

Focus on

# Public Sector

**Fujitsu PFU**  
Digital Transformation  
see page 6

**Avocor**  
Your NHS Virtual  
Meetings  
see page 22

**Mersive**  
Software-Based Video  
Switching for Multi-  
Screen Environments  
see page 28

**WatchGuard's**  
Cyber-Threat Protection  
for the Public Sector  
see page 44



t: 020 8296 7066 | w: northamber.com





# #1 digital transformation brand in the Public Sector

## Special bid pricing and discounts available

Fujitsu fi-800R  
**A4 Workgroup Document Scanner**



Fujitsu fi-7240  
**Document Scanner with built-in flatbed**

ScanSnap S1300i  
**A4 Duplex Document Scanner**



ScanSnap iX100  
**Compact Mobile Scanner**

### PLUS Double Bonus Imaging Reward Points on these SP scanners



Fujitsu SP-1120  
**A4 Document Scanner**



Fujitsu SP-1125  
**A4 Document Scanner**



Fujitsu SP-1130  
**A4 Document Scanner**

## Introduction

Public Sector organisations are huge purchasers and users of IT Solutions. Northamber have the products, solutions and expertise to help you to service your current and prospective Public Sector clients throughout the current buying cycles and beyond.

### Why Northamber?

Northamber's sales teams have years of experience in managing the complexities of selling to the Public Sector. Our support for Resellers is second to none.

From easy access to our experts with a 'no voicemail' policy, to a Solutions Team of industry experts to provide support on more complex infrastructure, software or security based solutions, Northamber can provide a complete level of service.

We offer comprehensive training both on-site, or at our Surrey based facilities across a range of products. We are also able to provide installation services from our fully trained in-house engineers, as well as select partners for highly specialised projects.

Special Public Sector credit terms and pricing is also available on many brands.

Resellers working in the Public Sector space have come to rely on Northamber's experienced logistics team and state-of-the-art warehousing offering a range of services including asset tagging and bill & hold. We can offer flexible delivery options with precise time frames including to multi-drop sites and drop-to-desk.

**Northamber Solutions** provide products from Server & Storage through to internet security. With our collaborative approach to vendors, they are best in class for their product area and can come together as solutions for our customers.

**Northamber Document Management** is driving the change for a paperless working environment. With the Government setting targets for digitalisation, Northamber is supporting this push with the

range of scanning products for NHS and Central & Local Government.

**Northamber AV** understands that even before the crisis, businesses and offices were trending towards flexible and remote working. When demand increased, we were able to engage with our vendors and make sure we could supply what was needed for remote working, so employees were able to continue working from remotely.

Talk to our experts on 020 8296 7066 for more information.



Talk to our Fujitsu experts today on 020 8296 7010 for more on our great range of Fujitsu scanners.

To see more on Fujitsu go to pages 6-7

020 8296 7066 | [www.northamber.com](http://www.northamber.com) | [REQUEST A CALL BACK](#)





# Our Value Add Services: Northamber Solutions

Northamber are a leading UK Value Added Distributor who support reseller partners to pro-actively develop solutions for their end-users. This includes pre-sales advice, product demonstrations, design and integration by providing high levels of technical competency, service and sales support.

Working alongside resellers, as Product Specialists, Northamber understands the installation process, looking at this from a technical stand-point and can advise resellers with system design, product selection combined with high levels of technical support. We can draw on this expertise to support you and your business.



**DEMOS**  
available for the following vendors and more:

**Live Demonstrations**

- See the solutions in action. Northamber's sales engineers are trained across our vast portfolio in order to best place the right mix of solutions for your specific needs.

**Training**

- Northamber's certified trainers, leverage their real world experience to offer premium, hands on, lab based training across a selection of products. Both virtually or in person, we can train your engineers towards proficiency & certification.

**Installation**

- Our Engineers are here for you & your customers. Remote and onsite installation is available across selected brands, ensuring your customers have the technology they need, when they need it.

**Health Check**

- Health checks, offer the expertise of our engineers, in bite size portions. If you simply need an expert to check your deployment, then call on Northamber.



**Talk to our specialists for expert advice on all of our solutions brands.**

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## Northamber AV

Northamber AV is a division of Northamber PLC, the longest established UK only IT & AV distributor. Focussing on driving profitable growth for AV & IT resellers, we offer a range of professional services to support our portfolio of Professional Displays, Projection, Audio, Video Conferencing, Collaboration and Room Booking solutions that meet end-user expectations for our reseller partners.

With many of our AV technical specialists being CTS certified, we can draw on this expertise to support you and your business.

We work with our resellers to add value and we understand the installation process. We are able to approach each opportunity from a technical stand-point and can advise resellers on system design, product selection as well as offering high levels of technical support throughout.

**Training**

- Our training centre can provide technical & product training for resellers & their end-users
- Training can also be carried out on-site at reseller or end-user level

**Pre-sales**

- Our pre-sales team can help scope, design and offer proof of concept whilst advising you on how to deliver end-user requirements
- End-user engagement • Product demos

**Configuration**

- Pre-configuration & imaging helps optimise the solution and value for your end user whilst minimising your time onsite
- Asset tagging and soak testing

**Installation**

- Remote or on-site installation is available across the UK
- Access to qualified installers and engineers available

**Warranty**

- Extended hardware warranty options available for 2-5 years
- Swap-out hardware or return-to-base options available
- Our pre-sales team can help

**Post-sales Support**

- Post sales technical support available on request
- Health checks / audits on an annual basis allow you to offer peace of mind to your end users

# Digital transformation technology for the Public Sector

The Public Sector is increasingly facing a number of drivers to reduce the reliance and level of use of paper within the workplace. Fujitsu Scanning Solutions will enable the move from paper to digital processes and encourage more effective ways of operating.

Skyrocketing costs, historic regulatory changes, client demands for instant access to their records, GDPR and freedom of information (FOI) concerns as well as bureaucracy and security all help define the public sector landscape. By embracing digital transformation organisations have the ability to better manage their business peaks and ensure smoother workflows and processes.

## Fujitsu Image Scanners Organisational Intelligence Research Report 2020

Based on independent research by B2B International, it examines how digital transformation is enabling Organisational Intelligence. By drawing on new research with 1200+ IT and business decision makers from across Europe, it highlights the ambitions behind digital transformation journeys.

You can download Fujitsu's report from: [www.northamber.com/fujitsu](http://www.northamber.com/fujitsu)

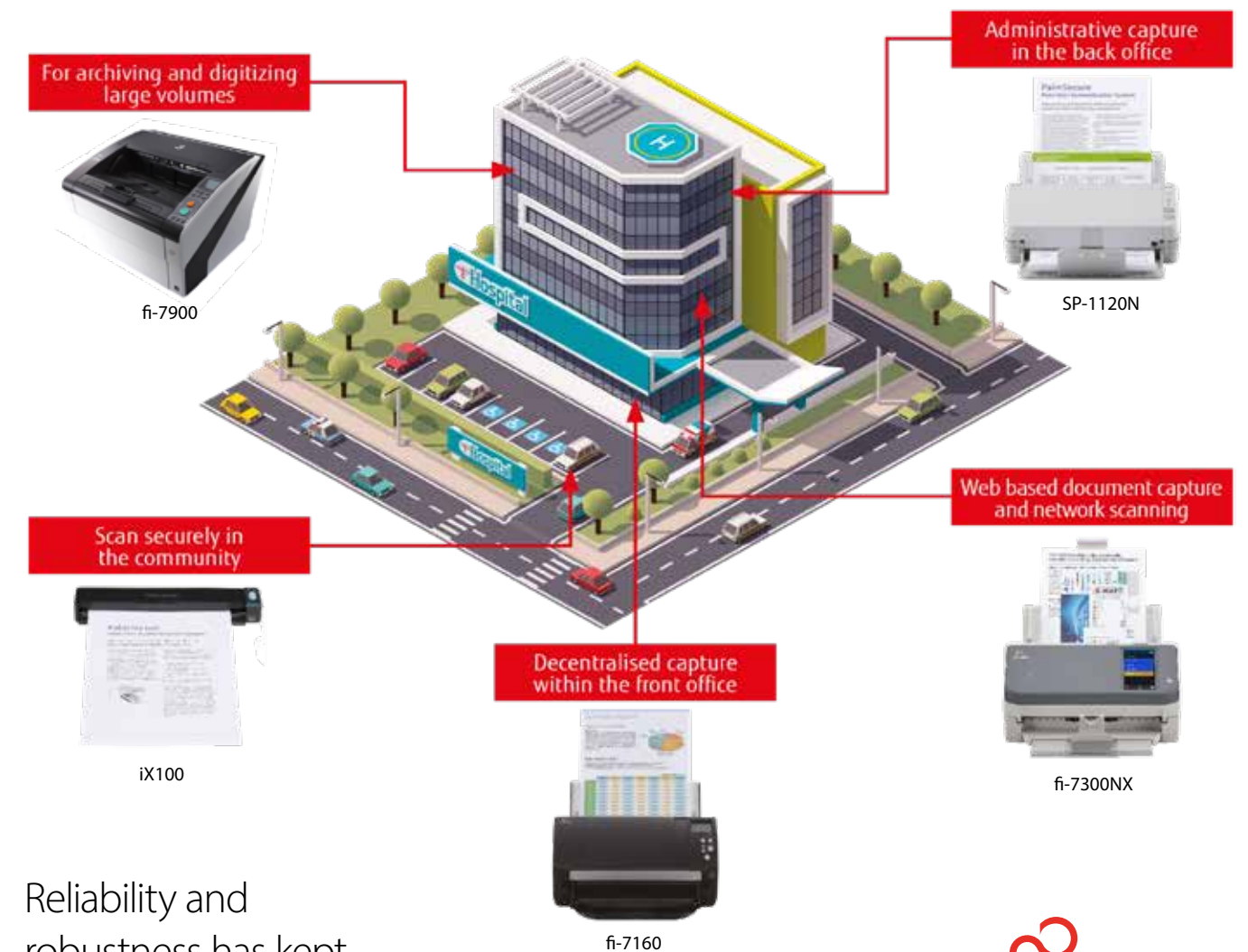
This report was commissioned by PFU (EMEA) Limited.

 ScanSnap iX100 Ideal for community workers	 ScanSnap iX1500 Wireless A4 Desktop Scanner
 ScanSnap SV600 Perfect for the classroom	 SP-1125N Ideal for GP surgeries
 fi-800R Great for customer facing ID capture	 fi-7160 Best selling scanner in the NHS
 fi-7600 A local government workhorse	 fi-7800/ fi-7900 Ideal for high-productivity volume scanning

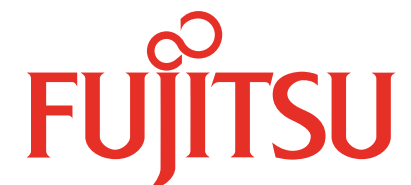
# Scanning in healthcare

By scanning and deploying a document management solution, healthcare organisations can more efficiently manage all their paper and digitally born material. Key benefits include:

- Centralised storage with enhanced security for all information, including patient records.
- Enhanced compliance (GDPR) throughout all departments with all regulatory guidelines.
- Business process agility that can lead to productivity gains and cost savings.
- Faster access to patient information, leading to improved patient outcomes, better patient engagement, and better access to critical information across the care continuum.
- A notable ROI, with most organisations reporting a full return on their ECM investment within 18 months of implementation.



Reliability and robustness has kept Fujitsu scanners the No.1 choice in the NHS





# Designed for Productivity in the Public Sector

Reliable and fast. Brother printers and scanners deliver high print volumes and professional quality.



Open up new business opportunities with this robust machine. Offering excellent paper handling options, super fast print speeds and the new optional super-high-yield toner cartridges significantly reduces your print spend, making this machine the ideal print partner for your business.

