

# Our world is... changing

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Intel Sales and Marketing Group



# A LEADING WORLDWIDE INTEL AUTHORISED DISTRIBUTOR



BUILDS & GROWS STRONG  
RESELLER RELATIONSHIPS  
THROUGH INTEL SOLUTIONS



PROVIDES MARKET  
INSIGHTS & TRENDS

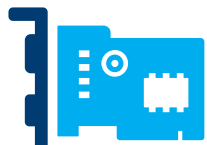


PROVIDES UNIQUE CUSTOMER  
REACH FOR INTEL TECHNOLOGIES &  
PRODUCTS

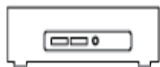


DRIVES INNOVATION

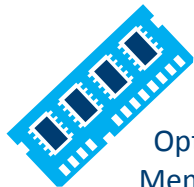
# Thank you Tech Data



Networking



Next Unit of Computing



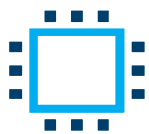
Optane  
Memory



AIO



Laptops



Processors



Data Centre  
Block



Storage



2in1



Servers



Authorised  
Distributor

Everyone has a strategy until you're punched  
in the face



Everyone has a strategy until you're punched  
in the face\* – the new "Business as usual" for  
the CEO

45%

12

50%

38%

150m

By 2019, all Digitally  
Transformed businesses  
will generate ~45% of  
their revenue from new  
business models

The average age of a  
company used to be  
60. By 2020 it will be  
12 years old

of the workforce will  
be Millennials by 2020

of the jobs that people  
will go into in the next  
12 have not yet been  
invented

Number of knowledge  
worker jobs replaced  
by cognitive robots by  
2025

This is the least amount of change we will  
ever see

1. IDC – Digital Transformation Predictions ([source](#))

2. PNC – Digital Disruption Challenges ([source](#))

3. PWC - Millennial at Work, Reshaping the workplace ([source](#));

\* Mike Tyson

# ...AND THIS IS JUST THE BEGINNING

ADDITIVE  
MANUFACTURING

Cognitive  
systems

Smart  
Machines

ROBOTICS

Merged  
Reality

INDUSTRIAL  
WEARABLES

DISTRIBUTED  
LEDGERS

WORKER  
AUGMENTATION

5G Connectivity

the  
Vortex  
Effect





# innovation ACROSS ALL INDUSTRIES

Traditional  
BUSINESS

Digital  
BUSINESS

"Digital fusion"

Blending of Traditional and Digital Business Models



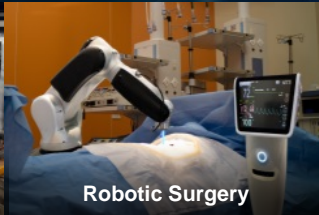
Smart Agriculture



3D Printing in Healthcare



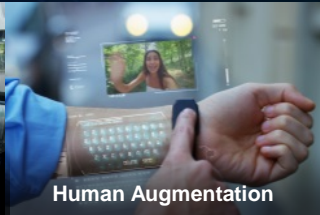
Wearables  
(Industrial/Lifestyle)



Robotic Surgery



Autonomous Cars



Human Augmentation

# A QUANTUM SHIFT IN CULTURE...



## INNOVATION

Foster and incentivise  
innovation



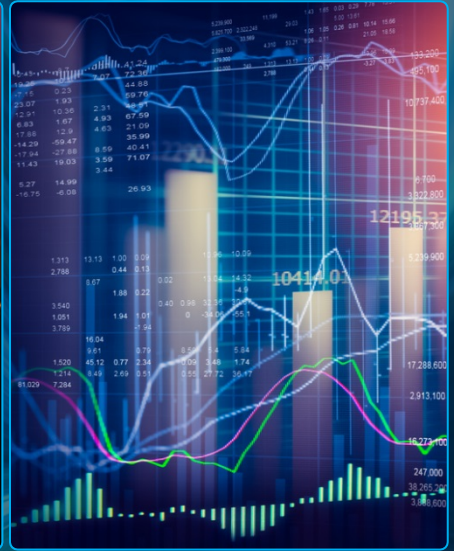
## Velocity

Enable market  
leading agility



## Openness

Ideas and opinions,  
shared and connected



## Accountability

Work practices drive and  
reward accountability



# And the right digital foundation



## Data Driven

Transform  
Business with  
Trusted, Real-Time  
Data



## Smart World

Drive operational  
excellence and  
revenue via  
extended insights



## On-Demand

Reduce IT &  
Operational  
Technology costs,  
and increase  
agility



## Trusted

Reduce business  
risk and protect  
brand value with  
security & privacy



## Connected Experience

Win & retain  
customers with  
stunning connected  
experiences



## Innovative Workforce

Ignite innovation &  
productivity through  
transformed  
workplaces

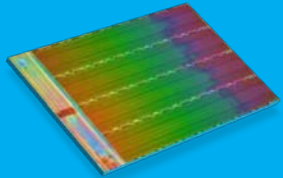
# SHIFT TO OUTCOMES – both business and customer

