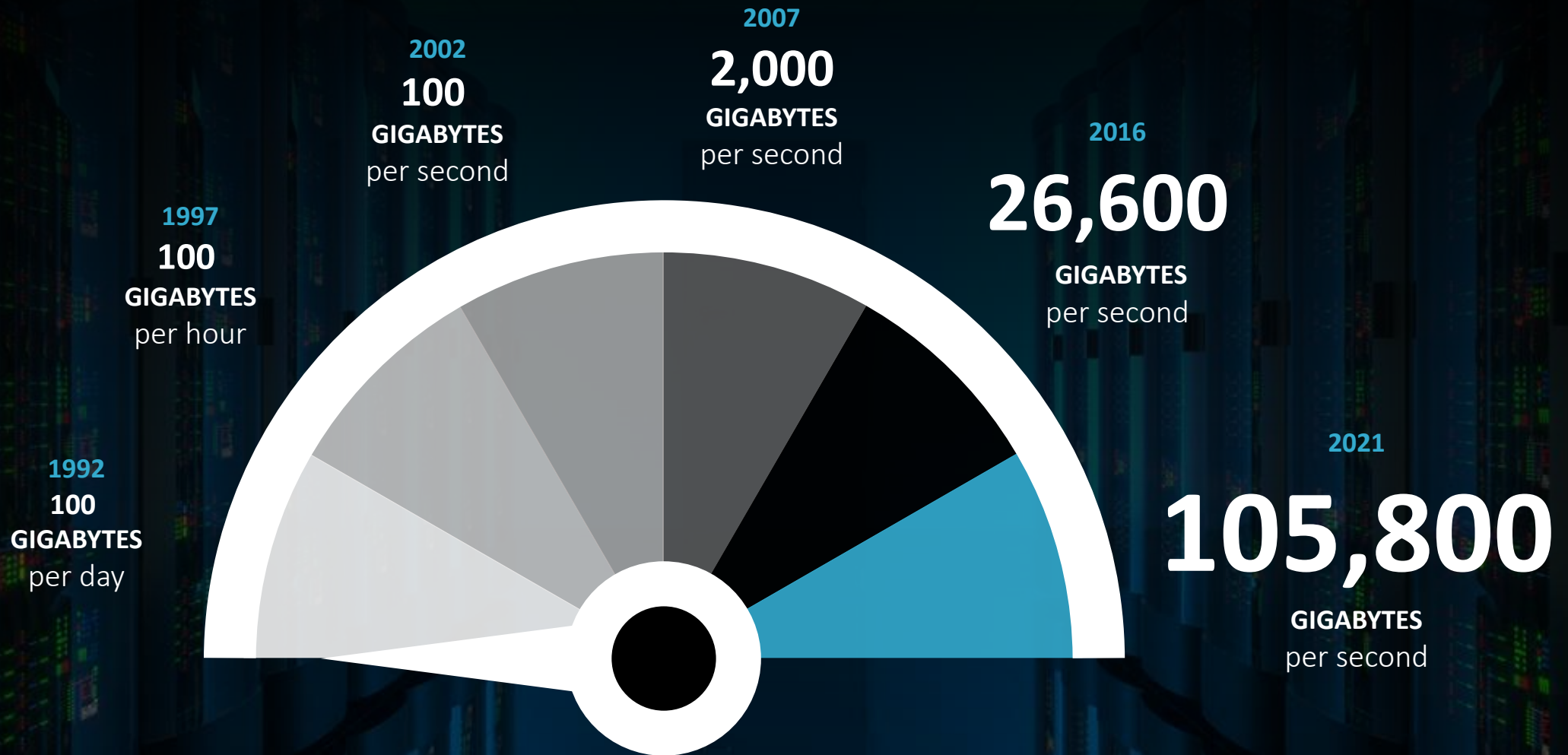
By 2021, M2M connections will be 51% of the total devices and connections

10% CAGR
2016-2021



Figures (n) refer to 2016, 2021 device share.
Source: Cisco VNI Global IP Traffic Forecast, 2016-2021.

Data proliferation



Source: The Cisco VNI forecast: historical internet context

The forces driving mobility



Organisations that agree “a mobile workforce is an enabler of business and talent strategies”.

