Products Plus

Mobile Device Pile-Up

Your customers are up to their eyes in mobile devices—
help them store and secure them with solutions from DSC!

lockncharge　　LapCabby　　SPECTRUM INDUSTRIES INC.

Make Your Customers' Lives Easier with LocknCharge

lockncharge

LocknCharge creates premium security, charging, syncing and transport solutions for storing iPad®, tablets and laptop computers. Whether your customers are pursuing BYOD programs, 1:1 programs, or anything in between, LocknCharge has the solution you need to make their lives easier.

✓ **Designed by teachers, for teachers**

✓ **Constructed with durable, premium materials**

✓ **Designed with the classroom in mind**

Mobile Storage

iQ 32 Cart
For syncing, charging, and storing up to 32 iPad® devices.
30-slot version coming soon!

iQ 16 Cart
For syncing, charging, and storing up to 16 iPad® devices.

EVO 40 Cart
For charging, storing, and transporting virtually any kind of tablet device.
Syncing upgrades available.

Carrier 40 Cart
For charging, storing, and transporting virtually any kind of mobile device including Chromebooks.
Syncing upgrades available.
30-slot version coming soon!

LocknCharge Laptop Cart 28 Bay
For charging, storing and transporting up to 28 laptops.

iQ Travel Case 20
For syncing, charging, storing, and transporting up to 20 iPad® devices. This durable Pelican™ case is ideal for travel or outdoor use.

lockncharge

Fixed Storage

iQ Wall Cages
For syncing, charging, storing and securing up to 16 iPad® devices.

FUYL Cell
Individually store, charge, and secure any type of mobile electronic device. The modular and scalable design fits your customers' individual needs.

LocknCharge Wall Cage 10 for Chromebooks
Support the rising demand for Chromebooks® in education. For charging, storing, and securing up to 10 Chromebooks® or Netbooks.

Accessories

iQ 16 Sync Charge Box
For syncing up to 16 iPad®, iPad® Mini, or iOS devices. Simultaneously charge 16 devices in the same time it takes to charge a single device.

Baskets by LocknCharge
Available in 5- and 8-slot versions, these baskets are ideal for small-scale transport and management of mobile devices.

FUYL Cell Pedestal
This accessory provides a base for the modular, stackable FUYL cells, and acts as a storage compartment for device power leads.

Acrylic Tablet Stands
These tablet stands offer a minimalist solution for short-term tablet storage and management.

Want more information? Visit the LocknCharge partner site at partners.lockncharge.com!

Contact your Account Manager at 800-279-2795 for more information about solutions from LocknCharge!

lockncharge

EndNote X7 has been updated!

The latest release of EndNote X7 brings your customers additional sync capabilities, expanded PDF functionality, improved Find Full Text, and more.

New Features

Windows and Mac

- Smart and Combined Groups sync across desktops, eliminating time spent recreating them across desktops, and merging those already created

Mac Only

- Restored Apple Pages EndNote plug-in functionality with the release of Pages version 5.2. Customers can download the new plug-in installer at support.apple.com.

Windows Only

- PDF annotations have been expanded to include underline and strikethrough.*

- Expanded logic for DOI matching to reference data during PDF import.*

- Quick Search results are now highlighted in the Library view.

- Find Full Text improvements, including better integration and results from PubMed, increased number of results returned at a time, and automatic Find Full Text when a text file is imported.*

*These features were already released with EndNote X7 for Mac.
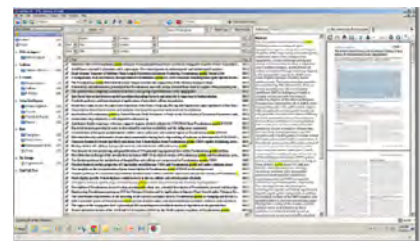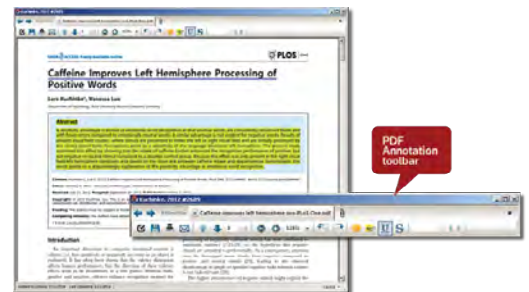
Contact your Account Manager at 800-279-2795 for more information about EndNote X7.1!

Fourteen all-new apps. Hundreds of new features.

The 2014 release of Adobe Creative Cloud is here.

Special offer for Education customers.

