



**Reach**

# Microsoft Windows Vista™

Bell Micro recommends genuine  
Microsoft® Software

**Microsoft**  
**AUTHORIZED**  
*Distributor*

Windows Vista™ delivers great value to businesses by addressing their key needs:

### Improve security and compliance

Windows Vista™ helps to keep systems secure by addressing growing security threats to help protect data in and out of the office.

### Optimise desktop infrastructure

Windows Vista™ helps lower the costs of deploying, managing and supporting corporate PCs by helping to optimise desktop infrastructure, achieving a lower total cost of ownership. New imaging technology can deploy a single OS to different types of hardware, dramatically reducing IT costs.

### Enable mobile workforce

Corporate workforces today are increasingly mobile and distributed. Investments in Windows Vista™ to empower mobile workers help address the risks and complexity of the mobile enterprise scenario.

### Find and use information

Increase user productivity with smart tools to manage data. Corporate data is growing exponentially; Windows Vista™ can help companies stay ahead.

## The Top 10 Reasons to Upgrade to Windows Vista™

1. Minimise security threats and system vulnerabilities
2. Reduce the time and cost of troubleshooting and resolving system issues
3. Increase user productivity by simplifying the way people organise and search for files and information
4. Reduce the time to configure and deploy a new PC
5. Reduce the complexity of image configuration and the number of system images managed
6. Increase mobile worker productivity by making it easier to connect and synchronise remotely
7. Reduce the time of supporting and managing mobile and remote systems/people
8. Help prevent the loss of critical or sensitive company information from lost or stolen PCs
9. Increase team productivity by making it easier to share information and ideas without a network
10. Help ensure corporate compliance

## Who to target...

Customer Type	Hardware Type	Current OS	What to Sell
Customer upgrading hardware	Older systems	Windows 9x	Software Assurance attach to new PC
		Windows 2000	
		Windows NT	
Customer ready to upgrade on existing hardware	Windows Vista™ capable PCs	Windows XP	Client volume license
		Windows XP SP1	
		Windows XP SP2	

### Prioritise your prospective customers based on the following Windows Vista™ upgrade scenarios:

- Customers with an expiring annuity agreement within the next six months.
- Customers who have made previous purchases of Windows XP Volume Licenses.
- Customers who have purchased PCs within the previous 18 months and wish to prolong the life of their PCs.
- Companies that have server products already installed in their infrastructure may be more equipped to upgrade to a new Windows client.
- Customers in industries requiring a larger mobile workforce are a good upgrade opportunity (because laptop hardware refresh cycles are considerably shorter than that of desktop computers).

## Who to target...

Edition	Available License Types			
	FPP	OEM	Volume	SA/EA Benefit
Windows Vista™ Ultimate	✓	✓		
Windows Vista™ Enterprise				✓
Windows Vista™ Business	✓	✓	✓	

For more information call your account manager on **015 289 100**

## PAIN POINT

Your business isn't confined to the office – it goes wherever you go.

## SOLUTION

Windows Vista™ Business gives simple ways to connect, communicate, network, and get it done, whether you're in the office or on the road. Join trusted networks with ease using enhanced security technologies, which include simple ways to connect to Microsoft Windows Small Business Server or Microsoft Windows Server domains.

In addition to providing a convenient place to configure mobile settings, Windows Mobility Centre includes preset power plans to help maximise PC battery life, enhancing freedom and flexibility. File-sharing tools in Windows Vista™ enhance PC security while making it easy to share files with other Windows Vista™ users.

## PAIN POINT

Whatever we implement now has to take us into the future, we have limited finances and can't afford to waste precious resources.

## SOLUTION

Windows Vista™ Business lays a solid IT foundation. It's the smart investment that a business needs – today and tomorrow.

Get new PCs up and running and never miss a beat. Windows Easy Transfer helps you set up new computers by automatically transferring important information – such as files and folders, e-mail messages, Windows and program settings, contacts, photos, music, and Internet Favourites – from the old computer to the new.

Windows Meeting Space helps make face-to-face meetings more productive by enabling small groups of Windows Vista™ users to work together, even over an ad hoc (PC-to-PC) wireless network.

## PAIN POINT

We need to ensure that our business and information is protected.

## SOLUTION

Business data is invaluable and Windows Vista™ Business comes with advanced, intuitive data protection and safety features in place, so you can worry less about your data and more about your customers.

On guard at all times, Windows Defender helps protect the PCs by regularly scanning them and offering to remove any spyware or other unwanted software that it finds.

Help protect information with scheduled backups and recovery tools that can back up entire hard disk drives and easily retrieve previous versions of individual documents.

## Bell Micro's innovative online tool, Licence Desk on the Internet (LDi), simplifies the process of licence sales for resellers.

LDi assists resellers in overcoming the challenges faced in managing the variety of software licence products purchased by their end user customer. And it enables resellers lacking the necessary skills and resources to move into software licence sales.

LDi handles multi-vendor quotes/orders, has an 'always best price' saver wizard, offers unique end-user management tools and automatically handles order tracking and renewals.

To access LDi visit [www.reachformicrosoft.com/how\\_licensing\\_ldi.htm](http://www.reachformicrosoft.com/how_licensing_ldi.htm)

If you have not accessed LDi before, you will need to register for a new user account.

## Windows Vista™ Enterprise Edition

**Windows Vista™ Enterprise Edition is available exclusively through a Software Assurance contract. It is about maximising your customer's investments, protecting their company data and giving them powerful tools to lower the costs and complexity of managing corporate PCs and includes the following exclusive features:**

- Enhanced data protection with Windows BitLocker™ Drive Encryption in case a PC is lost, stolen or recycled
- With Multiuser Language Interface (MUI), integration of all Windows user interface languages get the full benefits of a single image capability
- Support for enhanced application compatibility solutions with the rights to four Virtual OSs and Subsystem for Unix-based applications

Microsoft® Software Assurance is a maintenance offer that enables organisations to get the most from Microsoft software through a broad range of benefits. These benefits support customers throughout the software lifecycle as they plan, deploy, use, maintain and transition their software.

For more information on Software Assurance and the benefits it offers visit [www.reachformicrosoft.com/belgium](http://www.reachformicrosoft.com/belgium) or call your account manager on 015 289 100