## HL-L6300DW Mono Laser Workgroup Printer

- Super-fast print speeds of up to 46ppm
- Outstanding paper handling options with a standard paper capacity of 570 sheets expandable to 2,650 sheets
- 8,000 page inbox toner & optional super high yield 12,000 page toner cartridge
- Intuitive 4.5cm touchscreen LCD display
- Integrated NFC Reader, Giving users better document security and improved user authentication for pull printing

Boost your productivity even further with [additional Public Sector Discounts](#)  
Add additional paper input, sorting and finishing options to this printer



**LT5505**  
• 250 sheet lower paper tray



**LT6505**  
• 520 sheet lower paper tray



**MX-4000**  
• 4 x 100 sheet output mailbox



**SF-4000**  
• Staple finisher



**TT-4000**  
• 4 x 520 sheet lower paper tray



The ADS-2700W is a reliable and feature-packed document scanner at an affordable price. With a choice of Wi-Fi, wired network or hi-speed USB 2.0 connectivity, an easy to use LCD colour touchscreen, Windows/Mac/Linux compatibility, scan to USB host and more...

## ADS-2700W Wireless Desktop Scanner

- Wired LAN, Wi-Fi network and Hi-Speed USB 2.0 connectivity for easy connectivity to computers, laptops and mobile devices
- Simple operation and efficient shortcut creation via 7.1cm LCD colour touchscreen
- Fast 35ppm/70ipm 2-sided colour scan speeds with simple auto start scan option
- Versatile paper handling (including receipts and plastic ID cards) via 50-sheet mixed media auto-feeder

**brother**  
at your side

Register for  
a 3 years warranty  
exclusive for NHS customers

# Canon Document Scanning Solutions

We are living in a world that is experiencing unprecedented change. In a world that's more mobile, more agile and more personalised than ever before – but a world with limited budgets and close regulation – Canon makes things simple.

There's never been a better time for technology to make a difference in the public sector. The core principles of public service, wherever the workplace, remain the same: to support, protect and invigorate every citizen's life, from beginning to end.

Canon scanners are more advanced than ever before. Today, this technology does more than duplicate imagery. Canon's state of the art scanners are perfect for the public sector. They enable you to transform your internal processes, making it easy to share, archive and secure physical documents and records.



## Why choose Canon?

- Integrated software FOC
- Widest portfolio of capture devices for digitisation.
- Standalone flatbed and document scanners, dedicated network scanners, multifunctional devices and mobile capture solutions.
- They handle the entire lifecycle: capture, process, deliver.



Ideal for GP Surgeries

## Canon imageFORMULA DR-C225 II

Sleek and slim, the DR-C225 II is made for tight spaces. With CaptureOnTouch software for even better usability, it's a true scanning solution.



Popular NHS Workhorse

## Canon imageFORMULA DR-M160II

The imageFORMULA DR-M160II is a productivity-boosting desktop scanner. With a robust design, fast speed and reliable media handling, it is ideal for paper-intensive scanning.



Ideal for local government and Councils

## Canon imageFORMULA DR-G2140

Optimised for customers who require exceptional high-speed productivity, superior image quality and dependable feeding performance, this A3 scanner has been created to excel in demanding environments.

Up to 20% Discount available for the Public Sector  
Ask our Document Management experts for more details.

Claim a free Flatbed accessory until 31st March 21

**Canon**

# Keep your screens safe with data 3M privacy products

Privacy data protection is more important than ever.

## A trusted leader in screen privacy and protection.

3M pioneered the microlouver technology that made these privacy products work so well and become so popular. They continue to be a trusted global leader in visual privacy and screen protection today.

## Touch responsive and high-resolution ready.

3M slim privacy products work simply and beautifully on today's advanced screens. But behind the simplicity is a powerful combination of optical science and sheer ingenuity you've come expect from 3M.



## Creating visual privacy through the science of light management.

As display and device technology continues to advance, so does 3M. Driven by their passion to make things better, they constantly refine the products and find new ingenious ways to keep your screens, and the information on them, safe.

## 650% Increase in cyber-security breaches reported by public departments\*

Government employees view sensitive digital data on display screens every day, and as cyber-security risks increase and mobile use becomes more frequent, preventing visual data breaches becomes an increasingly growing challenge. They can also be an important step in helping to supplement your compliance with regulations including the UK Data Protection Act.

\*Government Accountability Office (GAO)

## Introducing the 3M™ COMPLY™ Attachment System for 3M™ Privacy Filters

The 3M™ COMPLY™ Attachment System is an ingenious new way to attach your 3M™ Privacy Filter. Quickly and easily switch from world-class privacy to screen sharing with one simple flip.

- Proprietary hinge design - Withstands the rigours of daily use.
- Quick-flip tab - Makes it easy to flip the privacy filter without leaving fingerprints.
- Proprietary 3M high-strength adhesive - Holds the privacy filter to your laptop, but comes off cleanly on most laptops when needed.
- No need to remove or store - Helps avoid misplacement, loss and scratches by keeping the privacy filter attached to your laptop.

## Have other device screens that need privacy or screen protection? 3M has you covered.

Privacy filters and screen protectors are your first line of defence against visual hackers, physical screen damage and screen glare. From large desktop monitors to tablets to mobile phones, 3M offer products that fit over 40,000 devices, so chances are they've got the right product to help protect your customer's screen.



# For office or home

EIZO FlexScan monitors are designed for productivity and user comfort

## Sophisticated Ergonomics against tired eyes

EIZO monitors offer clever features that allow you to enjoy a great image while making sure your eyes remain healthy.

## Auto EcoView:

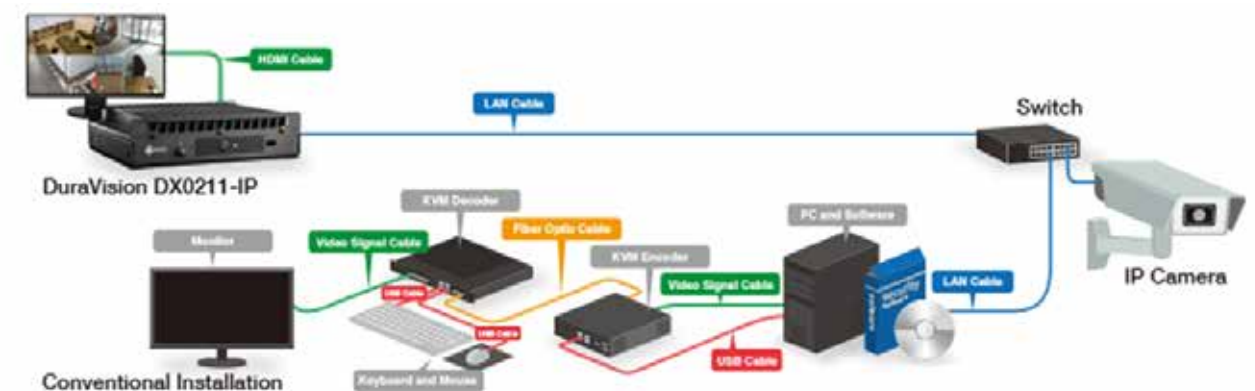
### For the eye of the beholder

All EIZO FlexScan monitors feature auto EcoView. This feature constantly measures changes in ambient light and automatically optimises the screen to the right brightness levels. This reduces glare or poor perceptibility and decreases eye fatigue. The Ultra-slim monitors and the EV3237 model now feature a unique two-point control panel, which provides the desired screen brightness for the lightest and darkest environment throughout the course of the day.



EIZO DuraVision-IP range is revolutionising CCTV deployment set-ups.

Just one specialist range from EIZO, the worlds leading specialist monitor manufacturer; the DuraVision-IP range is designed to save businesses hardware costs upfront, simplify deployment, save space, increase system security, save energy costs and make support simpler. It is no wonder major government departments, embassies police forces and financial intuitions have all deployed this simple solution which eliminates the need for separate PCs, encoders and decoders in the CCTV estate.



EIZO brings innovative decoding technology from its unique IP decoding monitors and external box format. It decodes multiple feeds from your choice of IP cameras, for displaying video in real time. It can be used with varying monitor sizes and resolutions, making it ideal for video walls and multi-monitor environments. It is also compatible with major VMS solutions if you do not wish to rely solely on the inbuilt alerting and control of camera intelligence.





# Lindy DisplayPort Connectivity & Cables

As one of the world's leading suppliers of cables, converters and adapters, Lindy are sure to offer everything you need.

## The Digital Transformation

A wave of digitisation is sweeping our world and increasingly shaping and altering how we act and live, our homes and workplaces, businesses, public facilities and spaces – even entire cities.

## Constant Communication

Digital technologies are everywhere. Everything communicates: people with devices, devices with other devices, buildings with people and buildings with other buildings. It's up to us to shape our digital future to yield the greatest benefits.

*Connectivity is the means of all digital communication.  
- It's the essence of Lindy.*



Lindy 41021  
**Mini DisplayPort to DisplayPort Adapter Cable**

The Lindy Mini DisplayPort to DisplayPort Adapter Cable is a simple, cost-effective passive adapter cable that allows the user to connect a DisplayPort cable to a Mini DisplayPort device.

- Allows for a DisplayPort cable to be connected to a Mini DisplayPort device such as a MacBook or Surface device
- Supports all current DisplayPort standards up to DisplayPort 1.4 with resolutions up to 4K UHD



Lindy 41734  
**DisplayPort to DVI Active Converter**

Connects a DisplayPort equipped source such as a PC or laptop to a DVI monitor. It supports high definition resolutions up to 1920x1200@60Hz & additional displays for extended workspace capability.

- Connects a DisplayPort PC or laptop to a DVI display
- Supports video resolutions up to 1920x1200@60Hz with compatibility for various graphics cards
- Allows an additional DVI monitor to be connected to a computer to act as a secondary display
- Provides plug & play operation for simple connection and use

## Lindy hubs, docking stations and chargers allow mobile workers to create productive workspaces

Lindy hubs, docking stations and chargers allow mobile workers to create productive office workspaces. Lindy's range of hubs allow users to expand USB connectivity and use docking stations to easily connect monitors and other peripherals using one convenient connection.

Lindy 73309  
**10 Port USB Charging Station**

- Simultaneous charging of up to 10 tablets, mobile phones and other USB devices
- Max. 2.4A charging per port, simultaneous use of all 10 ports allows max. 1.8A charging per port
- Smart charging function adjusts the current for optimum, safe charging
- Battery Charging Standard 1.2 supports fast charging & Apple Charging Protocol



Lindy 41006  
**DisplayPort to VGA Active Converter**

- Connects a DisplayPort PC or laptop to a VGA display
- Supports video resolutions up to 1920x1080@60Hz
- Allows an additional VGA monitor to be connected to a computer to act as a secondary display
- Provides plug & play operation for easy connection and use

**Fibre Optic Hybrid DisplayPort 1.2 Cable**

- Copper and fibre optic hybrid construction for uncompressed signals and high EMI & RF resistance
- Supported Resolutions: DisplayPort 1.2 - 4096x2160@60Hz 4:4:4 10bit

### Part Numbers & Lengths

- 15m - 38461
- 40m - 38464
- 50m - 38465
- 70m - 38466
- 100m - 38467

**Anthra Line DisplayPort Cables**

- High performance and reliable designed for use in pro AV & commercial applications.
- Supported Resolutions 2m and below: DisplayPort 1.4 - 8K 7680x4320@60Hz 4:2:2 8bit
- Above 2m: DisplayPort 1.2 - 4K 4096x2160@120Hz 4:2:2 8bit

### Part Numbers & Lengths

- 0.5m - 36480
- 1m - 36481
- 2m - 36482
- 3m - 36483
- 5m - 36484



## Lindy Port Blockers

There are a variety of ways to secure data digitally: like firewalls, anti-virus programs and bespoke security software, however physical blockers can be just as important in keeping data safe from compromise. Port blockers are visual deterrents that seamlessly fit into a variety of environments and provide a physical barrier to unauthorised access.

**PROTECT. PREVENT. PRESERVE.**  
Physical first level security solutions for IT & AV hardware interfaces and systems.



Lindy 40452  
**Port Blockers**

- Physically blocks access to a USB port
- Consists of 4 locks and 1 blue key
- Each key only works with a lock of the same colour

ORDER: LINDY144

## PERFORMANCE. VERSATILITY. CONNECTIVITY DISPLAYPORT BY LINDY

Discover a world of creativity and performance with Lindy DisplayPort technology

**LINDY**  
CONNECTION PERFECTION

# NewStar. The best support for all your IT & AV hardware!

NewStar is the European market leader in affordable mounting solutions for TVs, LFDs, monitors, projectors, PCs, laptops and tablets. With over 22 years of experience, NewStar AV & IT Mounts is serving the public sector by supporting various types of hardware with an excellent line up of mounting solutions.



