

Selling Productivity to SMB's

Facts and Figures to incorporate into your sales calls

Newer PC's experience 40 percent less downtime than older PCs.¹

On average, mobile PC users are 51 minutes more productive each day.²

Over 50% of businesses plan to shift to 802.11n wireless networks for increased performance and productivity.²

64% of laptop users reported improved productivity working out of the office²

RAID servers are designed to help small businesses grow by enabling up to 64 percent more sale transactions and up to 56 percent faster business response time.³

Perform Microsoft Excel calculations up to 50% faster with the Intel® Core™ i5-650 processor.⁴

Faster Transactions: New functions allow to speed up the encoding and decoding data and, as stated, will lead to increased productivity by 60 percent compared to Xeon 5500 chips⁵

With Intel® Solid State Drives, Users experience up to 56% faster⁶ PC responsiveness compared to hard drives



¹ Techaisle White Paper: SMB Perspectives: SMBs - The Case for Buying Modern PCs March 2010

² "Increase Productivity by Providing Notebooks Beyond Road Warriors," Forrester Consulting, October 2008 (www.Forrester.com)

³ Tech-Reviews, January 2010 <http://tech-reviews.co.uk/news/intel-releases-new-core-i7-core-i5-and-xeon-3400-processors/>

⁴ Excel* Number Crunch - Execution of approximately 28,000 sets of calculations using the most commonly used calculations and functions in Microsoft* Excel*. Intel® Core™ i5-650 vs Intel® Core™ 2 Duo E7600

⁵ <http://phonestechnology.blogspot.com/2010/03/new-line-of-32-nm-chips-intel-xeon-5600.html>

⁶ <http://www.intel.com/performance>