# We are in a data-centric world

All data must be  
**stored, processed, and analyzed**



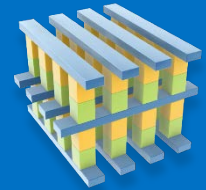
# Intel IS A LEADER in two technologies



**Intel® 3D NAND  
Technology**

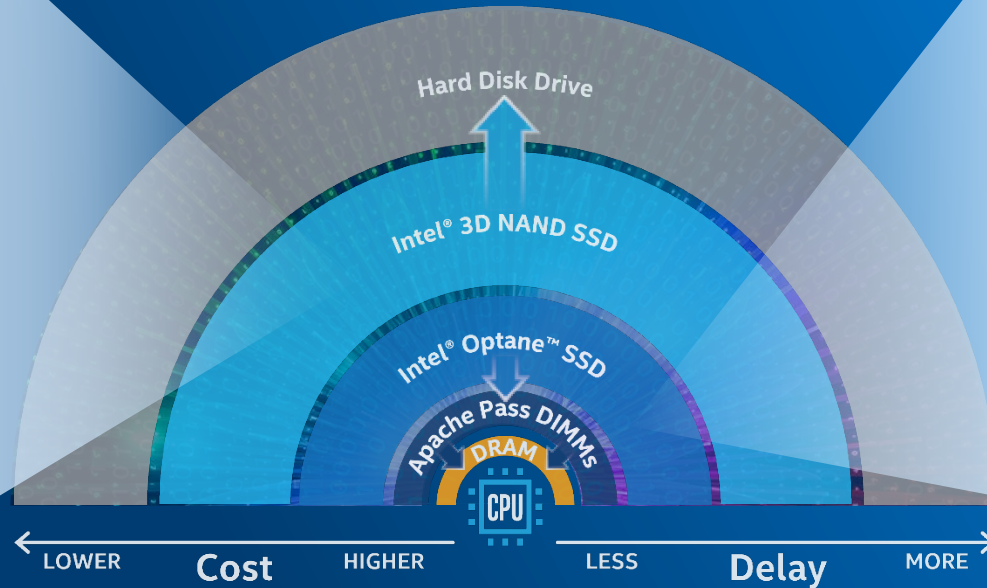
lower cost and  
higher density

**Bulk storage**



**Intel® Optane™  
Technology**

higher  
performance  
**Working storage  
and memory**

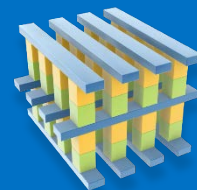
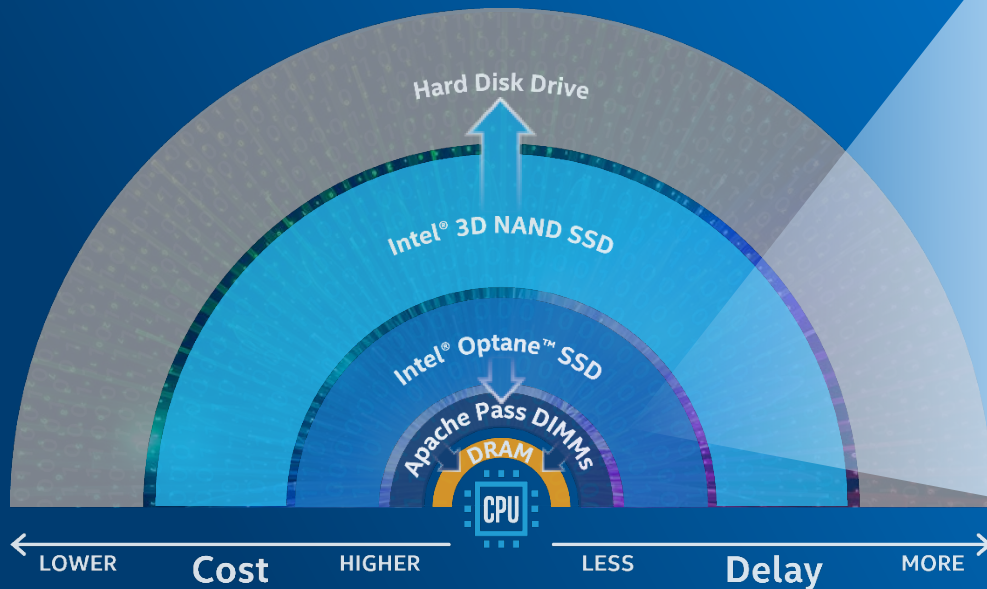




