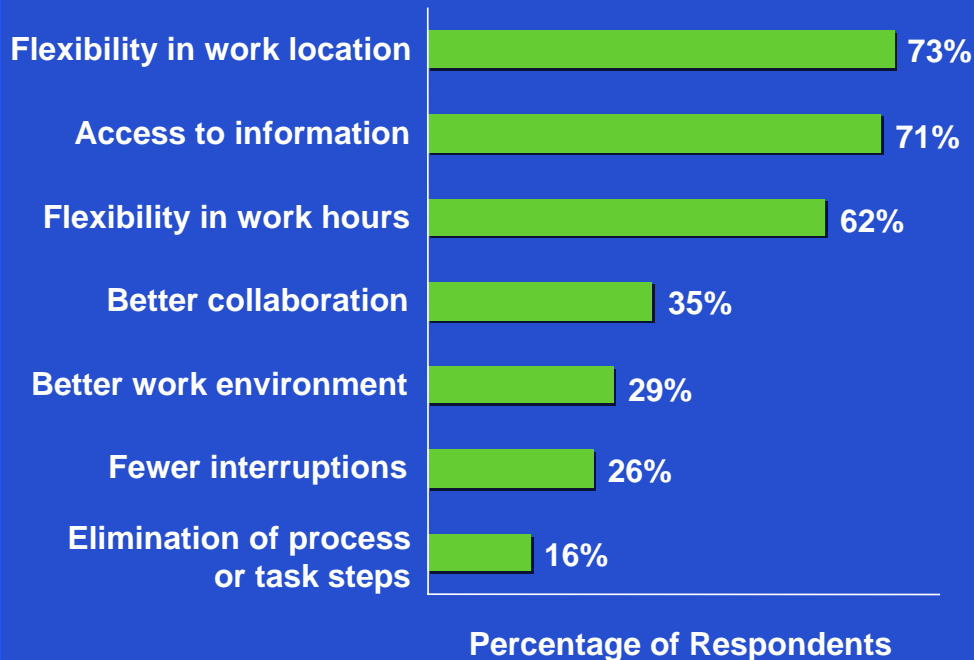


# New Research on Value of Mobility

## Work Benefits from Notebook Computing



Source: META Group, Feb '04

“Enterprises that embrace mobility by providing notebook computers to their employees, gain an average of **6 hours** per week of additional useful work per employee over those fixed to desktop PCs.”