The extensive range of brackets that NewStar offers for wall, desk, ceiling and floor lends itself perfectly to generate additional sales when your customers sell hardware.

The wide product range of NewStar is known for their high quality, fantastic design, ease of installation and affordability. The products are perfect for use in office environments, retail, education, government, healthcare, businesses, hospitality and home use.

### NewStar products are known for:

- High quality • Solid design
- Easy installation • Affordability



### The NewStar range offers:

- Extensive range for all mounting requirements
- High Quality & Exquisite Design
- Affordability
- High Margins, Sales & Project Support
- Demo unit options
- Fast Delivery and 5 Year warranty



Contact the Northamber team to learn more about the NewStar range.

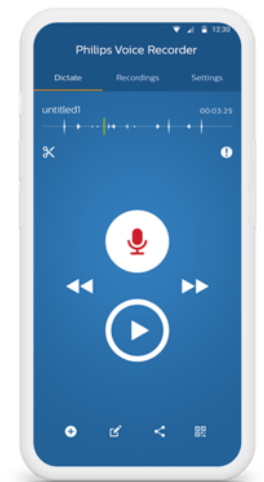


# Speak. Send. Done.

Philips SpeechLive is the most efficient and accurate way to convert your speech to text.

### Imagine you could easily turn your speech into text from anywhere?

Even more, you and your team could use your dictation and transcription platform continuously, whether you work at the office or remotely! With its flexible, browser-based, on-demand cloud solution Philips SpeechLive going from speech-to-text has never been easier. It offers you full mobility. You can now take control of your entire dictation workflow, no matter if you are in the office or on the go.



### Why SpeechLive?

#### Convert your speech to text

Philips SpeechLive is a browser-based dictation and transcription solution which converts your speech to text. End-to-end data encryption for maximum security.

#### Get your work done faster

Whether you have your own assistant, or use speech recognition software, SpeechLive will help you get your work done faster.

#### In the office and on the go

Be more efficient throughout your day – in the office, remotely, or on the go.



### Also available



**SpeechOne**  
Wireless Dictation Headset



**SpeechExec**  
Transcription Set

*Philips are the No.1 provider of dictation solutions to the NHS*

The most widely purchased handheld dictation devices used by the NHS

SpeechMike LFH3500

SpeechMike LFH3200





# Special Pricing available for Public Sector

PORT Designs are one of the world's leading players in luggage and accessories for technology products. Distributed in more than 60 countries worldwide, the company markets a complete offer of products for tablets, laptop cases, backpacks, trolleys and charging stations as well as an accessories range designed to complement new technologies.



Ask us about Special Pricing for Public Sector on these popular Notebook Cases. Talk to your Northamber account manager about our great range from PORT designs.

PORT Designs HANOI II  
**Clamshell Notebook Cases**  
13"-14" 105063 | 15.6" 105064 | 17.3" 105065  
Available in 13-14", 15.6" & 17.3".

- Reinforced notebook compartment for extra protection against shocks
- Large front pocket with organiser
- Trolley strap and removable & adjustable shoulder strap



**PUBLIC SECTOR PRICING AVAILABLE**

PORT Designs HOUSTON  
**Top Loading Notebook Bag**  
15.6" Black 110271 | 15.6" Grey 110274  
Available in black & grey.

- Padded compartment for laptop
- Padded Universal 10,1" tablet compartment
- Trolley strap & removable shoulder strap
- Front pocket with organiser



**PUBLIC SECTOR PRICING AVAILABLE**

## Charging cabinets for tablets & notebooks

PORT Designs 901952  
**Rolling Charging Cabinet**  
• Extensible arm  
• Up to 12 tablets 11"



PORT Designs 901956  
**20 Tablet Charging Cabinet**  
• Up to 20 tablets 11"  
• UV lamp



PORT Designs 901955  
**30 Tablet Charging Cabinet**  
• Up to 30 tablets 11"  
• UV lamp



PORT Designs 901951  
**40 Tablet Charging Cabinet**  
• Up to 40 tablets 11"  
• UV lamp



PORT Designs 901972  
**20 Notebook Charging Cabinet**  
• Up to 20 15.6" notebooks  
• Omnidirection wheels



PORT Designs 901973  
**20 Notebook Charging Cabinet + Rack 1xU 19"**  
• Up to 20 15.6" notebooks  
• Omnidirection wheels



- Secured lockable doors
- Secure charge
- Sliding shelves
- UV lamp to kill bacteria
- 70% FASTER Fast charge

# Simple connectivity wherever you're working

Expand your laptop's connectivity and your productivity with PORT Designs range of docking stations.



4K  
PORT Designs 900140  
**Mini Docking Station HDMI - 1 x 4K**  
• Up to 3 peripherals  
• Up to 60 watt USB-C Power Distribution



4K  
PORT Designs 901909  
**Travel Docking Station - 1 x 4K**  
• Up to 4 peripherals  
• Up to 85 watt USB-C Power Distribution



4K  
PORT Designs 901906  
**Travel Docking Station ++ - 1 x 4K**  
• Up to 7 peripherals  
• Up to 60 watt USB-C Power Distribution



2K 2K  
PORT Designs 901903  
**Office Docking Station USB C - 2 x 2K**  
• Up to 8 peripherals  
• Up to 60 watt USB-C Power Distribution

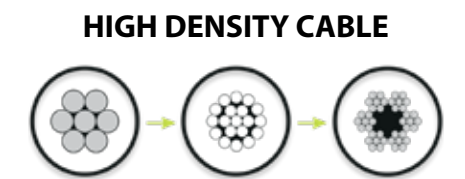


2K 2K  
PORT Designs 901909  
**Office Docking Station - 2 x 2K**  
• Up to 8 peripherals  
• Up to 85 watt USB-C & USB-A Power Distribution



4K 4K 4K  
PORT Designs 901906  
**Office Docking Station - 3 x 4K**  
• Up to 12 peripherals  
• Up to 60 watt USB-C & USB-A Power Distribution

## Security Cables — features and technology



- 4 models available**
1. Keyed
  2. Slim keyed
  3. Combination
  4. Serialized combination



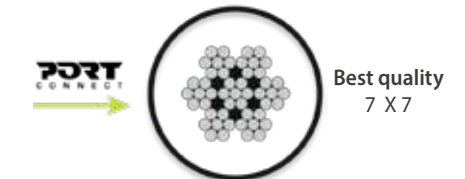
**High density cable**  
Steel braided cable 49 twisted wire density

**Secure locks**  
Zinc alloy & nickel plating  
Durable PVC coating



**Easy to use**  
Rotative head & slim formats

**Kits available**  
Secure any device without a security slot



INTRODUCTION  
DOC MGMT & PERIPHERALS  
AUDIO VISUAL  
CONNECT  
STORE  
PROTECT  
NORTHAMBER SOLUTIONS  
OUR VENDORS



# Complete Barcode Solutions. One Provider.

Wasp's cloud-based solutions, InventoryCloud and AssetCloud, allow public sector providers including education and healthcare to eliminate their manual tracking processes and save time by helping them easily track valuable supplies and equipment, including IT equipment, beds, heart monitors, medications, and wheelchairs, while enabling them to focus on what matters most – customer care.



**AssetCloud:**  
Easy-to-use Asset Tracking Software – Automate your organisation's fixed asset tracking for improved check-in/check-out processes, faster auditing, and error-free reporting.

**InventoryCloud:**  
Stock Control solved – Enjoy quick and accurate physical stock cycle counts, eliminate stock outs and write-offs, and maintain full stock control from the loading dock to the end user with a Wasp stock control software solution.

**Barcode Scanners:**  
From pen scanners to mobile computers and everything in between, Wasp Barcode Technologies has been the leader in barcode scanners for over 20 years and offers a full range of scanners.



**Barcode Printers:**  
Wasp offers a full line of barcode printers, from desktop to industrial printing, including mobile and wristband printing also for a wide range of applications.



**REQUEST A FREE ONE-TO-ONE DEMO** on the asset or inventory software.

- ✔ 30-Minute Web Demonstration
- ✔ Conducted on Your Schedule
- ✔ Tailored to Your Needs
- ✔ No Credit Card Required

# Daktronics LED Video Displays

From LED video displays for high footfall areas such as hospitals to busy council buildings, Daktronics provides quality, customised solutions to maximise your investment.



**Security Room Displays**  
Public sector spaces use surveillance cameras to monitor activity in the public part of their facilities. The control room or security centre provides a dedicated space where security personnel monitor a common operating picture (COP). It's important the whole team can monitor multiple streams of information such as real-time video, graphics and information feeds. A growing trend is for security rooms is to add a digital video wall to the front of the security centre which provides one big picture of many video sources.



**Conference Room Displays**  
Work today is a primarily digital experience. It's important to harness technology in a way that empowers your employees to do their best work. Direct-view LED display technology shows content with accurate colours and crisp clarity—and you can keep the lights on.



**Auditorium Displays**  
Many public sector spaces have auditoriums where they hold larger meetings and trainings or periodically host speakers. With a large LED video screen as a backdrop, presenters have a full seamless digital canvas to enhance their presentations or videos, free from bezels, with no distracting colour inaccuracies and maintenance with less disruption.

- VIGILANT QUALITY CONTROL
- SECURE DISPLAY INTERFACE
- HIGH PERFORMANCE POWER





# Share your vision with PTZOptics

PTZOptics offer live streaming solutions for every scenario from churches to council meetings. With remote learning and remote working looking like it's here to stay, take a closer look at the range from PTZOptics.

PTZOptics PT20X-USB-GY-G2

## 4K Live Streaming and Video Conferencing

The PTZOptics 20X-USB is a 1080p camera with 20X optical zoom for capturing HD images at long distances. With support for USB 3.0, HDMI, and IP streaming (H.264, H.265, & MJPEG), this camera is ideal for broadcasting high definition video signals for broadcast, recording, or video conferencing applications. Designed for flexible live streaming and video production environments, PTZOptics quality optical lenses and control capabilities provide endless possibilities for high definition broadcasting from councils, schools, churches, hospitals and more.

- Full 1920x1080p HD Resolutions up to 60 frames per second
- 2D and 3D noise reduction with the latest "low noise CMOS sensor"
- Pan Movement: ±170°
- Tilt Rotation: Up: 90°, Down: 30°

AVPTZ0040 / AVPTZ0043



### Unparalleled Versatility

Remote camera control options when and where you want them. Whether the controls are built-in to your favourite video production software or provided by one of their hardware joysticks, your options are plentiful.

### Be seen in 1080p

Crystal clear High Definition 1080p video with lossless 20X optical zoom letting you get up close to see and interact with your team.

### Three Simultaneous Video Outputs

The PTZOptics USB cameras can simultaneously send out 1080p video from HDMI, USB 3.0 and H.264 or H.265 IP Streaming for maximum flexibility.

### Plug-and-Play USB Connectivity

Easily connect the camera to your PC to use with cloud based video conferencing services such as: Skype for Business, GoToMeeting and WebEX. This camera is

backwards compatible with USB 2.0 (1920x1080p 30fps \*Must enable h.264 compression).

### Wide Field of View

The popular 20X lenses offer a 60.7° FOV with the ability to capture a tight 3.36° fully zoomed in.

### Open Source Camera Control

All PTZOptics camera models include open source control software which allow users to create a custom controller.

### Versatile Mounting Solutions

Ask us about PTZOptics wall and ceiling mounts.



# Expect more from your webcam

As your clients' business models have completely shifted to hosting an online workforce, ensure they're utilising the very best in camera technology to embrace the new normal. Whether it's video conferencing for meetings, live streaming for council broadcasts or online consultations the easy to use, USB-based webcams from HuddleCamHD are an obvious choice.