Creative Cloud gives your students, educators, and staff access to the world's best creative apps for design, web, video, and photography—all right on the desktop—along with seamless ways to share and collaborate. Only Creative Cloud offers all the essential tools to help students achieve their full creative potential.

Current Promotions:

- Migrate your CLP customers to VIP. Existing CLP-2 customers are eligible for VIP Level-3 pricing and CLP-3 customers are eligible for VIP Level-4 pricing for any order size. All other customers get VIP Level-1 through 4 pricing depending on their volume of purchases. Promo available when your customers enroll in a new VIP agreement between May 1 - November 30, 2014.

- Selling Adobe has never been more profitable! Deals greater than 10 seats may be registered and qualify for a 15% rebate.

Non-profits are eligible to purchase!

Find a licensing option that fits your needs for:

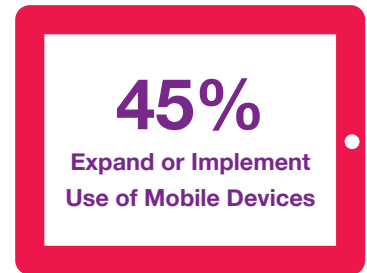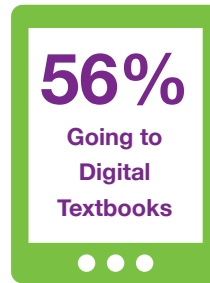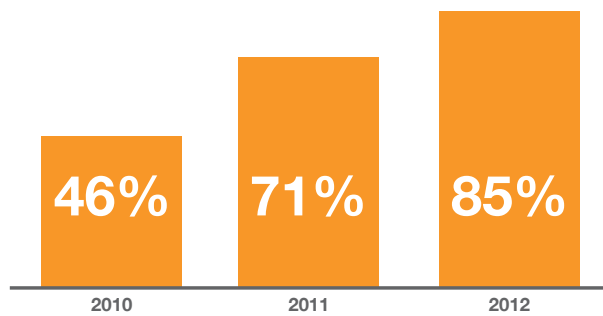| Small workgroups and departments	Classrooms and labs
Creative Cloud for education Named-user licensing	**Creative Cloud for education** Device licensing
• Licenses for each individual user on their institutional computer with teacher and staff rights to install on two computers, one for work and one for home use • Choice of complete set of Creative Cloud applications or single-app option • Online services and storage included	• Licenses for each computer, rather than each user, with rights to install on one computer per license • Choice of complete set of Creative Cloud applications or single-app option • Online services and storage not included
Available through the Adobe Value Incentive Plan (VIP).	Available through the Adobe Value Incentive Plan (VIP).

For more information or to request a quote, contact our Adobe Licensing Desk either via email (adobelicensing@dstewart.com) or phone at 800-356-8370.
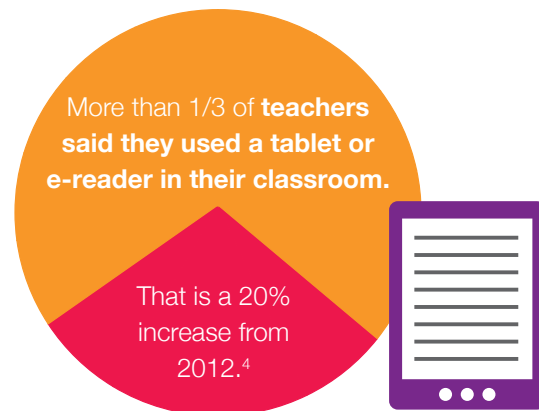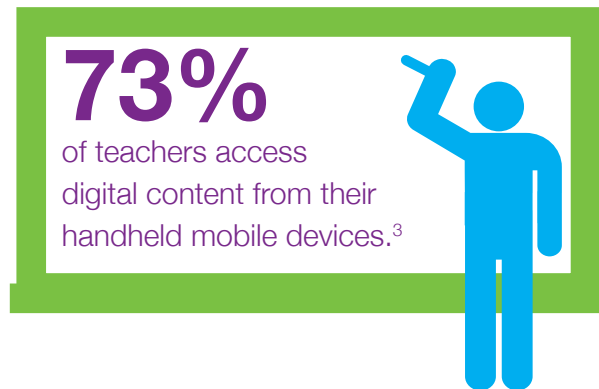
Education is Going Mobile

Classrooms Go Mobile

Percentage of District Technology Directors who **indicated that wireless networks would be a high priority**, 2010-2012:[1]