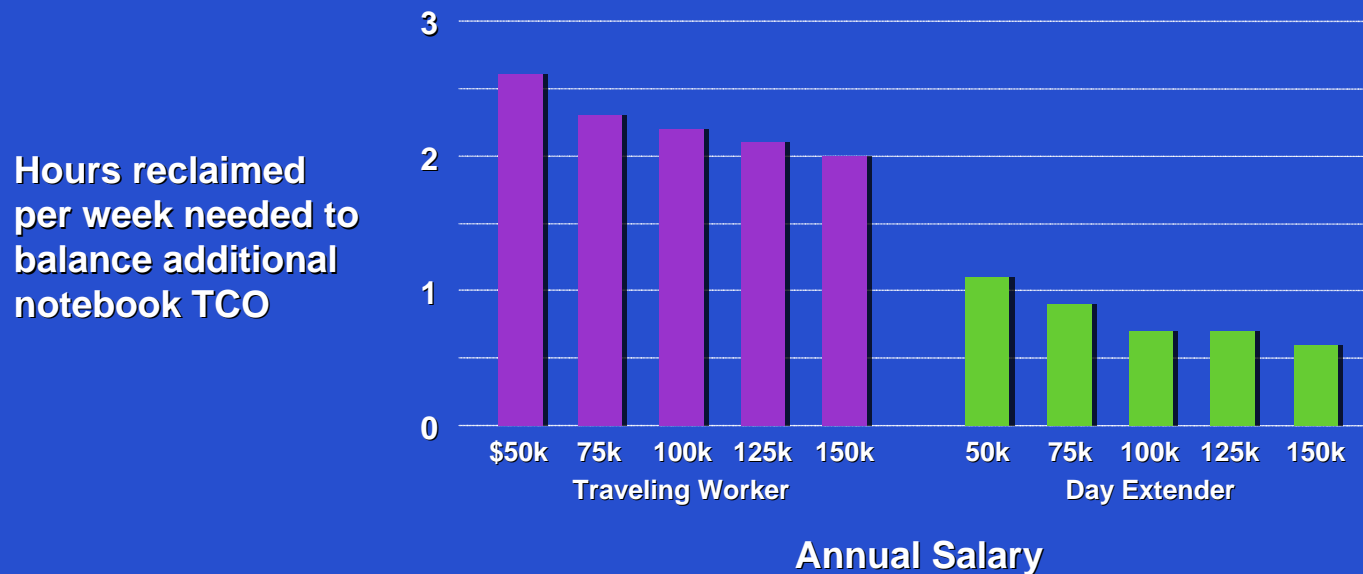
– META Group, Feb. '04

# Large Organization Usage Models

Office Warrior	Road Warrior	Commuter	Teleworker
<ul style="list-style-type: none"> <li>▪ A high-performance mobile system enables the Office Warrior to keep applications running and documents open while moving from meeting to meeting.</li> <li>▪ Integrated WLAN capability and convenient hot spots throughout the corporate campus give the Office Warrior the ultimate flexibility and freedom.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Performance management features that enable extended battery life allow the road warrior to work for hours</li> <li>▪ Thanks to a mobile PC designed from the ground up for on-the-go mobility and outstanding performance, the Road Warrior gets a lot of mileage out of mobile multi-tasking.</li> </ul>	<ul style="list-style-type: none"> <li>▪ The Commuter's ability to remain productive when off-line streamlines the process and helps keep the workload on track</li> <li>▪ The latest mobile technology gives the Commuter the tools to take advantage of immediate synchronization and data transfers</li> </ul>	<ul style="list-style-type: none"> <li>▪ Having the technology to work where it's most convenient inspires productivity and efficiency.</li> <li>▪ Equipped with a high-performance notebook and high-speed home network that connects to the corporate network, the Teleworker can head to the office without ever leaving the house.</li> </ul>

# Notebooks: Clear ROI winners

## Notebooks vs. Desktops: Fast Payback



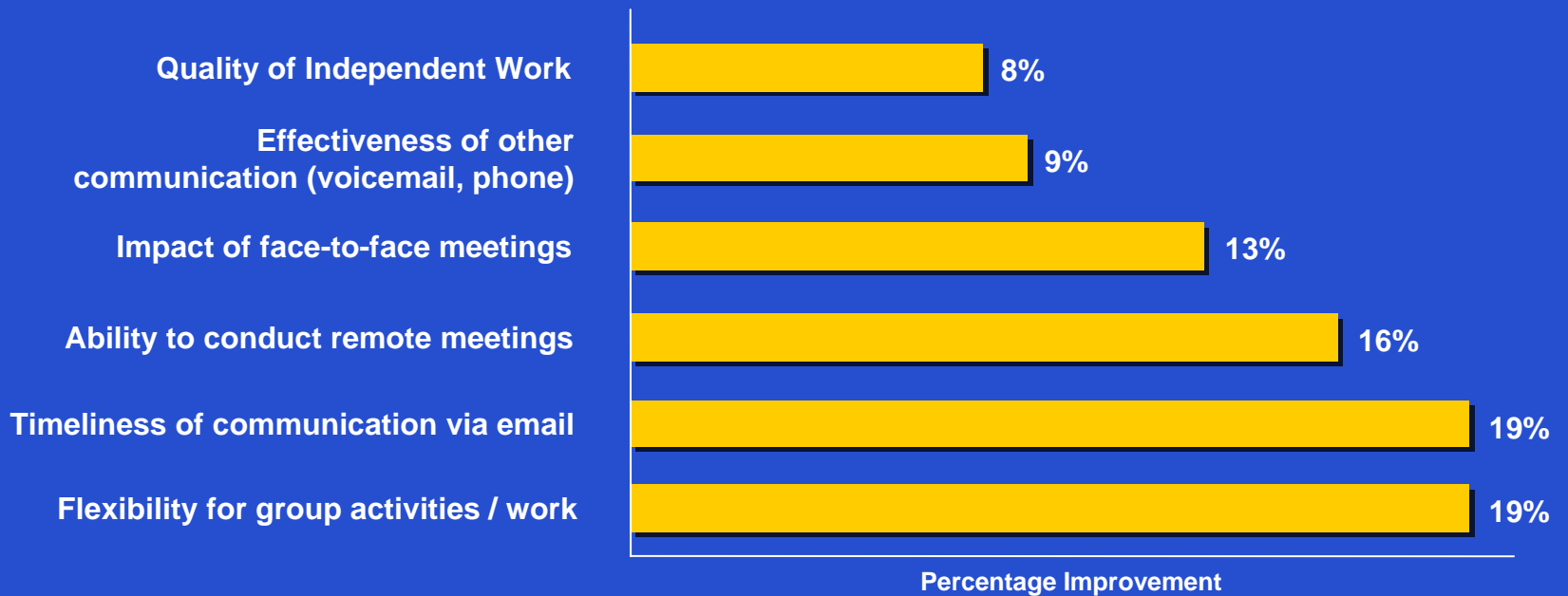
Source: *The Positive Payback of Notebooks over Desktops*, Gartner Sep. 2003