(Source: Deloitte)

- Digitally-savvy millennials stream into the world of work.
- Bring Your Own Device.
- Multi-device environment.



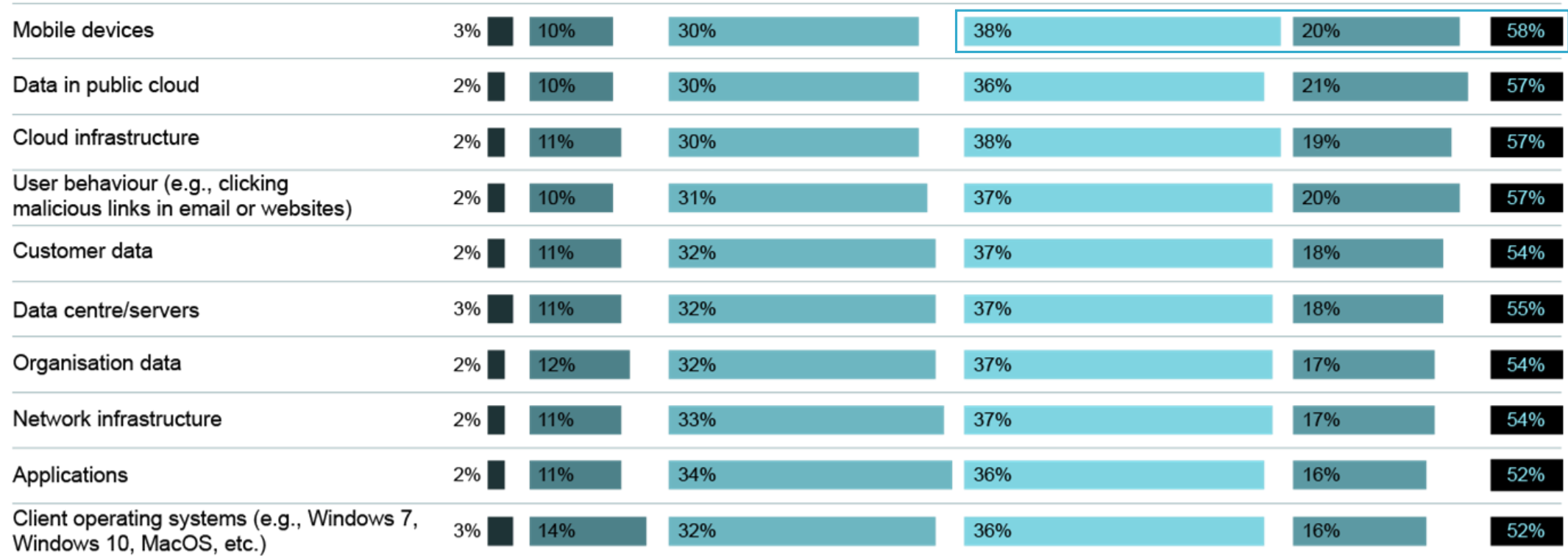
2022

42.5%

of the workforce will be mobile.

(Strategy Analytics)

Security professionals' biggest sources of concern related to cyberattacks



2016 (n=2912)

Graphic rounded to nearest whole number



Source: Cisco 2017 Security Capabilities Benchmark Study.

The mobile data dilemma...

Employees sometimes put **sensitive company data** into consumer cloud services.

They sometimes use **weak passwords**. Many connect to **public Wi-Fi** hotspots with poor security.

A **laptop is stolen** every

53 seconds.

(Source: Kensington)

4.3%

of **company smartphones** are stolen or lost annually. (Source: Kensington)

The global average cost of a **data breach** is

\$3.62 Million.

(Source: IBM)

Cybercrime damage costs to hit

\$6 trillion

annually by 2021.

(Source: Cybersecurity Ventures)

WannaCry was reported to have infected more

than **230,000 computers**

in over **150 countries** in one day – **50% of all**

Yahoo users affected.

Global cyber-security spending to be

\$86.4 billion

in **2018.**

(Source: Gartner)

Our Vision for the future:
maximising mobility

Maximising mobility: Navigating the future IT landscape

- The constantly **evolving technology landscape**.
- **Enabling mobility** is the key.
- The workforce is driving a shift towards **flexible and mobile working**.
- We're on the precipice of **technological change**.