46% 2010
71% 2011
85% 2012

56% Going to Digital Textbooks

45% Expand or Implement Use of Mobile Devices

56% of schools and libraries expect to implement or **expand digital textbook** use. 45% of schools and libraries plan to implement or **expand use of mobile devices**.[2]

Teachers Go Mobile

73% of teachers access digital content from their handheld mobile devices.[3]

More than 1/3 of **teachers said they used a tablet or e-reader in their classroom.**

That is a 20% increase from 2012.[4]

Students Go Mobile

100% of K-12 students will use mobile devices for education by 2016.
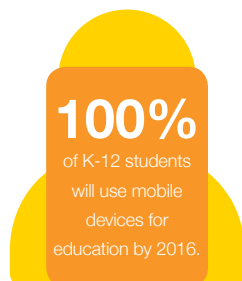
Elliot Soloway, founder and CEO of GoKnow Mobile Learning Solutions, predicts that every K-12 student in America will be using a mobile handheld device as part of their education.[5]

25% of 6th graders use e-readers.[6]

65% of grade school children will **have jobs that haven't been invented**.[7]

Mobile Benefits

A group of 4th graders **using handheld mobile devices in conjunction with their curriculum** increased reading skills by 2 years in 6 months.[8]

Increased Reading Skills by 2 Years in 6 Months

Percentage of teachers who note the benefits of technology:[9]

74% Reinforces and expands content

74% Motivates students to learn

73% Students respond to the variety of learning methods

69% Able to do more with technology than without

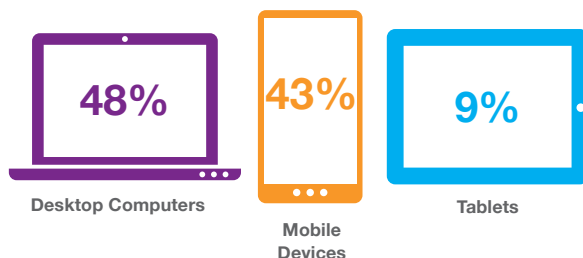**65%** Can demonstrate in ways they can't without technology

How Are We Going Mobile?

Mobile networks are accessible to more than 90% of the world's population.[10]

By 2017, **2 billion people are expected to access the Internet via mobile devices.**[11]

What devices are accessing the Internet?[12]

48% Desktop Computers

43% Mobile Devices

9% Tablets

In 2014, K-12 school districts' purchasing of tablets and other handheld mobile devices will outpace laptops and notebooks by 2x.[14]

Apple or Android?

28% of cell owners own an Android; 25% own an iPhone.[13]

25% Apple

28% Android
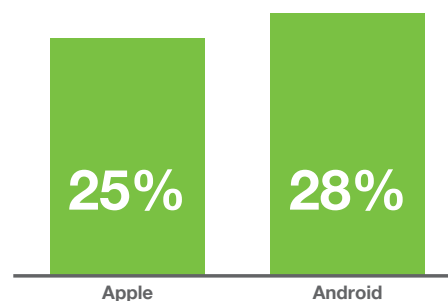
Infographic created by

mimio®

1. Data from EdNET Insight, published in MDR's report, "The State of the K-12 Market 2012." www.ednetinsight.com
2. http://edudemic.com/wp-content/uploads/2012/08/mobile-learning-report-card_5029176f1cc4b.jpg
3. Tech Trends: The Big Picture, MDR, A D&B company. www.schooldata.com
4. http://upsidedown.edublogs.org/files/2013/02/Teachers-infograph-26bgp9y.jpg
5. Elliot Soloway, founder and CEO of GoKnow Mobile Learning Solutions. http://edudemic.com/wp-content/uploads/2012/08/mobile-learning-report-card_5029176f1cc4b.jpg
6. http://www.k12educationtechnology.com/wp-content/uploads/2012/06/Rise-of-Education-Technology-Infographic.pdf
7. United States Department of Labor: Futurework - Trends and Challenges for Work in the 21st Century.
8. http://www.k12educationtechnology.com/wp-content/uploads/2012/06/Rise-of-Education-Technology-Infographic.pdf
9. http://upsidedown.edublogs.org/files/2013/02/Teachers-infograph-26bgp9y.jpg
10. International Telecommunication Union (ITU) 2010 Report. http://www.itu.int/pub/D-IND-WTDR-2010
11. International Telecommunication Union (ITU) 2010 Report. http://www.itu.int/pub/D-IND-WTDR-2010
12. https://mixpanel.com/trends/#report/desktop_vs_mobile_vs_tablet, from the date Feb. 5, 2013 - Dec 10, 2013
13. http://www.pewresearch.org/fact-tank/2013/06/29/as-it-turns-6-a-look-at-who-uses-the-iphone-no-not-everybody/
14. http://www.k12educationtechnology.com/wp-content/uploads/2012/06/Rise-of-Education-Technology-Infographic.pdf

There's a LapCabby for everyone

LapCabby is one of the most cost-effective solutions on the market and is as feature-rich, robust and secure as products costing two to three times as much. And because we know that every school has different needs we've designed a whole range of innovative carts so teachers can choose the one that's right for them.

