



## executive focus



*Dear Valued Customer,  
Welcome to the Toughbook  
Times—a mobile computing  
newsletter created just  
for our valued customers.  
It includes information on*

*our latest groundbreaking Toughbook innovations,  
case studies, product reviews, news stories  
and more.*

*Our goal is to provide you with current information,  
ideas and solutions that might help your business.*

*As rugged mobile computing continues to grow and  
evolve, Panasonic is committed to remaining your  
mobile computing partner every step of the way.*

*Look forward to quarterly updates from us on  
what's new and exciting in mobile computing!*

*I thank you for your loyalty and support.*

Rance Poehler, President, PCSC

## toughbook enhancements

### Panasonic Toughbooks first to offer EV-DO wireless access.

Panasonic Toughbook is the first notebook vendor to integrate and ship embedded EV-DO wireless access for Sprint and Verizon networks, as well as Cingular's Wireless HSDPA network. Panasonic also offers integrated retractable built-in antennas to provide the most advanced performance in the industry.

"As the leaders in rugged notebook solutions for nearly 15 years, we have always held that mobility and durability must go hand in hand," said Rance Poehler, President of Panasonic Computer Solutions Company. "Faster and more secure wireless access to information provides a distinct advantage to our customers, in industry, the federal government and public safety."

## proven. reliable. panasonic solutions.



### Panasonic Toughbooks: The rugged choice for the US Coast Guard.

The US Coast Guard (USCG) is the administrator of the Aids to Navigation System (AToN), a program designed to assist the prudent mariner in the process of navigation.

When Panasonic engineers met with the USCG, they discussed the harsh realities of working in a saltwater environment.

Panasonic provided the USCG with a mobile computing solution capable of performing in these conditions by making design changes to the Panasonic Toughbook 28. The modifications included sea air-resistant paint, anti-corrosive grease for moving parts and airtight inserts for the DC plug.

The USCG then put the unit through vigorous tests to ensure the Toughbooks were up to the challenge. Not only did the Toughbook pass all tests as a result of the new, state-of-the-art design, but it has since become the standard mobile PC for the USCG.

## announcements

### New to Toughbook

- **W5**  
Ultra-thin design.  
2.9 lbs.  
8+ hour battery life.  
Embedded wireless WAN/LAN.
- **CF-30**  
1000 Nit display.  
Wide area wireless-ready.  
GPS capable.  
MIL-STD-810F compliant.



## in the news



### Toughbook climbs Mount Everest.

When Everest Peace Project founder Lance Trumbull went on a mission to get people from different faiths and cultures to climb Mount Everest for peace, Panasonic was quick to volunteer support. We supplied much needed funding along with four Toughbook 29s to accompany the 18-member climbing team.

While other notebooks failed at the base camp around the 17,500-foot mark, Trumbull used his Toughbook 29 and a satellite connection to relay video, audio, written and picture updates from the advanced camp at 21,000 feet. "Basically, the Toughbook was our lifeline to the world," he said.

After returning safely, Trumbull said he succeeded in sending a positive message, thanks to friendship and teamwork. "Even the tallest mountain in the world can be surmounted when you have those ingredients," he added.

Panasonic agrees. And we're proud to have helped.

## event lineup

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

- **(NACE) International Autobody Congress & Exposition**  
Las Vegas, NV—November 2 - 4, 2006  
**Insurance Team**
- **(DOD) Department of Defense TechNet Asia-Pacific**  
Honolulu, HI—November 7 - 9, 2006  
**Army Team**
- **Healthcare Symposium**  
Miami, FL—November 12 - 14, 2006  
**Healthcare Team**
- **(LEIM) Law Enforcement Information Management Conference**  
Vancouver, Canada—November 29 - December 1, 2006  
**Public Safety Team**
- **(NGB IT) National Guard Information Technology Conference**  
Las Vegas, NV—December 4 - 6, 2006  
**Army Team**

## beyond the box

### Unrivaled Panasonic Service & Support.

Panasonic Toughbooks come with an industry-leading warranty and the option to purchase Premium Services designed to protect your company against downtime. Our goal is simple: maximum computing uptime to ensure your mobile workforce stays productive.

Premium Services can be purchased individually or as part of a package, which makes it easy for your company to maintain, upgrade and analyze your mobile computing deployment.

- Deployment Management
- Disk Image Management
- Online Service Analysis
- Asset Management
- Hot Spare Inventory Management
- Protection Plus
- Redeployment Service
- On-Site Service

To learn more about our premium services or standard warranty information, please visit [panasonic.com/toughbook/premiumservices](http://panasonic.com/toughbook/premiumservices)

For additional information, please call  
1.800.662.3537

Toughbook 34 stops  
armor-piercing AK-47  
round in Mosul, Iraq



## tough as it gets

The majority of Toughbooks perform far less hazardous duty than the unit above. In most cases the ability to withstand being shot, burned and used to pound tent pegs isn't part of their job description.