## Full featured HuddleCamHD™ Pro

With an ultra-crisp 4K sensor, this webcam will take your video conferencing and live streaming projects to the next level. Want to pan, tilt and zoom with a webcam? No problem! Capture beautiful video in 4k and zoom in just like a broadcast PTZ camera with lossless digital zoom. Zoom in to and create digital ePTZ presets that you can recall with the click of a button, using the included IR remote. Also included in its sleek design is an array microphone, enabling a complete solution.



## A webcam that can pan, tilt and zoom

Imagine the possibilities of a webcam with these features. For those hosting YouTube or Facebook Live shows or instructional videos, the opportunities are limitless. Share your expertise with the world!



For those interested in creating engaging video recordings, online presentations and live streams, consider the HuddleCamHD 4k ePTZ webcam for:

- Presentations
- Teaching / Lectures
- Esports
- Fitness Classes
- Cooking demonstrations

## Simple camera controls

Take control of your camera with the included IR remote perfect for framing your look on a video call or producing a live stream online. This camera even supports Zoom PTZ camera controls for ZoomRooms and Far End Camera Control. Or, use the PTZOptics Camera Control app for easy use with your tablet or smartphone.

## Go live online

Easily use this camera directly with Facebook or YouTube live with the need of any additional software. Like fancy software? No problem. This camera works with all the best video production software including OBS, vMix, xSplit, Livestream Studio, Wirecast and eCamm live.

Designed with a wide variety of portable and small room conferencing setups in mind, the HuddleCamHD Webcam is ideal for video conferencing with any Mac or PC computer.



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# The right technology for your NHS virtual meetings

Interactive displays play a vital part to support teamwork, either together in a shared meeting space or bringing people together from remote locations, enabling effective collaboration and improving team engagement.

## Avocor W Series

This all-in-one video collaboration solution includes a high-quality integrated camera and superior audio functionality while Azure certified IoT Digital Twins sensors monitor environmental data to allow for intelligent reporting and future space planning. Available in 55" and 65", the W55" is perfect for the home and executive office space and the 65" is the world's first interactive display certified for Microsoft Teams.



- AVW-6555 65" Teams Certified Windows Collaboration Display (order: AVOCOR038)
- AVW-5555 55" All-in-One Interactive Touch Screen (order: AVOCOR72)



## Avocor ALZ Series

The ALZ series represents 7 simple, easy to use solutions designed to enable Zoom Rooms for Touch. Created in partnership with Logitech, the ALZ combines an Avocor interactive display with the popular Logitech MeetUp camera and a Zoom-ready OPS PC for an out-of-the-box solution that delivers a world-class interactive experience with Zoom Rooms.



## Avocor F Series

The precision powerhouse for hard-working environments, the F series delivers the ultimate performance for interactivity and collaboration. With pixel-perfect inking and touch, the extended connectivity options are designed for more complex room and application environments and works seamlessly with 3rd party UC platforms for an immersive experience.

- F6550 65" (Order:AVOCOR05N) | F7550 75" (Order:AVOCOR06N) | F8650 75" (Order:AVOCOR07N)



## Avocor E Series

Offering fantastic performance for exceptional value, the Avocor E series is the ideal solution for presentation and annotation. Shipping in a range of sizes from 55" to 86", the platform is ideal for VC applications such as Zoom and Teams, and, at an extremely competitive price point, the E series is perfect within meeting spaces and classrooms alike.

- E5530 55" (Order:AVOCOR71) | E6510 65" (Order:AVOCOR02)
- E7510 75" (Order:AVOCOR03) | E8610 86" (Order:AVOCOR04)



## NORTH WEST BOROUGH'S HEALTHCARE NHS FOUNDATION TRUST CASE STUDY WITH INVOLVE

In the times we live in, it is essential for organisations to find new ways of working to improve operational efficiency. It is not always necessary for people to travel for face-to-face meetings anymore. However, to hold successful meetings virtually, there needs to be the right technology, which is fully adopted by the organisation through a change in culture, to make video meetings the new norm. This holds true for the NHS, which faces the challenge of having a dispersed workforce, with varying specialities based across different sites, who need to work together to deliver the best care possible.

## Book an Avocor virtual demonstration

Avocor have several demo centres across the UK, to book your personal one-to-one tour of the Avocor product line up, or to book a virtual 30-minute demonstration, please contact the Northamber AV team on 020 8296 7399.





# Classroom Speakers, Wall mounted Amplifiers and more

Audio systems for classroom and public sector offices. Analogue and digital amplifiers, in-wall, standalone or rack mounted for meeting rooms, classrooms, halls, pubs, places of worship and outdoor events. Power outputs 20 watts to 2,000 watts per channel.



**Edis EA35C In-wall Classroom Amplifier**  
A versatile 30 watt full stereo amplifier with 15 watts RMS (26 Watts max) per channel for classrooms and meeting rooms.

- A full 30 watt stereo In-wall amplifier in a single gang wall mounted back box
- The Class D digital amplifier and switching power supply uses minimal power and low heat dissipation making it ideal for in-wall applications

Order: AVEDIS001



**Edis EA1123 240 Watt Stereo Power Amplifier**

- 1U case, class-TR real time tracking power amplifier, high efficiency amplifier,, high-fidelity sound.
- Power on soft-start
- Built-in smart clipping distortion and over-current limited system.
- Built-in 30Hz / 50Hz high-pass filter.
- Built-in automatic temperature controlled fan cooling system.

Order: AVEDIS001



**Edis EA125 40 Watt Soundbar**

- High performance, low cost, 40 watt Soundbar for Classroom, Meeting rooms, at Home or any application to boost sound levels for touchscreen and TV with Bluetooth, FM Radio, SD Card, USB, and 2x mini Jack inputs, IR remote control with Bass and Treble controls and manual controls for media player
- Includes Bluetooth player, FM Radio, USB input in addition to normal audio 3.5mm mini Jack connection
- Play music direct from iPhone or smartphone, PC, Laptop or tablet
- Remote control

Order: AVEDIS009



**Edis E525 Hall Speaker**  
100 watt ideally suitable for school halls, gyms, pubs and places of worship etc

- 100 watts RMS continuous rating
- 200 watts Peak
- 8" + 2x3" 8 ohms drivers

Call to order



**Edis EA129 10 Watt USB Mini Speakers**  
USB Plug & play mini desktop speakers

- 2.25" 5 watts \*2
- Input sensitivity: 500mV
- Frequency Response: 100Hz--20KHz

Call to order



**Edis EM1000 4k PTZ Video Camera with Sound & Video Tracking**  
Specially designed for small and medium-sized meeting rooms, especially for huddle room with 4 to 6 people, to help enterprises re-tap the potential of using the small and micro meeting space inside.

- All-in-one design
- High quality UHD CMOS sensor, 4K (3840x2160) @p60fps ultra high resolution camera
- Beam Forming (BF) microphone is built in, with a pickup distance of 6 meters.

Order: AVEDIS028



**Edis EC100 Full HD Webcam**  
VGA , 720P, 1080P Fixed Focus, 1080P Auto Focus and 5M for superior sharpness and image quality, records true HD-quality video at up to 30fps.

- 1080P Auto Focus and 5M for superior sharpness and image quality
- High-fidelity digital stereo microphone, with noise cancelling
- Automatic Light Correction enables recording clear videos even in dim light

Order: AVEDIS063



**Edis EC104 Bluetooth Speakerphone**  
Immersive sound for calls and music - Experience the omni-directional microphone and HD Voice. The omni-directional microphone provides and picks up 360-degree coverage.

- 360-degree coverage
- Coverage for up to 8 people
- 6 hours of battery life
- Compatible with all leading UC platforms incl. Skype for Business.

Order: AVEDIS067

Find more about Edis conferencing solutions by talking to one of our AV team on 020 8296 7399 today



**Edis V60CI PTZ Conference Camera**  
For medium sized halls a 20x zoom camera is ideal for distances of up to 65 feet (20 to 25 metre)

- 1080P Full HD @ 60fps
- 20x optical zoom
- SDI

Call to order



**Edis EC83 1080P Webcam with Noise Cancelling**  
1080P FULL HD Sensor,for superior sharpness and image quality, records true HD-quality video

- High-fidelity digital microphone, with noise cancelling technology
- Plug-and-play video

Order: AVEDISCAM



**Edis EC101 OMNI Microphone**  
Exceptional quality small size but high output USB microphone

- 5-8 participants
- 6m distance
- Plug and play

Order: AVEDIS008



# Sony BRAVIA 4K Professional Displays for Public Sector

Big, bright BRAVIA 4K Professional Displays streamline meeting efficiency and add impact to all your business communications in boardrooms, reception areas and cafeterias.



**More detail. More impact.** True 4K quality with 3840 x 2160 pixels offers four times the resolution of Full HD. So whether you're presenting complex information or grabbing everyone's attention with colourful digital signage, your audience will always appreciate the finer details.

**Easy integration**

BRAVIA Professional Displays fit right in with today's smart workspaces. On/off, input, volume and other settings can be controlled remotely over the network or via serial interface. And with VESA standard mountings, each screen integrates smoothly into a wide range of corporate, retail or educational environments.

**Optimised for business.**

Every BRAVIA Professional Display is designed to help you do better business. Set-up's fast and fuss-free with Pro mode that lets you copy custom settings to every screen in the building. Operation's refreshingly intuitive, too. Even more flexibility's provided with the in-built software platform that offers powerful integration and control options.

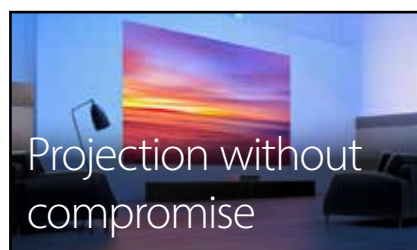
**Impressive images on any scale**

You'll find the perfect BRAVIA Professional Display for every environment. From smaller screens to the largest displays, you'll enjoy the same blend of pristine 4K resolution image quality, intuitive features and slim, elegant looks that bring style to any corporate, educational or retail space.

**Sony TEOS Connect**

**TEOS offers wireless mirroring, device control and smart automation for hassle-free collaboration.**

TEOS brings teams together. Give employees and guests the freedom to share content to meeting room displays from their laptops, control in-room devices, and view meeting details on a smart display interface.



Sony's bright, reliable laser projectors are great for businesses, universities, colleges and visitor attractions with spectacular picture quality, flexible operation and up to 20,000 hours operation without replacing the light source.

Call our AV Team on 020 8296 7399



# Sharp Professional Displays

Sharp displays have been specially designed for a range of demanding and high brightness applications including hospital way-finding, libraries, local government offices and command & control centres.

Sharp's standard High Definition (HD) displays will help your business communicate easily and colleagues to collaborate effectively.

Sharp positions itself as an innovator in display technology for those seeking a practical every day solution, while at the same time being the partner for amazing visual experiences today and tomorrow.



- Sharp PN-R556  
**55" Professional Signage Display**
- 1920 x 1080 pixels with 700cd/m2
  - Flexible installation with Mini-OPS extension slot
  - 1,300:1 contrast ratio
  - Slim Bezel Design with 10W Speakers



- Sharp PN-R606  
**60" Professional Signage Display**
- 1920 x 1080 pixels with 700cd/m2
  - Flexible installation with Mini-OPS extension slot
  - 4,000:1 contrast ratio
  - Slim Bezel Design with 10W Speakers



- Sharp PN-R706  
**70" Professional Signage Display**
- 1920 x 1080 pixels with 700cd/m2
  - Flexible installation with Mini-OPS extension slot
  - 5,000:1 contrast ratio
  - Slim Bezel Design with 10W Speakers



- Sharp PN-R903A  
**90" Professional Signage Display**
- 1920 x 1080 pixels with 700cd/m2
  - Slim bezel design with Built-in Stereo Speakers 10 + 10W
  - 4000:1 contrast ratio
  - 24 / 7 operation

Sharp are developing a full 8K professional monitor with native 8K resolution. They are transforming the way the world is viewed at a level of detail never previously experienced. The professional display 8M-B80AX1E is now ready for you, 2x 4x (UHD) HDMI 2.0a inputs and 1x (8K) HDMI2.1 input allow you to display immersive 8K images in unsurpassed quality.