Evolving working patterns: What does this mean for IT?

The increase in flexible working is a clear driver behind these top three investment priorities:



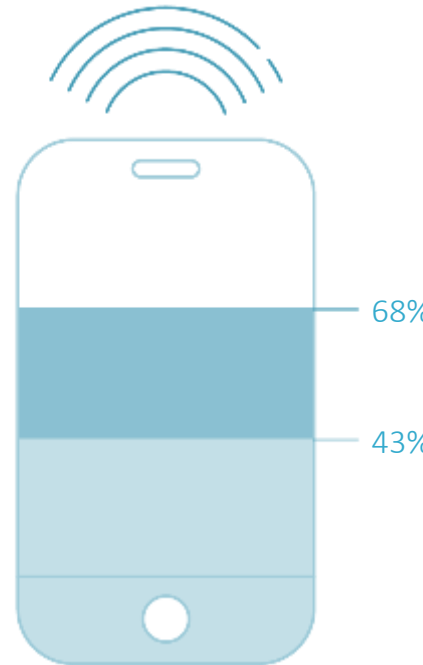
Data security
(62%)



Cloud based
solutions
(58%)



Improving productivity
(54%)



An overwhelming majority of organisations have at least **one tenth of their employees working while travelling** or in no fixed location.

Almost half of organisations believe that **more innovative use of digital tools** is a priority for **improving productivity** for this **increasingly mobile workforce**.

As a result of increased number of remote workers within businesses, we are seeing more investment in new solutions and technologies. IT and technology budgets are expected to increase this year for more than three quarters of businesses (76%).

How we work today

- 61% - laptops are king with the majority of organisations providing them for their remote team.
- 55% - followed by smartphones.
- 38% - but smartphones are catching up with both devices expected to be used equally in the next three years.
- 10% - organisations are showing an appetite for newer technologies such as mobile edge computing devices.



How we'll work tomorrow

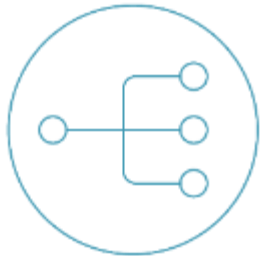
- 24% - larger enterprises lead the way, predicting smart glasses solutions will be rolled out in the next year.
- 82% - businesses think smart glasses will be used within their business in the next three years.
- 40% - the arrival of 5G is considered a key driver of the uptake of enterprise smart glasses according.
- 59% - hands-free functionality is a key benefit of smart glasses for those working in manufacturing.



The future of Wearables and Edge Computing

The challenge IT decision makers face is how to achieve the perfect blend of unhindered mobile productivity, while being protected by a robust security IT infrastructure.

The arrival of Windows 10-based enterprise wearable solutions helps to meet these demands:



1. Easily integrated into existing IT architecture vs Android.

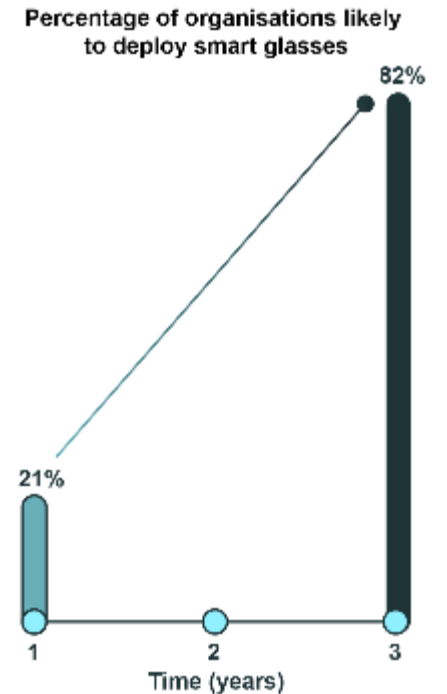


2. Enhanced mobile capabilities (e.g. Skype for Business remote collaboration).



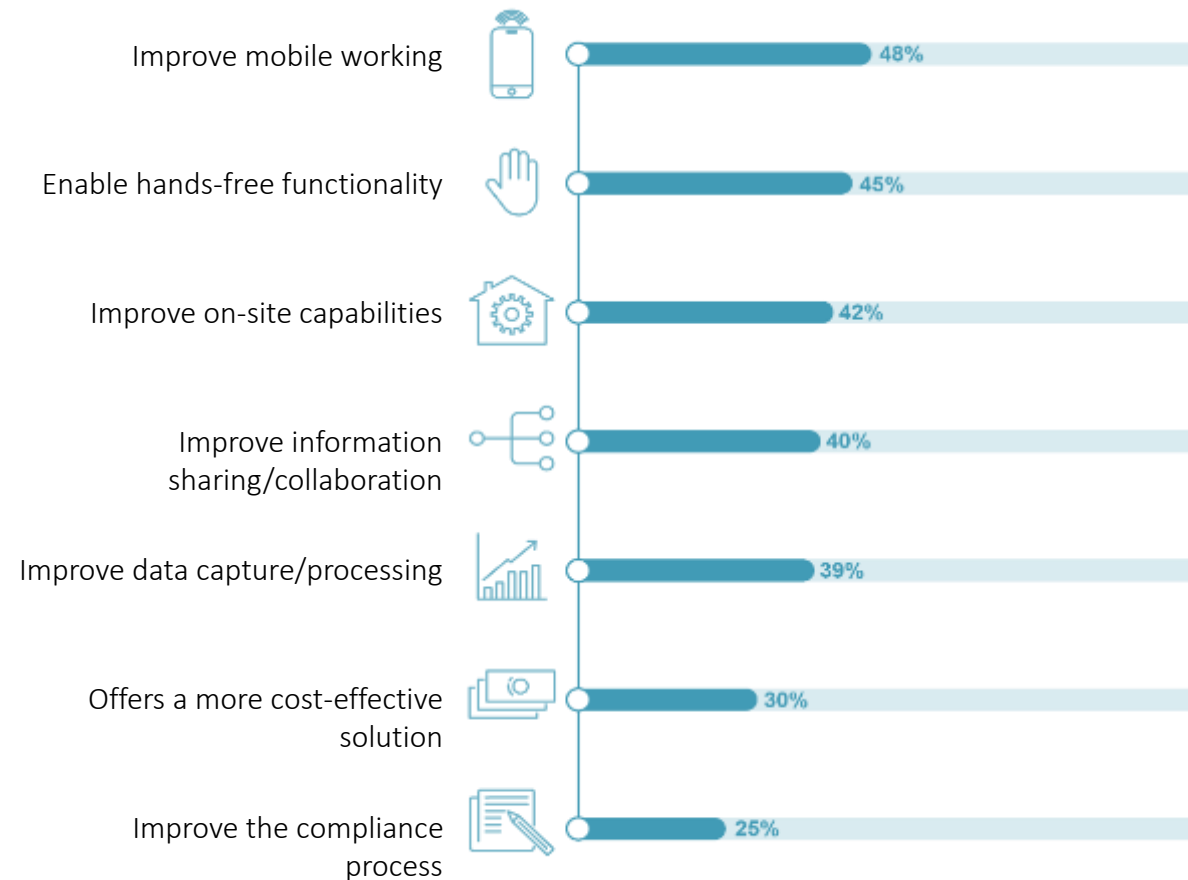
3. Strong security through Microsoft platform updates.

Leading to uptake



The future of Wearables and Edge Computing

Why do organisations plan to deploy smart glasses?



The future of Wearables and Edge Computing

LOGISTICS BUSINESS

Hands-Free Wearable Working Promised by Smart-Glasses/Mobile Device

12th March 2018



TECHNATIVE

Toshiba Combines Edge Computing With Wearable Technology

© 2018 MARCH 26, 2018 • ENTERPRISE | VIDEO

Toshiba dynaEdge

Toshiba dynaEdge DE-100 with AR100 Viewer*



techradar.pro IT INSIGHTS FOR BUSINESS

Toshiba takes on HoloLens with new AR smart glasses

By Darren Allan 15 days ago Wearables

Full wearable solution comprises of glasses plus mobile PC



What is mobile edge computing?