# Intel® Optane™ Technology

Highest performance to break the bottleneck

- ↑ High Endurance
- ↓ Responsive under load Low latency
- ↑ Predictably fast service QoS
- ↑ Breakthrough performance IOPS



Intel® Optane™ Technology

higher performance  
Working storage and memory



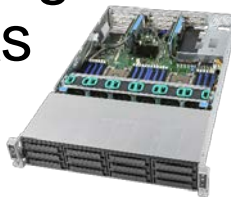
# Accelerate Solution Delivery with Intel® Data Center Blocks

# Giving you choices...

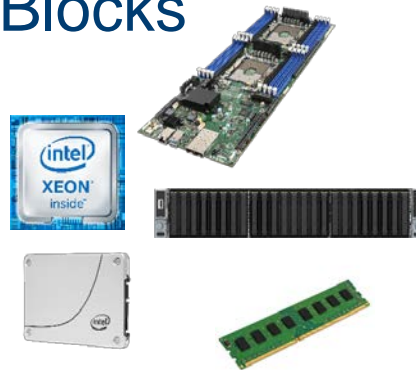
## Server Boards



## Server Building Blocks



## Data Center Blocks

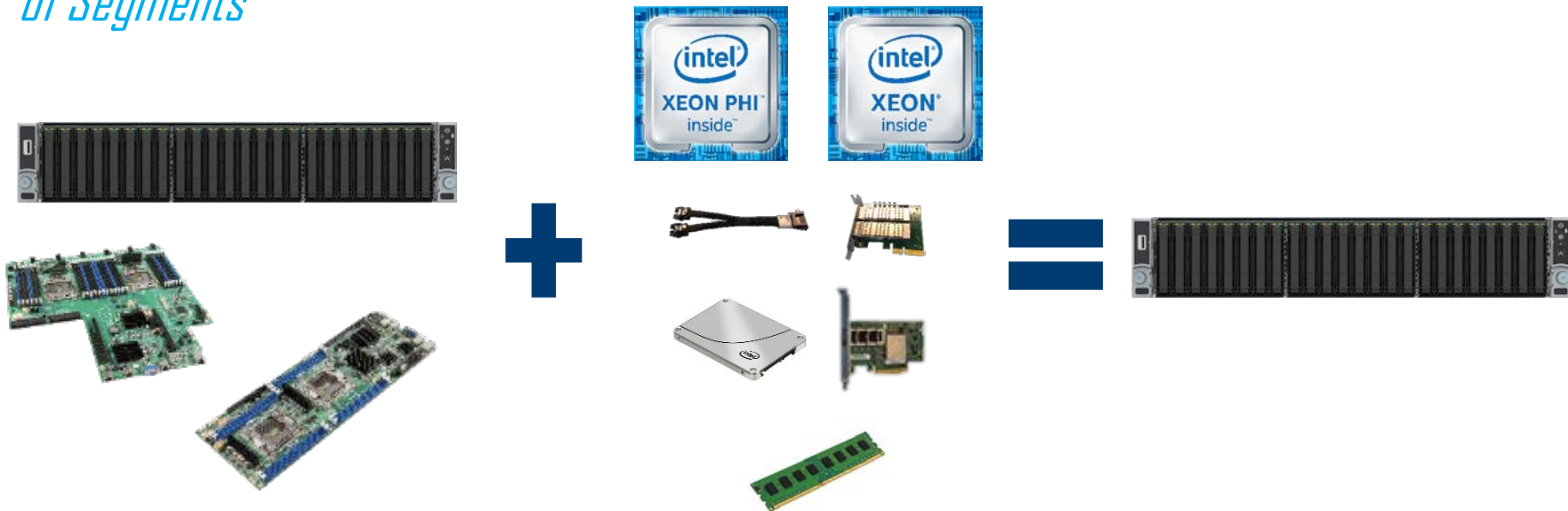


# ...for agility, value and innovation



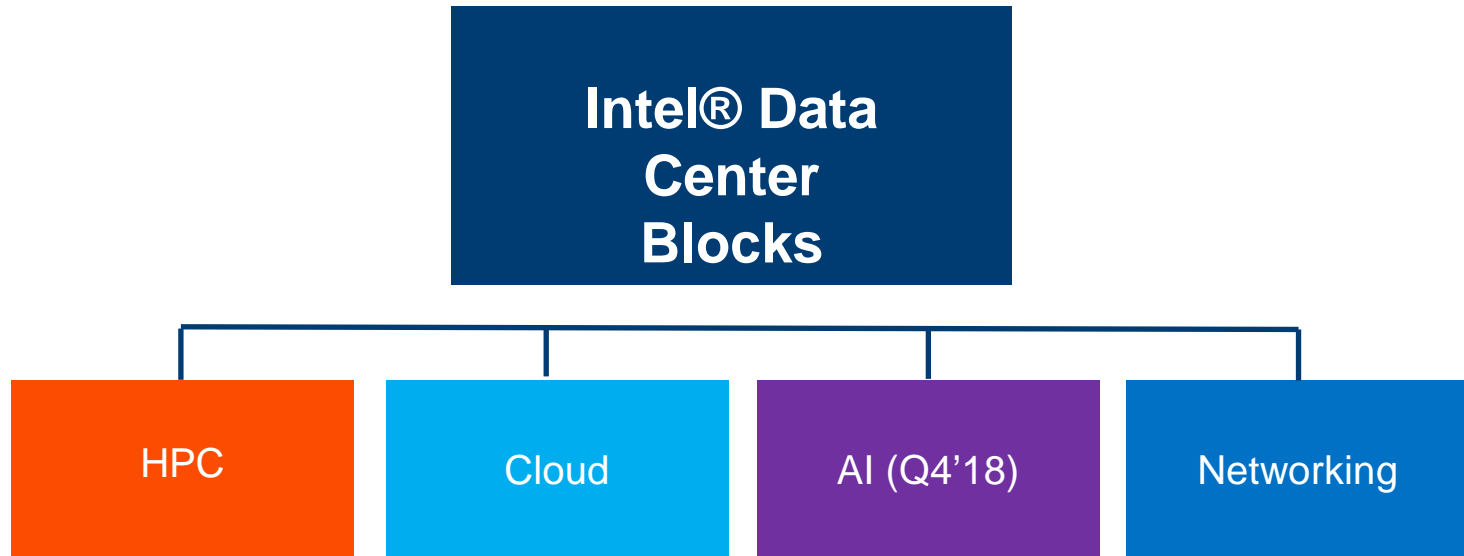
# What are Intel® Data Center Blocks?

*Highly integrated Configure to Order / Pre-configured Systems Optimized for a Variety of Segments*



**Intel Integrates and validates hardware...Intel® Technology Providers add operating systems, applications and integration services to deliver full solutions**

# Intel® Data Center Blocks



*Server building blocks for specific segments with pre-configured and Configure-to-Order Options*

[www.Intel.com/DCB](http://www.Intel.com/DCB)