- Sharp 8M-B80AX1E  
**8K Professional Monitor**
- 80" (203 cm) diagonal LCD
  - Native 8K 7680 x 4320 Pixel Resolution
  - HDR High Dynamic Range
  - 10-Bit Extended Colour Range
  - Media Player for 8K still images and 4K videos
  - Direct LED backlight with local dimming, 1024 areas

**Sharp Professional Displays — the choice of professionals...**

Plus, some of Sharp's Professional Displays come with a Mini-OPS Slot Extension feature, which allows a growing range of third party devices to be connected, extending the functionality.



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# Software-based video switching for multi-screen environments

Mersive Solstice Active Learning provides a software-based video routing solution used in multi-screen environments, such as command and control centres. The drag-and-drop interface allows users to virtually design rooms in minutes and route video in real-time all using the Solstice Active Learning app.

## Flexible and Affordable

Solstice Active Learning is the most innovative software-based video routing solution that makes technology-enabled active learning more accessible and adaptable than ever before.

- No custom hardware or specialized programming required.
- Dramatically lower total cost of ownership than hardware-based solutions.
- Flexibility to repurpose existing spaces without having to physically reconfigure equipment.

## Easy to Deploy and Use

Solstice Active Learning revolutionizes deployment of multi-screen spaces through a powerful, intuitive software user interface.

- Virtually design rooms and route video via drag-and-drop interface.
- Deploy in hours, not weeks or months.
- Consumer-like user experience allows moderators to configure the learning space without IT support.

## Designed for Educators and Trainers

Beyond software-based video routing, Mersive's solution delivers valuable functionality designed specifically for educators.

- Broadcast message such as 'Eyes Up Front' to all team tables.
- Create custom messages that match your class design without IT support.

## No Additional Hardware Required

Mersive's solution leverages Solstice Pods deployed on the existing WiFi/ethernet network(s) to unlock powerful video routing, making it ideal for use in hospital environments where budgets are tight.

- Moderators download the Active Learning app on their laptops and/or mobile devices.
- Students share content via browser, AirPlay, Miracast, or the Solstice app.
- Active Learning API also enables integration with third-party systems.



**Why Mersive from Northamber AV?**

- 90 Days Free Technical Support
- Mersive Certified Technical Team
- Shipped activated ready from Northamber\*
- Stock ready to ship next day\*\*

\*Only when the Solstice pod has been registered by Mersive which could take up to two working days.  
\*\*Only when the Solstice pod has been registered by Mersive which could take up to two working days. Terms and Conditions apply.

Mersive develops software and cloud services that transform meeting and learning spaces. Their solutions increase productivity by allowing any number of users on any device to wirelessly share and manipulate content on displays and seamlessly connect to remote participants using any web conferencing service. Because of their software-centric approach, organisations have access to a steady stream of new features and can centrally manage, analyse, and upgrade deployments of any size for optimum ROI.



## Award-winning Content Sharing

Solstice enables team collaboration to reach new heights by allowing simultaneous users on any device to wirelessly stream rich content to a room display. Share content in one step using any browser, AirPlay®, Miracast®, or the Solstice app. Solstice uses the local network for the highest streaming performance and lowest networking costs.



## Bring Your Own Meeting

Any device. Any application, content and calendar. Any meeting type, room and peripheral. Solstice and Solstice Cloud leverage all of these to seamlessly curate your entire meeting environment for the optimum team experience using the same, easy workflow every time.

## Unlimited Analytics

Mersive anonymously collects and analyses data from every meeting and learning space that utilises software so that managers, teachers & administrators can gain critical insights from the industry's largest dataset on team collaboration to optimise workforce and student productivity.



## Ground-breaking Video Conferencing Integration

In cases where your meeting involves remote participants, Solstice Conference seamlessly bridges the full in-room experience including any room peripherals to any video conferencing service in just one step. All users can share in one step without having to join the conference using Solstice content sharing.





# KVM Extenders

Sophisticated management software and distributed intelligence eliminates the need for a central control server.

## Access and control systems from a distance

Matrox KVM extenders allow you to centralise systems in a secure server room and control them from a distance without compromising performance. Matrox KVM extenders can extend signals—such as keyboard, mouse, audio, video, RS232 and USB—over fibre, copper, LAN, or private WAN. Designed for critical-decision knowledge-workers and 24/7 applications, Matrox's KVM product lines feature best-in-class resolution and multi-monitor support. Extio solutions enable direct point-to-point or switchable KVM connections, or KVM over IP Matrix systems where any user can control any system.

## MATROX EXTIO 3 SERIES

### IP KVM Extenders

Matrox Extio 3 works as either a point-to-point (fibre optic or copper), or networked KVM extension and switching solution, leveraging standard Gigabit network infrastructure to securely route KVM signals. Designed for high-performance, Matrox Extio 3 delivers a seamless remote desktop experience for multi-monitor workspaces, supporting up to 4K 60fps 4:4:4 or quad 1080p60 4:4:4 at unprecedented low bitrates.



## MATROX EXTIO 2 SERIES

### Fibre-optic KVM Extender

Matrox Extio 2 is a fibre-optic point-to-point KVM extender, designed for multi-monitor remote workspaces, Matrox Extio 2 Series KVM extenders deliver up to quad 2560x1600 @ 60Hz via uncompressed (no compression latency) data transmission. Paired with a zero-rack-space interface card, multiple Extio 2 appliances devices can be combined to extend as many as 16 screens from a single system at low cost per channel.



### Extio3 addresses

- 'Remote working stress' by enabling higher quality desktops (i.e. less concentration stress) than typical 'remote desktop' applications.
- Increased average distance from rack room due to in-workplace social distancing.
- Role-sharing due to reduced 'in office' headcount - by enabling access to multiple systems, simultaneously if necessary, e.g. according to Active Directory permissions.
- High quality access to key systems via WAN for remote or self-isolated 'power users' such as 'facilities management'.



# Why 10ZiG is a trusted partner in the Public Sector



## SOLELY-FOCUSED

Thin & Zero Client 'Hardware and Software' Vendor supporting All Major VDI & Cloud Platforms.

## IT'S GOOD TO TALK

Solutions optimised for Unified Communications such as Microsoft Teams, Zoom & Skype-for-Business.

## PC REPURPOSING

Turn old ageing PCs, Laptops & Thin Clients into reliable and responsive VDI/Cloud Endpoints.

## AHEAD OF THE CURVE

Comprehensive range offering latest up-to-date enhanced feature optimisations from Citrix, VMware & Microsoft.

## ALL USER TYPES COVERED

Support for low-end Microsoft Office Requirements, through to 3D/CAD, 4KHD, Multi-Monitor and more.

## TAILOR-MADE SOLUTIONS

'Customer Driven Solutions' making devices fit in their environment NOT the other way around.

## PRE & POST SALES SUPPORT

UK based industry experts you can dial into FREE from qualification to configuration.

## 10ZiG provide:

- FREE** Unlimited User License 'Enterprise Cloud Management Software' - Windows-based Centralised Management tool that can be hosted anywhere
- FREE** 3-Year Hardware Advance Exchange Warranty
- FREE** 3-Year Software Support
- FREE** Evaluation devices for you to test in your own environment
- FREE** UK Pre-Sales, Sales & Technical Support throughout your POC and beyond





# Choose Eaton to support your Public Sector power management needs

To help you maintain business continuity and prevent downtime, Eaton offers a comprehensive portfolio of backup power and distribution equipment, protecting you from a host of threats, including power outages, surges and lightning strikes. Eaton also provides a suite of power management products to enable you to monitor and control your power infrastructure.

## Eaton 5PX Rack/Tower UPS

The Eaton 5PX Rack/Tower UPS provides line-interactive backup power and scalable runtimes for servers, storage systems, VoIP gear and network equipment. With a next-generation intuitive LCD display, energy consumption metering down to the outlet group level, and up to 99% efficiency, the 5PX is the perfect UPS to protect modern IT equipment.

- 1500 - 3000 VA power rating
- The new graphical LCD display provides clear information on the UPS's status
- Enhanced configuration capabilities are also available with easy-to-use navigation keys
- ENERGY STAR® qualified UPS with up to 99% efficiency
- Increase the runtime by adding up to four external hot-swappable battery modules



- Cabinet Racks
- PDUs
- Software application



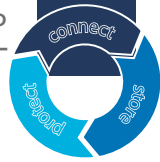
### Success Story: Winchester University, UK

Read more about how the University used Eaton to bring in power management software to integrate with its existing VMware.

[Click to read the story](#)

## 5% Discount on all Public Sector deals

No minimum order values need to be hit with Eaton to receive Public Sector discounts. Eaton understands that the needs of public sector organisations are not limited to large Power infrastructure projects. With Eaton, pass on the benefit of supported pricing from the very first £1 spent. Make the IT Manager and Tax Payers budget go as far as possible in providing the best possible solution at a competitive price and freeing up the budget to enable a better service to be available from Public Sector organisations. The 5% discount is available at point of purchase from Northamber, so there is no delay in passing on this benefit to your customer. From the first £1 and from the 1st minute of your relationship!



# Industry's most flexible load balancing options

Choose your load balancer from Virtual, Cloud and Hardware and then decide how you want to pay. Talk to our solutions specialists on 020 8296 7066 to discuss the most suitable option for your customer.

Kemp works with central and local government clients across the world to ensure the high availability and optimisation of critical infrastructure and applications.

Kemp products optimise application and web infrastructure as defined by high-availability, high-performance, flexible scalability, ease of management and secure operations - while streamlining IT costs for Public sector clients. The LoadMaster Load Balancer simplifies the management of networked resources, and optimises and accelerates user access to diverse servers, content and transaction-based systems.



## Virtual Load Balancers

Software load balancing that runs on common hypervisors for cloud and data centre infrastructure.



## Cloud Load Balancers

Cloud-delivered load balancing for public cloud infrastructure including AWS and Azure.



## Hardware Load Balancers

Extensive family of high-performance hardware at unmatched value.

## Comparing SPLA, Metered & Pooled Licensing - watch the video!

Kemp offer a number of subscription options for organisations that require multiple load balancers and the flexibility to deploy load balancers on-demand. Each option is designed to provide the optimal commercial and technical solution to customer requirements such as scaling, resilience, cashflow and license flexibility.

Watch Kemp's video to find out more at [www.northamber.com/kemp-opex](http://www.northamber.com/kemp-opex).



All Kemp Load Balancers offer the following MUST have features at price points favourable to the Public Sector and constrained budgets:

- Layer 4 and Layer 7 Load Balancing
- SSL Offload and SSL Acceleration
- FIPS 140-2 Compliant Models Available
- Comprehensive Health Checking
- IPS Security
- Application Acceleration: Http Caching & Compression
- Active/Hot-Standby High Availability
- Application-specific templates including MS Always On VPN, Citrix Storefront, Parallels, etc.



30 DAYS FREE TRIAL AVAILABLE

Talk to the Northamber Solutions team for more details on 020 8296 7015.



# Deliver VDI & applications to remote workers with Parallels RAS

Parallels RAS is a streamlined remote working solution that provides secure access to virtual desktops and applications.

Deliver virtual desktops and apps to any device, anywhere, anytime.  
 Enhance data security by centrally monitoring and restricting access.  
 Quickly scale your IT infrastructure on-demand with auto-provisioning.

**JUST RELEASED in Parallels RAS 18**  
 Parallels® Remote Application Server (RAS) 18 will integrate and enrich the Windows Virtual Desktop experience, support FSLogix Profile Containers, significantly improve IT service delivery and reduce infrastructure costs.

- Extend Windows Virtual Desktop Integration
- FSLogix Profile Containers Integration
- UX Evaluator & Advanced Session Metrics
- Automated Image Optimisations
- RDSH & VDI Local Storage Distribution

**Enhanced Data Security**  
 Secure your corporate assets from data leakage and malicious activity with highly granular permission policies, Secure Sockets Layer (SSL) and Federal Information Processing Standards (FIPS) 140-2 encryption, and multi-factor and smart card authentication.

**Remote Working with Seamless UX**  
 A best-in-class user experience on any device—including HTML5 browsers, iOS and Android—retains your workforce productivity even on the go.

