

FUJITSU LIFEBOOK T731

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RRP \$2399



Fujitsu's new Lifebook T731 is built for corporate use with its dual-touch and multi-finger gesture features, focusing on expanding functionality, portability and durability.

The tablet contains a 12.1-inch WXGA TFT display and has an integrated Intel 6 Series Chipset, with Boost 2.0 and Hyper-Threading technologies. Its Intel Centrino Advanced-N 6205 technology, which supports Intel Wireless Display, allows wireless connection to high definition (HD) displays, while HSPA+ connectivity brings 3.5G connectivity through a 3G SIM card.

The T731 is equipped with Fujitsu 3D Shock Sensor, Fingerprint Sensor and Lifebook Lock for security.

The tablet provides convenience for users with three-way input. It provides the ability to type on the fold-out spill-resistant keyboard, write with a digital stylus pen, or touch with five-finger gestures on the touch screen. The included Microsoft Touch Pack allows users to test these features.

It also includes a USB 3.0 port for 480Mbps transfers, any-time charging feature for charging

devices while the tablet is switched off and a swappable battery bay to fit a second battery or weight saver. The promised standby battery life is six hours and 50 minutes for the standard battery and up to 11 hours with an additional battery.

Reseller tips:

Fujitsu Lifebook Tablets PCs are known for their security and versatility features. Resellers should differentiate consumer tablet offerings from corporate type of tablet PCs based on security features like Fingerprint Sensor, BIOS Lock, 2-level password HDD Lock and Lifebook Lock that prevent unauthorised access to sensitive, confidential data.

It also comes with the Intel vPro technology, optional Trusted

Platform Module (TPM). These features are major pluses when selling to corporate customers or going for government tenders.

In addition, key to selling these tablets are the notion of selling the productivity and efficiency idea. Selling the Fujitsu Lifebook T731 tablet into a corporate environment has the advantage of providing the flexibility of having a tablet format that allows for dual touch and pen inputs when out in the field or on the road and it converts it back into a standard notebook with keyboard when stationed in the office.

Integration into known Windows-based infrastructure is also a selling point as there are only a few among the tablet PCs in the market offering the Windows 7 operation system. ■