TabCabby
Stores and charges 32 tablets
DSC# 42273 | SRP $1,595.00
$1,355.02

GoCabby
Portable case to charge &
sync 16 tablets
DSC# 42281 | SRP $1,712.00
$1,466.21

TabCabby Charge & Sync
Charge & sync 32 tablets
DSC# 42277 | SRP $2,500.00
$2,115.12

LapCabby Horizontal
Stores and charges 16/32 laptops
DSC# 42260 | SRP $2,829.99
$2,412.54

LapCabby Vertical
Stores and charges
10/16/20 laptops
DSC# 42262 | SRP $1,200.00
$1,024.57

LapCabby Mini
Stores and charges 20/32 netbooks,
tablets, and chromebooks
DSC# 42266 | SRP $1,595.00
$1,361.20

Find your LapCabby today!

Contact your Account Manager at 800-279-2795 for more information!

SPECTRUM
INDUSTRIES INC.

Spectrum Industries specializes in manufacturing laptop, tablet, and Chromebook storage carts for the classroom. Spectrum is laser focused on supporting the mobile devices that are flooding the education space. Connect your customers with Spectrum Carts today to provide them with sturdy, durable mobile device management at a competitive price point!

Cloud 32
The Cloud 32 is designed to store, recharge, and transport 32 Chromebook computers. The cart bays are designed to handle medium size Chromebooks with screens under 11-1/2" with in-line charge adaptors.

SRP $2,618.00 | Cost $1,167.06
DSC# 54868 | Vendor# 55465WFSBW

InTouch16
The InTouch16 is designed to secure, store, recharge tablets, iPads, Chromebooks, and notebook computers. It is compact and easily mounts on a desk or counter in a classroom.

SRP $1,198.00 | Cost $534.05
DSC# 54864 | Vendor# 55431S

InTouch32
The InTouch32 is designed to store, charge, and transport 32 tablet computers including the iPad. The cart bays are designed to handle the largest tablets in education with even the most robust protective covers.

SRP $2,388.00 | Cost $1,064.53
DSC# 54865 | Vendor# 55432WFSBW

InTouch40
The InTouch 20/40 is designed to store, transport, and charge iPads, tablet computers, and electronic readers. It is designed to handle even the largest classrooms with a capacity 40 computing devices, even those with large protective cases such as Otterbox and Griffin. Optional USB Hub kits containing 20 or 40 USB ports with cables allow synchronization via a teacher's laptop.

SRP $3,058.00 $1,363.20
DSC# 54866 | Vendor# 55441WFCWDW

vLT32
The vLT32 is designed to store, transport, and charge 32 large Chromebooks. The cart has generous bays large enough to fit Chromebooks or full-size notebooks up to 16 inches.

SRP $2,718.00 | Cost $1,211.64
DSC# 54867 | Vendor# 55463CHBBW

When it comes to carts, The Douglas Stewart Company has your customers covered.

Check out our cart solutions below and connect your customers with the solution that's right for them!

	SPECTRUM INDUSTRIES INC.	**LapCabby**	**lockncharge**
Primary Positioning	**Good**	**Better**	**Best**
Brand Positioning	Made in the USA, well-known brand, high quality and value	Cleverly designed to meet the needs of the classroom: storage, safety, simplicity	Highly innovative and specifically focused on mobile computing solutions
Competitive Positioning	Good value, high quality, low price and customizable	Strong value, ease of use, colorful and stylish	High style and functionally, technologically advanced
Design Positioning	Universally designed to fit Chromebooks, Netbooks, Tablets and iPads (with and without bulky covers). Custom cart configurations are available for large deals.	Universally designed to fit Chromebooks, Netbooks, Tablets and iPads (with and without bulky covers).	Solutions for Chromebooks, Netbooks, Tablets and iPads (with and without bulky covers).
Country of Origin	USA	China	China/USA
Lead Time	Stocking primary SKUs, 3-4 weeks for large quantities or special order	Stocking, 12-16 weeks for large quantities	Stocking, 8-10 weeks for large quantities
Capacity	20, 30, 32, 40	10, 16, 20, 32	16, 32, 40
Warranty	10-year	2-year	Limited Lifetime
Sync and Charge	Not available	Available on some units	Available on some units
Pricing Comparison @ SRP (32-unit tablet cart)	**$1,195.00** (InTouch 32 Tablet Cart)	**$1,595.00** (TabCabby 32H)	**$1,999.00** (EVO3240 Charge Only Cart)
Typical Reseller Margin	**15%**	**15%**	**20%**
Deal Registration Availability	10% register through DSC	7% register through DSC	8% register through DSC
Channel Model	13 field sales reps to assist closing deals.	DSC is the exclusive source in North America.	2 field sales reps & 1 channel rep. DSC is the exclusive source in North America.
Brand Association	**Chevy** (made in America, economical & dependable)	**Mini Cooper** (youthful & stylish)	**Audi** (style & technology, premium price)