**IT Agility and Business Readiness**  
 The flexible and scalable architecture of Parallels RAS enables organisations to quickly adapt to continuous workplace changes and demands for new applications or desktop types.



**Success Story: Cambridge Judge Business School**  
 Read more about how Cambridge Judge Business School Expands BYOD Support with Parallels RAS



# On-Premises, Private Cloud Storage

Scality RING Software-Defined Solution enables both performance-optimised and capacity-optimised storage deployments with automated data durability levels using erasure code and replication data protection methods, including geo-distribution capabilities.

**Simply Double for Scality RING based on SSG-6029P-E1CR24H**



**Complete System:** To maintain quality and integrity, this product is sold only as a completely-assembled system (with minimum 2 CPUs, 2 DIMMs, 6 HDDs and 1 NIC or SIOM card).

**Top Loading 60-Bay for Scality RING based on SSG-6049P-E1CR60H**



**Complete System:** To maintain quality and integrity, this product is sold only as a completely-assembled system (with minimum 2 CPUs, 2 DIMMs, 15 HDDs and 1 NIC or SIOM card).

More Server products available for bespoke configurations from Supermicro

**Rackmounts**

Superior performance, efficiency and time-to-market for rapid adoption.

**Twin**

Innovative multi-node architectures with reduced TCO and TCE.

**Blades**

High performance, density & efficiency with resource saving architecture.

Achieve 50%+ reduction in storage costs, compared to traditional storage.  
 Deal registration available — ask for details.

These solutions are currently deployed throughout the UK in the NHS, in universities and across police forces, where they are accessing 200TB – 100PB unstructured data.

THESE SOLUTIONS PROVIDE:

- Stretched (synchronous) multi-site deployment for site failure protection
- Asynchronous geo-replication or disaster recovery
- Concurrent multi-site file access



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NORTHAMBER SOLUTIONS

OUR VENDORS



# Zyxel — Nearly 30 years of networking expertise

Focused on innovation and customer-centricity, Zyxel has been connecting people to the internet for nearly 30 years. From building new cloud-managed, faster and secure networks for UK schools, to underpinning new bedside communication and entertainment systems across a number of UK hospitals, Zyxel is delivering solutions for a wide range of Public Sector applications.



WiFi 6 (11ax) Access point

### Wifi 6 Technology Helps Schools To Unleash Digital Potential

Zyxel's new WiFi 6 (11ax) AP series, led by the WAX650S, is able to support a large group of devices simultaneously and keeps interference out of the classroom. WiFi 6, or high efficiency wireless, is the latest iteration of wireless technology which offers faster speeds, greater capacity, and reduced latency.



GS1900 / GS1920 24 port GS1900 Smart Managed Switch

### Perfect choice for simple SMB setup

Upgrade your customer's network Speed, Security and Silent Operation using smart management features. Plus they will getting all of this:

- Near silent operation
- Intelligent PoE+ powers more devices
- Speedy Gigabit performance — built for SMBs
- Easy and intuitive management



Nebula platform

### Unleash the full power of Cloud Networking management

Nebula Cloud Networking solution allows you to control and manage Zyxel's native and compatible Nebula access points, switches and gateways, all from one place with ease.



Deliver your education and business customers the Zyxel Solution and sign up to their Partner Program. Talk to our specialists today and call 020 8296 7066.

# Help your Public Sector customers save up to 63% on DRAM and SSDs

New servers outfitted with "original equipment manufactured" (OEM) memory and storage are among the most expensive technology purchases a company can make. But what if your customers could spend up to 2.5x less by adding components made by the experts at Micron instead?

Whether buying servers for a large enterprise or a small company, your customers are always looking for ways to optimise their budgets without giving up fast system performance, high-quality products or dependable service. Even better, your customers can save as much as 63% by equipping a new server with Micron components — all without giving up any of the performance or quality they need.



### How does buying preconfigured servers compare with servers populated with Micron components?

To demonstrate the potential for savings in a real-world scenario, Micron compared the costs of purchasing a fully configured server against a minimally configured one with added Micron memory and storage. They chose CDW.com for the server and both OEM and Micron components to make the comparison as consistent as possible, focusing on the Dell EMC PowerEdge R540 Xeon server for its popularity, upgradeability, and high performance. Included in the base cost is the Intel® Xeon® Silver 4208 processor, 32GB RAM and 1TB HDD. The cost of adding 12 Dell DRAM modules and SSDs to their shopping list totalled £12,734. But if they bought 12 Micron registered DDR4 memory modules, 12 Micron 5300 Max SSDs, and 12 Edge server caddies, instead, they would spend £4,701 — a 63% savings over the OEM components.



Recommend Micron components for lower total cost of ownership.

**The Northamber experts can advise on the correct upgrade for you. Or, why not try our Micron Server Memory Configurator?**

Optimising budgets is essential, especially within the Public Sector. When customers can save up to 63% by equipping a new Server with Micron components, they'll also get the peace of mind they are not giving up any performance or quality they need.



# RDX® QuikStor® - Data Management for the Healthcare Industry

Easy to use IT-solutions for medical offices and hospitals.

## Data management tasks co-exist beside stressful daily business

Patient data has to be administered, examination dates must be coordinated and laboratory results need to be filed. In addition, X-ray pictures, cardiograms or magnetic resonance imaging data have to be archived several years. Also patient data need to be kept to get a long term overview about the progression of a disease. And - what's most important - information must be secured against data loss which might be caused by various incidents. All these different data management tasks need to be done beside the daily stressful workload. So IT equipment must be easy to use, reliable and integratable.

## RDX QuikStor appliances - ruggedised, removable and simple

Overland-Tandberg RDX QuikStor appliances simplify backup, archiving and data transportation tasks for medical solutions. With its rugged design, it's reliable, fast, easy-to-use, and tough enough to cope in busy and often challenging healthcare environments.

As medical offices and smaller hospitals do not have dedicated IT staff, the simplicity of RDX QuikStor enables also less experienced users to perform daily IT operations.



The USB port powered RDX QuikStor appliance is a removable disk solution that consists of a QuikStor system and a RDX media. The media is built with a rugged design and requires no special care. It can withstand drops from up to 1 meter on a concrete floor. The cartridge has a sealed interface so dirt and debris can't get inside, and it provides static-proof capabilities. Up to 5000 insertion/removal cycles ensure reliable daily use. An archival lifetime up to 10 years and optional WORM functionalities makes it best for archiving applications. The RDX QuikStor appliance with cartridge capacities from 500GB to 5TB, is an affordable system with a low total cost of ownership.



## Solution Benefits

- Easy-to-install and easy-to-use
- High speed data backup
- Ruggedised for backup, archiving and data exchange in harsh environments
- Survives drops from 1 meter on a concrete floor

## Customer Benefits

- Care-free handling – withstands drops, shocks, dust and dirt
- No limit on data availability – access to data at any time at any place
- No special data centre required – saves operational costs
- Plug and Play installation – fast and easy deployment
- Affordable and low TCO – fits almost any budget
- Peace of mind – future proof with unlimited expandability



# Cloud E-mail and Collaboration Security

Public Sector organisations are under attack from cyber-criminals and nation-states. Threats from ransomware, email compromise, phishing and other security threats are relentless, and attacks against government are increasing and becoming more sophisticated.

The effects can be devastating. It's estimated that the cost of the WannaCry ransomware that hit the NHS was over £90 million in disruption to services and IT upgrades.

Avanan is a cloud email security platform that pioneered and patented a new approach to prevent sophisticated attacks.

Avanan uses APIs to scan for phishing, malware, and data leakage in the line of communications traffic. This means it catches threats missed by Microsoft while adding a transparent layer of security for the entire suite and other collaboration tools like Slack. Avanan catches the advanced attacks that evade default and advanced security tools. Its invisible, multilayer security enables full-suite protection for cloud collaboration solutions such as Office 365™, G-Suite™, and Slack™. The platform deploys in one click via API to prevent Business Email Compromise and block phishing, malware, data leakage, account takeover, and shadow IT across the organisation. Avanan replaces the need for multiple tools to secure the entire cloud collaboration suite, with a patented solution that goes far beyond any other Cloud Email Security Supplement.

## Secures the entire cloud

Avanan catches threats in connected cloud applications like OneDrive, Google Drive and Teams.

## Cloud Email Security is different

Conventional solutions, built for on-premises email have failed to adequately adapt for the cloud. Proxies and gateways impair native security tools, will forever be blind to cloud threats like compromised accounts and don't extend protection across connected applications like SharePoint and Slack. Avanan stops threats before the inbox and works seamlessly with your existing security.

**FREE ASSESSMENT — follow this link:**  
<https://www.avanan.com/partners/northamber>





# Protect your data from threats and leakage

Endpoint Protector is an advanced Data Loss Prevention (DLP) solution that puts an end to data leaks, data theft, and exfiltration. It also helps organisations to reach compliance with different data protection regulations, such as the GDPR. With Endpoint Protector the risk of insider threats is also reduced.

The solution offers several modules that help to ensure the security of sensitive data: Device Control for controlling USBs and peripheral ports; Content Aware Protection for monitoring data in transit; eDiscovery for scanning data at rest; Enforced Encryption for automatic USB encryption.

- The server is easy to deploy and offers several implementation formats: on-premise Virtual Appliance, Instances compatible with AWS, MS Azure, GCloud - very scalable for adding seats or additional modules;
- Small footprint agent compatible with Win, macOSX, and Linux;
- Very granular Device Control;
- User-friendly solution - offering easy to configure Device Control and DLP policies (short learning curve).



**A popular solution within the NHS**

**20% DISCOUNT for Public Sector**

**Book a product tour**

**ENDPOINT PROTECTOR** | by CoSoSys



# Leading AI-powered endpoint security platform

Always stay ahead of attackers. ReaQta's industry-acclaimed platform is built to protect governmental organisations from sensitive data exfiltration, proven to eliminate the most sophisticated threats in the fastest way possible.

ReaQta's Endpoint Detection and Response (EDR) platform was built by an elite group of cyber-security experts and AI/ML researchers with extensive backgrounds in government intelligence operations. Tested against state-sponsored attacks, ReaQta's proprietary dual-AI engines provide real-time and complete data protection.

ReaQta offers a complete Managed Detection and Response (MDR) service that performs 24/7 alert monitoring, incident response and remediation. ReaQta's specialists have been trained to proactively threat hunt, uncover and contain any hidden and unwanted threats for governments and critical infrastructures. IT teams can focus on their daily operations, leaving security to ReaQta's team of experts.

**Get a Free Demo**

ReaQta software is everything you need to track and neutralise threats - in real time.

- Enjoy full safety from all threats, malware and ransomware.
- Monitor all threats and resolve them in one click.
- Track and learn about behavioral strategies behind new attacks.
- Easily deployed on cloud, on-premise and even fully isolated environments



**DETECTION**  
Detect even the most cutting-edge threats in real-time—whether they're in-memory, malware based, or use any number of sophisticated techniques.



**PROTECTION**  
Tailor your security to your business needs. Activate automated protection for critical areas of your infrastructure and keep devices safe 24/7 without human intervention.



**TRACKING**  
Track threat behaviour from the beginning to the end. The NanoOS continues to collect data even if the system is fully compromised, giving you all the insights you need.



**VISIBILITY**  
Gain complete visibility over your infrastructure, and leave no room for attackers to hide with a powerful Threat Hunting interface.



# Award-winning MFA in your local government environment

Economic and political motivations mean there is a demand for private government information – from global, state-funded hacking, to cyber-attacks on local councils, cyber-security is a big concern for governments worldwide.

## Multi-factor authentication solutions for your business

Deployed in over 54 countries and implemented across enterprises including finance, government, healthcare, education, and manufacturing, AuthControl Sentry® provides organisations with true multi-factor authentication (MFA). It delivers an intelligent solution to prevent unauthorised access to applications and data. AuthControl Sentry® has the flexibility to support a range of architectural requirements and the ability to ensure maximum adoption, thanks to its variety of authentication factors.



**AuthControl Sentry® 'LIFT AND SHIFT' OFFER**  
Free migration from On-Premise to Cloud for existing and new business customers to go from On-Premise architecture to Cloud architecture.