- **Edge Computing** offers the optimal blend of cloud computing with local computing power.
- Edge devices typically collect data from sensors at the edge of a network. This data can be used by centralised, cloud applications including Artificial Intelligence. But by **filtering** out irrelevant data and performing other **computation** and **analysis** at the Edge, there are benefits:
 - Lower data transmission volumes = lower cost & better security.
 - Lower latency = greater speed & efficiency.
- Now, dynabook enables **Mobile Edge computing** with the portable dynaEdge DE-100.



The power of mobile intelligent Edge Computing

Introducing dynabook dynaEdge

Super Mobile

- 165 x 85 x 20 mm & just 310 grams.

Super Computing

- 6th Generation Intel®Core i7 processor running Windows 10.

Super Secure

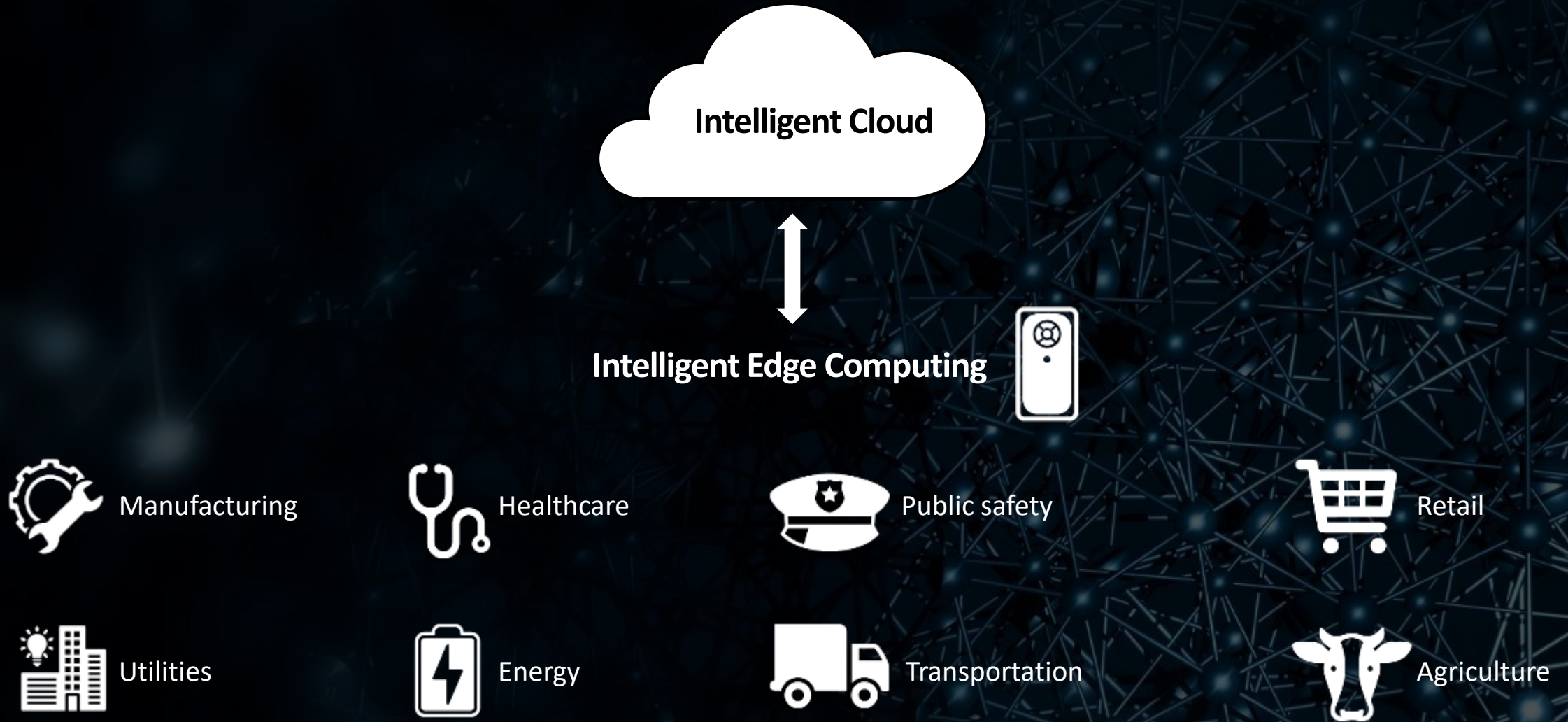
- dynabook Bios, Microsoft intelligent security services.