Day extenders have lower notebook TCO due to lower end user operations and technical support. Therefore, they have an even lower breakeven for notebook investment — **1.1 hours.**

# Notebooks: Clear ROI winners

## Percentage Improvement from WLAN

Q26(1): Do you see the following benefits for your end users from a wireless WLAN infrastructure? By how much?



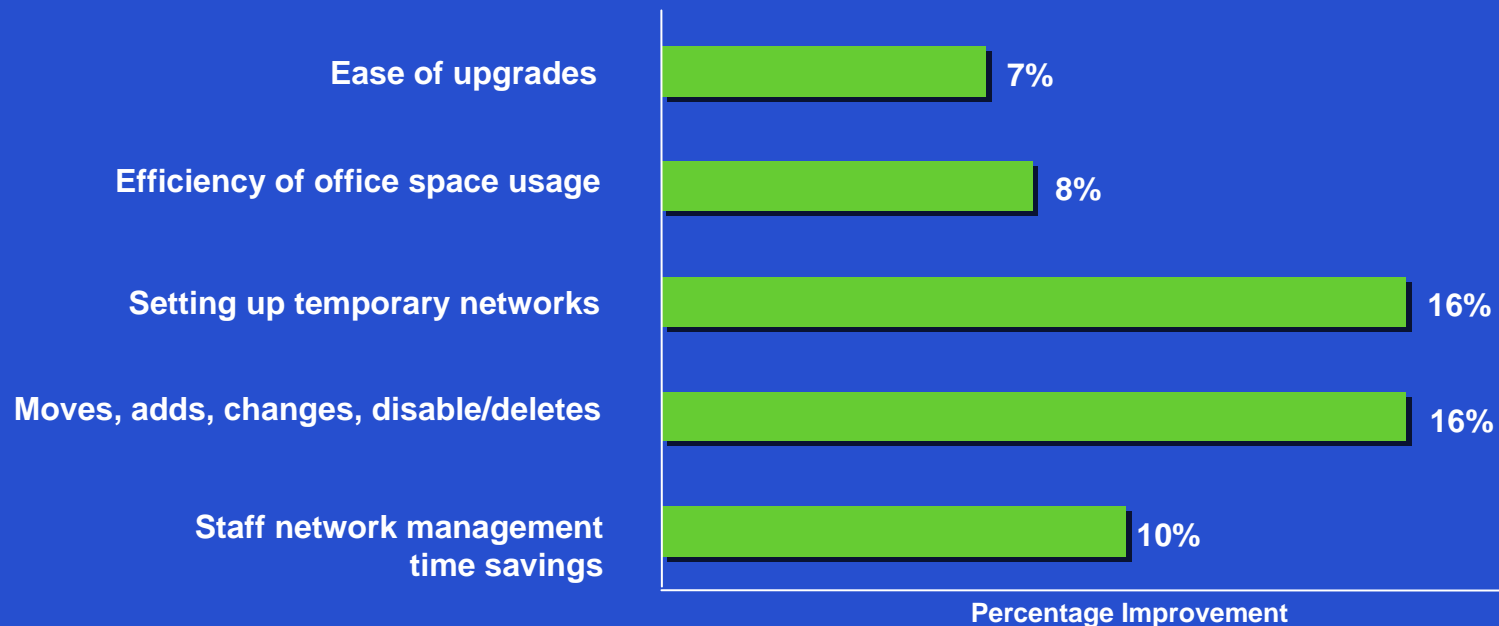
Source: Taking Business Mobile – The Impact of Wireless and Mobile Technology, META Group April 2004

**IT professionals see far-ranging benefits for end users**

# Notebooks: Clear ROI winners

## Wireless LAN Positive Impact by Area

Q22(1): WLAN impact on management areas. By how much?



Source: Taking Business Mobile – The Impact of Wireless and Mobile Technology, META Group April 2004

**“The positive impact on IT management from WLAN usage was significant, including improvement for upgrades, space usage, and temporary networks.”**