

**executive focus****Panasonic Government Summit Focuses on Mobile Technology**

*Panasonic Computer Solutions Company's (PCSC) Federal Government Team recently held the 2008 Government Technology Summit in Washington, DC,*

*bringing together key decision-makers from*

*all branches of the federal government to discuss the technical challenges and opportunities faced by this sector. The summit's 75 attendees had the opportunity to better understand mobile technology practices, discuss market trends, and provide feedback for the development of future Panasonic Toughbook® products.*

*"Forums such as this generate insightful discussions regarding the industry, as well as provide us invaluable feedback," said Jan Ruderman, Vice President of Government Sales. "The comments we receive from our customers greatly influence the design and planning of future Panasonic products and enhancements."*

*Learn more about Panasonic's mobile computing solutions for State & Local Government and Federal Government.*

[www.panasonic.com/business/toughbook/state\\_local.asp](http://www.panasonic.com/business/toughbook/state_local.asp)  
[www.panasonic.com/toughbook/federal](http://www.panasonic.com/toughbook/federal)

**announcements****NEW Dynamic Analysis Tool from Panasonic**

Calculating true, unbiased Return on Investment (ROI), Total Cost of Ownership (TCO) and Cost/Benefit ratio can be a difficult process for those in asset management. In response to that challenge, Panasonic has developed a vendor-neutral application, called the Panasonic Operations Assessment Modeling (POAM) tool, that produces detailed cost analysis for mobile computing deployment. The POAM tool goes beyond traditional, "one-size-fits-all" forecasting methods. Register now for a free demonstration of the POAM tool. [www.panasonic.com/business/toughbook/toughbook-POAM-tool-demo.asp](http://www.panasonic.com/business/toughbook/toughbook-POAM-tool-demo.asp)

**proven. reliable. toughbook solutions.****Toughbook Arbitrator Increases Sacramento County Sheriff's Department Officer Safety**

Following an unsolved officer fatality, the Sacramento County Sheriff's Department installed the Panasonic Toughbook® Arbitrator™ in 260 vehicles. Capturing impartial, court-admissible video evidence, the Toughbook Arbitrator automatically records when a patrol car's lights flash or when the vehicle exceeds 80 mph. The Arbitrator's audio-capture feature is comprised of a wireless microphone that attaches to an officer's belt and records up to 1,000 feet from the vehicle. Once this cutting-edge system captures the event, the footage is automatically sent to a secure server to ensure that it remains safe and unaltered.

[www.panasonic.com/toughbook/lawenforcement](http://www.panasonic.com/toughbook/lawenforcement)

**beyond the box****Intel's Atom Explodes**

Intel® recently announced the much-anticipated release of the Atom™ processor. The processor — Intel's smallest and the world's fastest chip under 3 watts — provides full PC-like capabilities; an uncompromised internet experience; and long battery life for smaller, handheld devices such as ultra-mobile personal computers (UMPC). The low-power-consumption chip is offered in speeds up to 1.86 GHz and supports Enhanced Intel SpeedStep® technology, while select SKUs will support Intel Hyper-Threading technology. Stay tuned to see what rugged products Panasonic will be developing to take advantage of this breakthrough technology.

[www.intel.com/pressroom/archive/releases/20080302comp.htm](http://www.intel.com/pressroom/archive/releases/20080302comp.htm)

## toughbook enhancements

### Durable, Lightweight Business-Rugged Laptops

Built with the real-world challenges of today's road warrior in mind, Panasonic's newest line of business-rugged notebooks, W7, T7 and Y7, come with Intel® Core™ 2 Duo- and a range of embedded wireless options for anytime, anywhere connectivity, including 802.11; Bluetooth® 2.0; and optional, high-performance, built-in 3G mobile broadband solutions from AT&T (HSDPA), Sprint or Verizon Wireless (EV-DO Rev. A). Because they include a magnesium alloy case and shock mounted hard drive and are spill resistant, you can get the durability you expect from Panasonic in a lightweight form factor.

The Toughbook business-rugged line is real-world tested to withstand the drops, bumps and spills doled out by the mobile professional. They use built-in mobile broadband access to deliver optimal wireless connectivity, anytime, anywhere. [www.panasonic.com/business/toughbook/wireless-partners-carriers.asp](http://www.panasonic.com/business/toughbook/wireless-partners-carriers.asp)

## in the news

### Panasonic Toughbook 30 Wins Frost & Sullivan Mobility Award

Frost & Sullivan's Mobility Awards Committee, which recognizes outstanding achievements by top companies in the mobile and wireless markets, rewarded PCSC for the Toughbook® 30 ruggedized, military-grade notebook computer. The Mobility Awards represent the best mobile and wireless products and services, which are chosen by the industry's top editors and analysts. This rugged, MIL-STD-810F-tested\*, laptop computer was honored for its integrated 802.11 wireless LAN, incorporation of GPS and Bluetooth technology, and its ability to perform remotely under the harshest of conditions.

[www.panasonic.com/business/toughbook/toughbook-wireless-awards.asp](http://www.panasonic.com/business/toughbook/toughbook-wireless-awards.asp)

\*MIL-STD-810F: A series of testing procedures created by the U.S. Government that cover a variety of extreme conditions, including drop shock, vibration, dust and water resistance.

## contact toughbook



### Feedback:

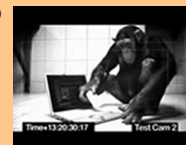
As valued customers, your opinion matters to us! Please help us serve you better by providing us with your comments: [toughbooktimes@us.panasonic.com](mailto:toughbooktimes@us.panasonic.com)

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## tough as it gets

### Rugged Laptops Survive Monkey Business and Spills

The Panasonic Toughbook® laptop can handle just about anything, from three-foot drops and extreme temperatures, to cups of coffee



and juice and a good dose of monkey business. As seen on YouTube.com, the Panasonic Toughbook can withstand the antics of a rambunctious chimpanzee, as well as liquids "testing" by editors at high-tech blog Gizmodo.com. See for yourself. [Go to www.youtube.com](http://Go to www.youtube.com) and search for *Monkey vs Notebook*. Visit [www.gizmodo.com](http://www.gizmodo.com) and search for *Toughbook*.

## event lineup

for details, please visit [panasonic.com/business/toughbook/news&events.asp](http://panasonic.com/business/toughbook/news&events.asp)

- **IACP LEIM 32nd Annual Conference**  
Nashville, TN — May 6 - 10, 2008  
Public Safety Team
- **Veterans' Administration InfoSec Conference**  
Las Vegas, NV — May 12 - 14, 2008  
Healthcare Team
- **USAREUR Army IT Conference**  
Heidelberg, Germany — May 20 - 21, 2008  
Army Team
- **American Water Works Association (AWWA) 2008 Annual Conference & Expo**  
Atlanta, GA — June 8 - 12, 2008  
Utility Team
- **SCTE Cable-Tec Expo**  
Philadelphia, PA — June 24 - 27, 2008  
Communication Team
- **National Association of Counties (NACO) 2008 Annual Conference & Expo**  
Kansas City, MO — July 11-15, 2008  
Government Team
- **APCO 2008 Annual Conference & Exposition**  
Kansas City, MO — August 3 - 7, 2008  
Public Safety Team
- **2008 Healthcare Symposium**  
San Diego, CA — September 14 - 18, 2008  
Healthcare Team