Absolute Manage

Absolute Manage allows schools to persistently manage and secure all of their endpoints from a single console, including PC, Mac, iOS, Android, and Windows Phone devices—perfect for either 1:1 or BYOD programs. Absolute Manage can be deployed as a complete asset management solution as well as a stand-alone solution for Mobile Device Management (MDM).
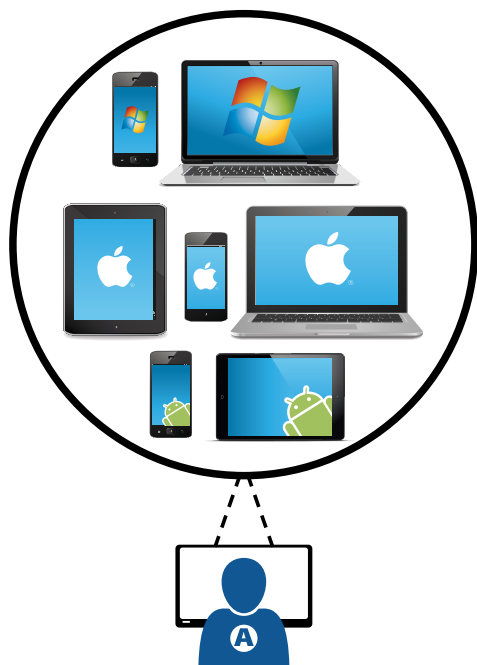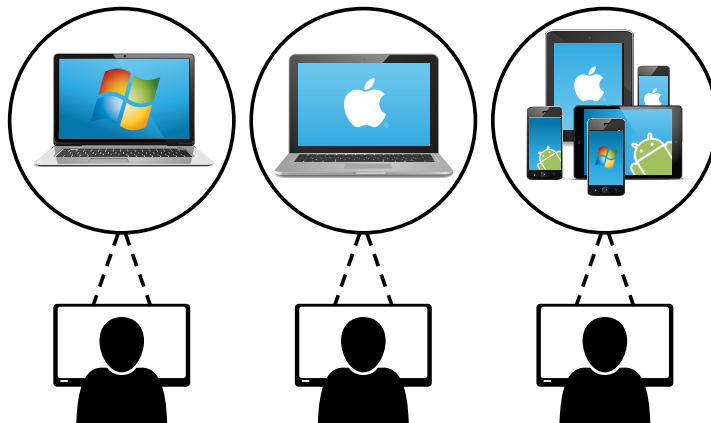
Persistence for the Endpoint

With Absolute persistence technology, schools stay connected with each device in their deployment. This persistent connection allows them to monitor status and take proactive and reactive measures regardless of device location or user.

Cross-Platform Capabilities

Absolute Manage installs easily on existing Mac and Windows servers and hardware components. There is no need to invest in additional infrastructure.

Contact your Account Manager today at 800-279-2795 to learn more about Absolute Manage.

Absolute®
Software

SUMMER 2014

Products Plus

9751.07.2014

997352014

We like you. You like us.

Let's Connect

facebook.com/douglasstewartco
Like us to get a behind-the-scenes look from our team

@DSCNews
Follow us for deals and insider industry news

RETAIL retailconnection.dstewart.com
VAR varconnection.dstewart.com
Read for channel-relevant articles and best practices

dsc TV youtube.com/user/MYDSCTV
Watch for training videos and product demos

Visit the Meru Partner Portal at www.dstewart.com to get authorized to sell wireless solutions from Meru!

MERU NETWORKS®

The best wireless partner for education

Log in to get authorized and find out about lucrative deal registration opportunities!