## What makes it different?

- Patented PINsafe® technology for ultimate security
- Supports on-premise and cloud for changeable architecture
- A single tenancy and single-tiered cloud solution ensures optimised customisation
- Risk-based authentication and single sign-on as standard
- Integrates seamlessly with hundreds of applications
- Ensures maximum adoption with an extensive range of authenticators

## AuthControl Sentry® Standard Features

### Single sign-on

Single sign-on (SSO) functionality for AuthControl Sentry® provides users with the ability to access all of their applications with a single authentication process. This ensures users can work efficiently without compromising security.

### Risk-based authentication

Risk-based authentication (RBA) is a dynamic feature of AuthControl Sentry®. Based on parameters set in the policy engine, RBA will request the appropriate level of authentication to access applications based on the user, their device and the application.

### User Portal

The User Portal is designed to provide administrators with a configurable solution to allow users autonomy for basic self-administration tasks. The User Portal gives users direct access to execute regular requirements such as changing or resetting a PIN, or provisioning the mobile app.



# Meet Government Guidelines by Securing Laptops & Mobile Devices

The UK Government has a long term strategy that the Public Sector workforce will be able to work from any location, and has hundreds of thousands of end user devices in Central Government alone. The need to secure official and sensitive information in all Public Sector organisations is greater than ever before.

EXO5 helps organisations track laptops and mobile devices, counteract theft, secure sensitive data, and stay compliant with data privacy and government Security standards, and all with a single cloud-based console.

EXO5's unique client-to-cloud platform is able to connect and manage millions of devices while providing real-time control of those endpoints, all from a responsive, cloud-native console. Their products are optimised for mass deployment and enterprise-wide management, and address the unique security challenges organisations face.

## Essential Asset Protection

With the rise in Public Sector remote working and an increase in people using mobile devices between home and the office, the need to track and locate laptops, smartphones and tablets in real time is essential to protect assets and secure sensitive information.

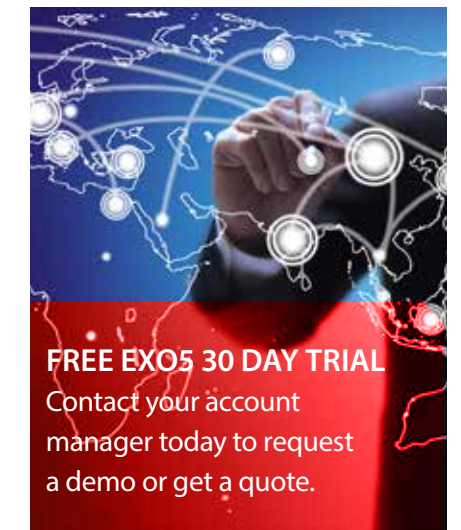
EXO5's all-new offering helps IT organisations meet and exceed data security standards with powerful features:

- Worldwide laptop geolocation
- RemoteKill® anti-theft countermeasures
- OS-native full disk encryption
- Laptop and mobile device inventory and security management

## NEW 10 Unit Bundles

Now you can order a ten unit pack for 1 year for under £207 (trade ex VAT)

Ask us about pricing for 2 & 3 years...



See why so many IT organisations are adopting EXO5 to go beyond traditional Endpoint Security. Call our Solutions Team on 020 8296 7015 or visit [northamber.com/exo5](http://northamber.com/exo5)





# Cyber-threat Protection for the Public Sector

For over 20 years, WatchGuard has pioneered cutting-edge cyber-security technology and delivered it as easy-to-deploy and easy-to-manage solutions.

With industry-leading network and endpoint security, secure Wi-Fi, multi-factor authentication, and network intelligence products and services, WatchGuard enables more than 80,000 small and midsize enterprises from around the globe to protect their most important assets including over 10 million endpoints. In a world where the cyber-security landscape is constantly evolving, and new threats emerge each day, WatchGuard makes enterprise-grade cyber-security technology accessible for every company.

## Network Security

The security threats that face organisations are ever-changing and the solutions for combating these threats should be as well. WatchGuard offers the widest variety of network security solutions built from appliances ranging from table-tops to 1U rack-mounted units, and critical security services including standard IPS, URL filtering, Gateway AV, application control, and antispam to services for combating advanced threats such as file sandboxing, data loss prevention, and more.

## Multi-Factor Authentication

WatchGuard AuthPoint service is the right solution at the right time to provide effective authentication on an easy-to-use Cloud platform. MFA provides the strongest approach to user identification – requiring them to supply information they know, with information provided on something they have, to positively identify a specific person. With



a simple push notification, the AuthPoint mobile app makes each login attempt visible, allowing the user to accept or block access right from their smartphone.

## Endpoint Security

WatchGuard Endpoint Security includes a wide range of extensible solutions to stop breaches, data theft, and cyber-attacks. The Cloud-native platform integrates the technology, intelligence and expertise to deliver advanced prevention, detection, containment and response capabilities via a lightweight agent. Get protection

across the entire threat lifecycle by combining encryption, patching, remote monitoring and management technologies in the same offering.

## Secure Wi-Fi

WatchGuard offers a variety of solutions for introducing secure, fast, and easy-to-manage Wi-Fi into your business. From wireless-enabled Firebox appliances to cloud-ready, feature-rich access points, they've got you covered. Focused on security, WatchGuard also offers dedicated WIPS sensors for enhancing the safety of existing Wi-Fi deployments.



## One Platform, Total Security

Network threats can come from anywhere, at any time, and can take down your business before you even know they're there. Total Security Suite from WatchGuard puts IT security professionals back in charge of their networks with widely deployable, enterprise-grade security and threat visibility tools suitable for any organisation, regardless of budget, size, or complexity. As a security professional, you don't have time to implement and monitor multiple single point security services to keep your network secure. What you need is one license and one appliance to defend against each threat and attack to your network and block each one.



## A Firebox for Every Situation

Whether you have a single location, or multiple locations around the world, WatchGuard has a solution that is right for your environment. They offer a full portfolio of Firebox appliances ranging from physical tabletop and rack-mounted models to virtualised and cloud-based solutions.



### Tabletop Firebox Appliances

High performance, total security tabletop appliances. Built-in PoE+. Wi-Fi optional. Ideal for small, home, and branch office locations.



### Rackmount Firebox Appliances

1U rackmount, total security appliances with screaming fast performance ideal for midsize and distributed enterprise organisations.



### Rugged Firebox Appliances

Total security built to withstand harsh conditions and extreme temperatures. IP64-rated appliance. Perfect for manufacturing and IIoT environments.



### FireboxV

WatchGuard FireboxV brings best-in-class network security to the world of virtualisation, enabling your virtual environments to be just as secure as your physical one.



### Firebox Cloud

WatchGuard Firebox Cloud provides the same award-winning UTM security available in the Firebox appliances to protect servers running in public cloud environments.

**SchoolMate™ — Education, Government, or Non-Profit Discount**  
10% OFF. Qualifying government, education, and non-profit institutions can earn additional savings when purchasing WatchGuard products to secure their networks.



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# Northamber Solutions

## Power Infrastructure



- By bringing together an innovative mix of hardware and software, Eaton offer an intelligent infrastructure for software-defined data-centres.
- Virtualisation and cloud computing trends mean that the data-centre is a focal point for the effectiveness of organisations across almost every industry sector. Eaton’s intelligent infrastructure solutions transform the physical data centre infrastructure from a siloed black box into a dynamic source of intelligence.

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## Server Technology



- A leader in energy-efficient computing, Supermicro promote the adoption and deployment of technologies that can reduce costs as well as the impact on the environment.
- Offering a broad range of application-optimized server solutions serving a variety of markets, including cloud computing, data-centre enterprise, big data, HPC, AI, 5G, IoT, embedded and edge computing.

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## Networking Solutions



- Zyxel are building the networks of tomorrow, meeting the needs of the modern workplace and the new home environment.
- Zyxel networking products, including access points, switches and security gateways, are purpose-built for cloud management; from installing networks in hospitals during lockdown without the need for outside help, to providing colleges with seamless coverage over vast expanses of indoor and outdoor areas.

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## Infrastructure Solutions



- VDI and application delivery to any OS on any device.
- Perfect for remote working.

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## Backup Solutions



- Virtual and physical backup and disaster recovery of servers and workstations.
- Fantastic value for money, instant recovery times.



- RDX and LTO backup solutions.
- Great value and scalability, they can cover SMB then all the way to Enterprise.

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- Physical, Virtual and cloud based Load Balancers.
- Easy to deploy, simple to use , unmatched value and second to none technical support.

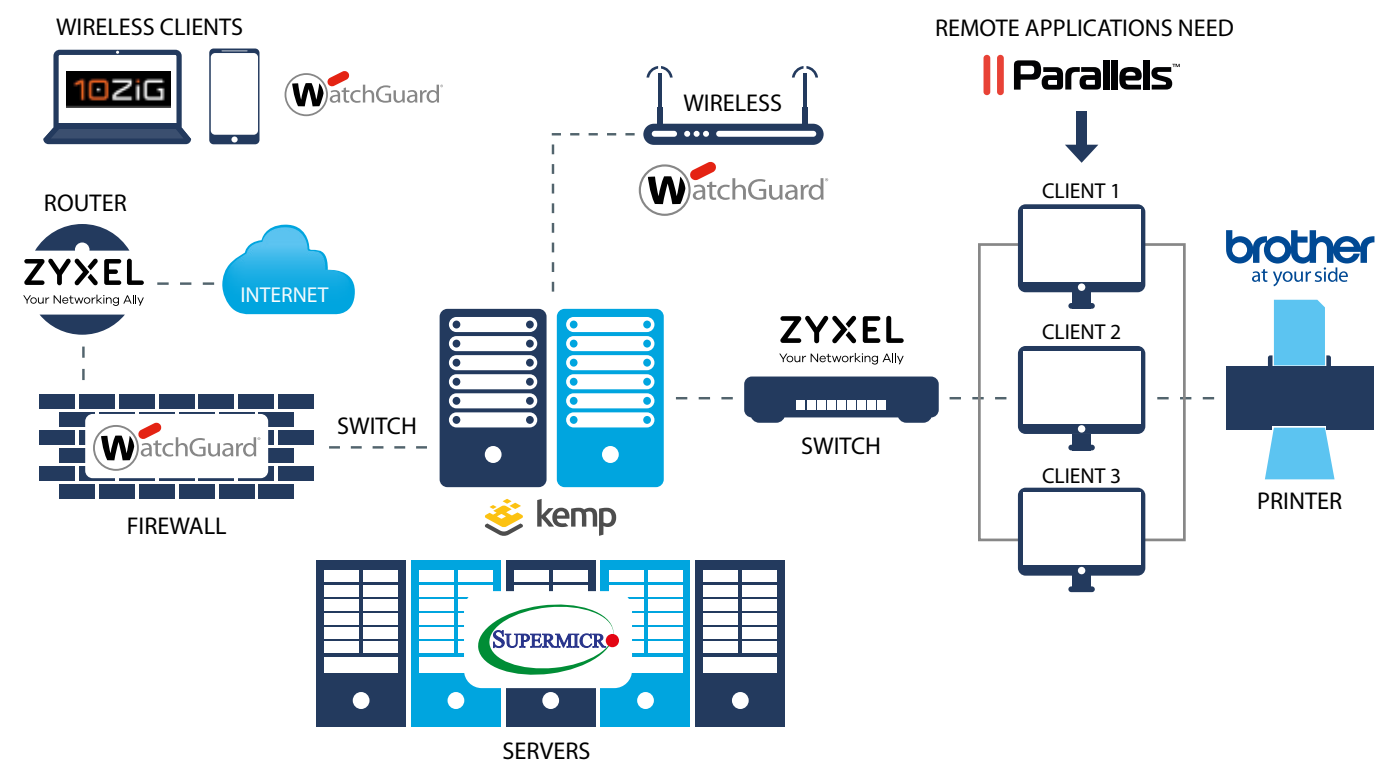
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- Thin and Zero clients that is VMware, Citrix and Microsoft ready.
- Solely focused on Endpoint Hardware, easy to manage with free fully functioning management tool.