Super Connectivity

- Microsoft Azure, Wearables and Sensors.



Intelligent Edge Computing can be used across all sectors

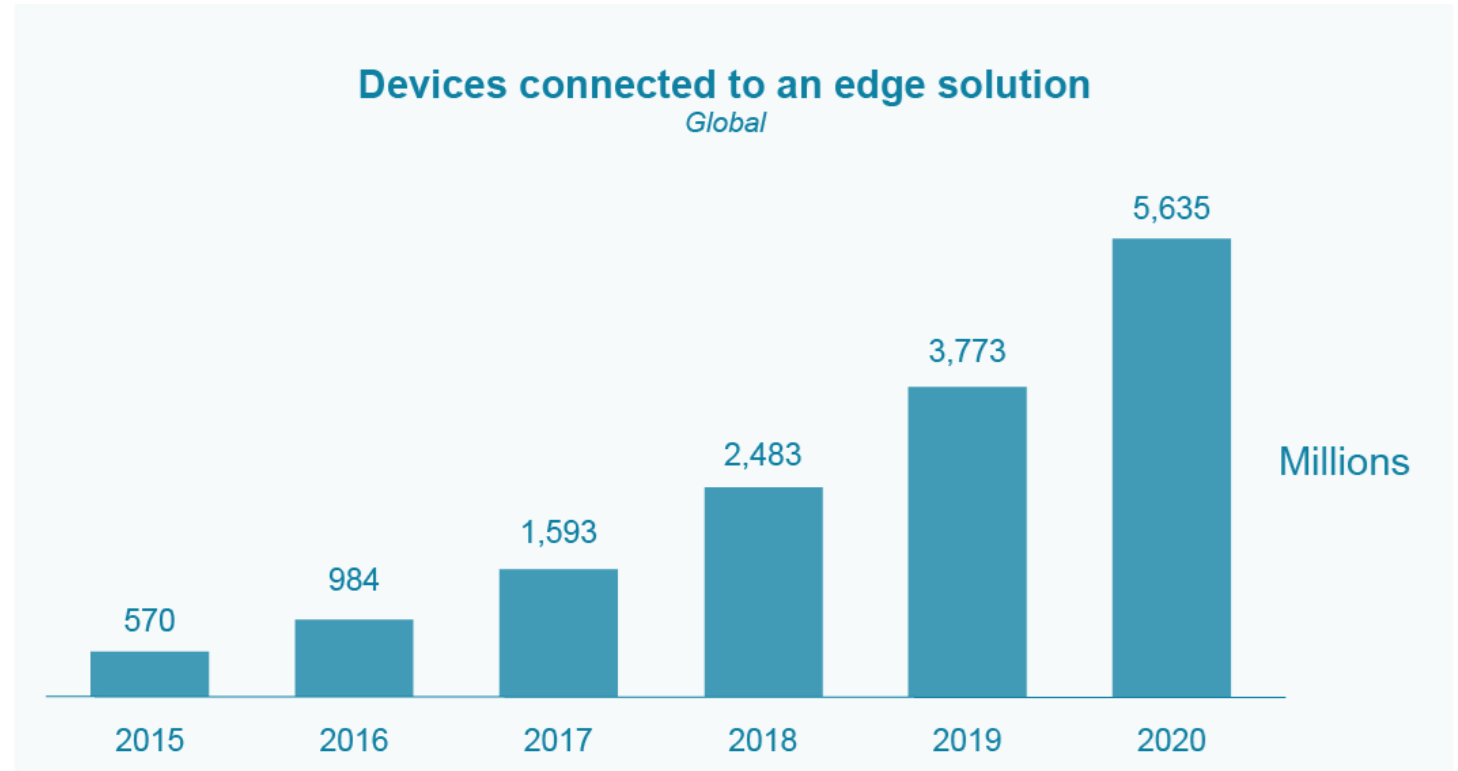


Edge Computing exponential growth

Edge Computing will help organisations achieve

\$2 trillion

in extra benefits through increased revenue, lower costs and improved productivity over the next five years.



Source: BI Intelligence estimates, 2016.

We look forward
to delivering
the dynabook
difference together.