# Business computing needs

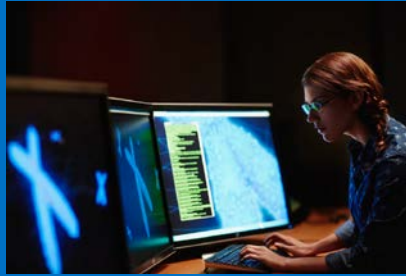
Businesses rely on computing infrastructure to help:

1- Generate  
results



**Provide people  
with the tools to  
succeed**

2- Protect the business



**Deploy technology  
they can trust**

3- Reduce costs



**Avoid problems or  
solve them quickly**

**Old computing infrastructure creates risk in all three areas**



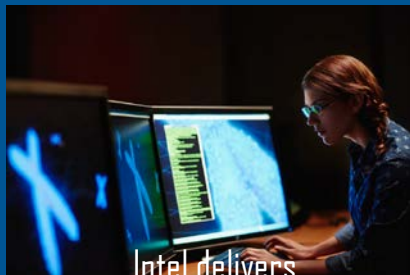
# Business computing by intel

**1. Business transformation is most impactful at computing endpoints**



THE DEVICES  
people use  
matter

**2. A more secure and productive workplace is within reach**



a comprehensive  
portfolio




**3. Now is the time to refresh**



Better together



**INTEL COMPUTING INNOVATIONS MEET MODERN BUSINESS DEMANDS**

A photograph of Andy Grove, co-founder of Intel, sitting at a desk with a computer. He is wearing a blue turtleneck and looking towards the camera. The background is slightly blurred, showing office equipment and a framed picture on the wall.

Success breeds  
complacency.  
Complacency breeds  
failure.  
Only the paranoid survive.

andy grove

Co-founder, Intel Corporation