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## Northamber Solutions Infrastructure



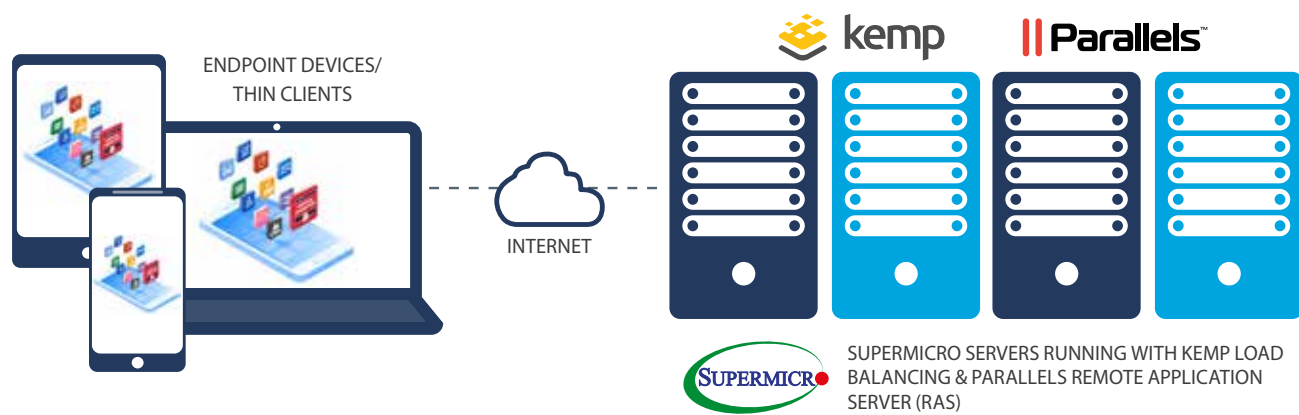


# Plug & Go VDI

Increase public sector workforce mobility by providing quick and secure access to applications, desktops, and data on any device, from anywhere, with Plug & Go VDI from Northamber.

Northamber provides a best in class all in one VDI (Virtual Desktop Infrastructure), to help customers move quickly and easily to a remote working scenario with the Plug & Go VDI in a box solution.

With best in class technology and unrivalled support, we are able to offer your end users peace of mind during a tumultuous time, with scalable solutions from 100 users upwards.



### What problems do the customers have?

Traditionally, accessing data from the cloud is expensive. VDI is more than helping employees work remotely in a cost-effective and secure way. It is about moving desktop management from a local environment to a virtualised one. Images and documents can be accessed by different types of devices such as desktops, laptops, thin clients, mobile devices and more.

### What is the Northamber solution?

Help your customers with our Plug & Go VDI solution, including an optimised SuperMicro Server to host it on, Parallels Remote Application Server to deliver Windows and applications, and Kemp load balancers, these can address these common types of Public sector issues.

### Benefits

- All applications running on centralised server
- Ease of deployment, be up and running in hours not days
- Simplicity of management, enterprise performance without enterprise complexity
- Simplicity of licensing, easy to understand licensing models makes life easier for everyone
- Cost to buy, with Kemp and Parallels you can save up to 75% against other enterprise solutions

### Why Plug & Go VDI is the best solution for you customers:

- More cost effective than VMware or Citrix
- Simple setup & deploy compared to alternatives
- Flexible Licensing Options
- Highly scalable with auto scale up & down.
- Multi-tenancy
- Provide Desktop-as-a-Service (DaaS) using this.



Parallels RAS is a streamlined remote working solution that provides secure access to virtual desktops and applications, to any platform on any OS

Perfect for remote working due to its ease of deployment, ease of management and fantastic value for money.



Simple, Easy-to-Use Products  
Unmatched Value & Cost Savings  
Most-Flexible Licensing Options.

Load balancing is designed to give the application availability, scalability, and security. As a reverse-proxy, the load balancer acts as a multi-functional valve to direct and control the traffic between the clients and servers.



Supermicro promotes the adoption and deployment of technologies that can reduce costs as well as the impact on the environment.

Offering a broad range of application-optimised server solutions serving a variety of markets, including data-centre HPC, AI and VDI.



### Total cost of ownership benefits

- Ease of deployment, be up and running in hours not days
- Simplicity of management, enterprise performance without enterprise complexity
- Simplicity of licensing, easy to understand licensing models makes life easier for everyone
- Cost to buy, with Kemp and Parallels you can save up to 75% against other enterprise solutions, bringing the cost down and making it affordable for more
- Overall lower TCO, with less cost to buy and less cost to deploy and manage this is a great solution for your customers

Sample pricing based on a real world scenario. Call us for your specific requirements.

	Year 1 per user	Year 2 per user	Year 3 per user
100 Users	£128.31	£98.27	£98.27
200 Users	£112.67	£82.64	£82.64
500 Users	£108.13	£78.09	£78.09
1000 Users	£102.58	£72.55	£72.55

With extra discount available for Education, NHS, local and Central Gov police and fire brigade

All pricing shown is for Parallels, Kemp and Super micro, all support is direct with vendor, and does not include the Microsoft licensing (include SKU's that are needed). All project are subject to scope and sizing direct with end user from the vendors, all deal registrations must be submitted via Northamber to qualify.

Complement your solution with 10ZiG Teams optimised Thin Clients.



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# Object Storage Solutions from Northamber

Are your customers incurring high costs for the retrieval of unstructured data that is up to seven years old? If yes, then we can help with a combined offering from Scality, SuperMicro and Kemp.

Object storage provides a durable, Scalable and highly flexible way to efficiently store large pools of unstructured data. Northamber has leveraged their strong vendor relationships, in order to offer a complete and competitive alternative solution for object storage, suitable for customers with unstructured data exceeding 200TB.



## Common use cases

### Data Backups

For large backups of files (or other data artefacts) object storage provides a highly efficient form of scalable storage, whilst maintaining resilience and security. Unlike other storage options, object storage has no theoretical limits or maximum level of storage, making it the ideal storage solution for rapidly growing back infrastructures.

### Media Steaming

Media Steaming have obvious requirements for highly available data stores. Often we take for granted things such as CCTV, but these systems often cause significant overhead on storage systems, particularly in the public domain where surveillance tends to be a larger scale operation.

### Private Cloud

In many scenarios in the public sector, public cloud is out of the question for the obvious security and legislative reasons. Private Cloud Objective storage is an ideal solution for these scenarios, bringing the benefits offered by public cloud without the inherent security implications.



Scality builds the most powerful storage tools to make data easy to protect, search and manage anytime, on any cloud.

They give customers the autonomy and agility necessary to be competitive in a data-driven economy. Recognized as a leader in distributed file and object storage by Gartner and IDC.



Leader in Enterprise, Cloud, Artificial Intelligence and IoT, delivering first to market innovative products, Supermicro works closely with technology partners to deliver the latest generation of cutting-edge solutions across server, storage, and networking platforms.

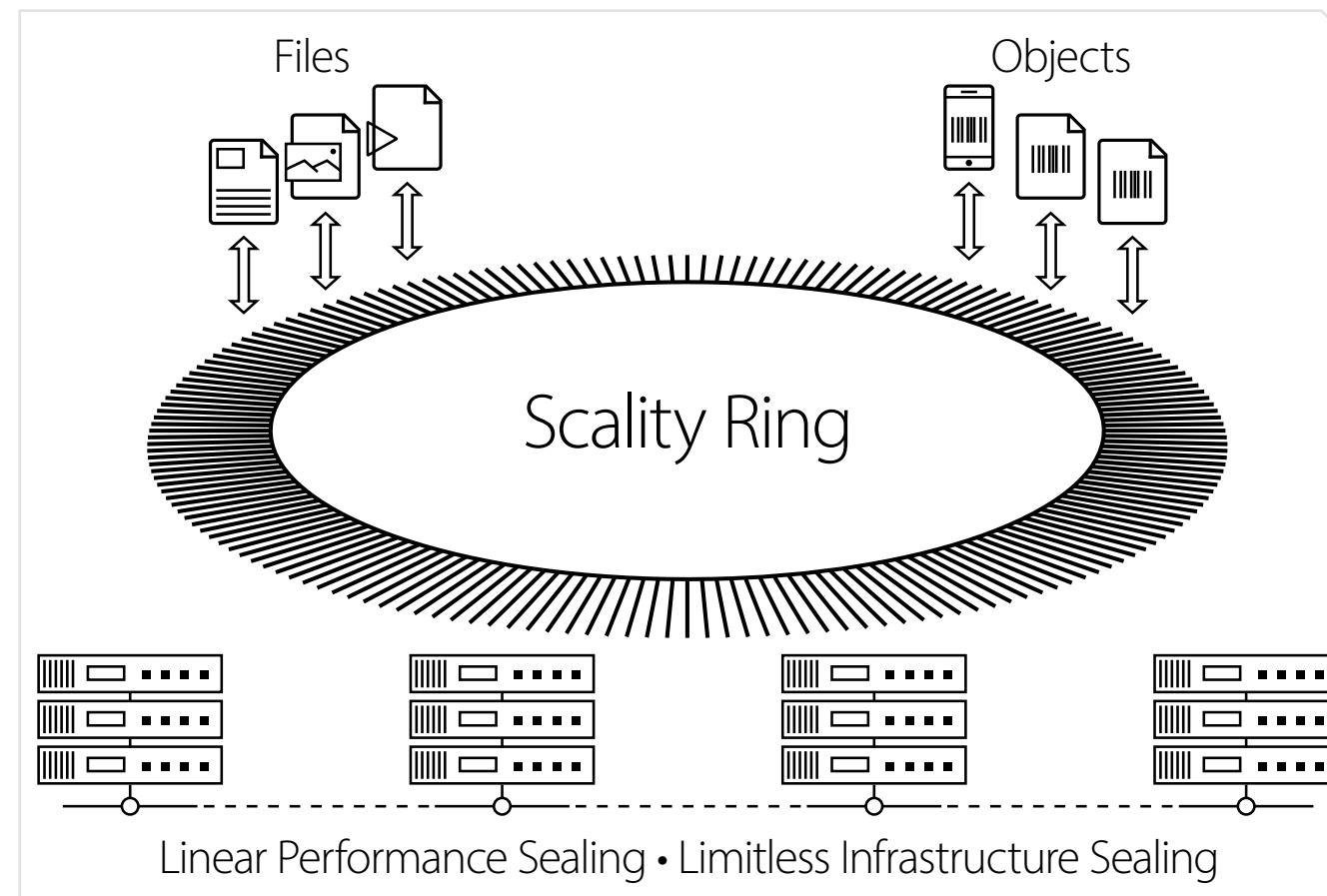


Load balancing from Kemp, is designed to give the application availability, scalability, and security. As a reverse-proxy, the load balancer acts as a multi-functional valve to direct and control the traffic between the clients and servers.



Scality, on a Supermicro platform, provides a cloud solution, that enables the customers to access their unstructured data in a more cost effective way.

Using Kemp to Load balance the Nodes as well as geo locations will mean that the Object Storage is available all of the time.



## Key benefits

- Flexibly to access data, as and when you need it.
- Cost effective way to get your data. 50%+ lower reduction in storage cost over traditional storage.
- On premise and highly scalable. Software license based on unique original data capacity. Scale-out architecture built on x86 platform.
- Easy to manage. Self managing, self healing.
- 3 years warranty on the software.



# Our Vendors

Audio Visual — Ask our AV experts about installations, talk to our team on 020 8296 7399.



Document Management — Talk to our Document Management experts on 020 8296 7010.



IT Infrastructure — To discuss your infrastructure requirements call us on 020 8296 7015.



Components, Peripherals & Software — Our Sales Team are ready for your call, 020 8296 7066.



## The world's first Windows collaboration display certified for Microsoft Teams

Today's modern business environments thrive on 'we-centric' work and technology has a huge role in bringing teams together to be more productive. Interactive displays play a vital part to support teamwork, either together in a shared meeting space or bringing people together from remote locations, enabling effective collaboration and improving team engagement.



Built-in sensors that connect to Azure IoT Digital Twins



Delivering the power of Office 365 and Microsoft Teams at room scale



Front of display control buttons

avocor



# Public sector solutions from our vendors including..

