

APPLICATION FOR EMPLOYMENT
CONFIDENTIAL

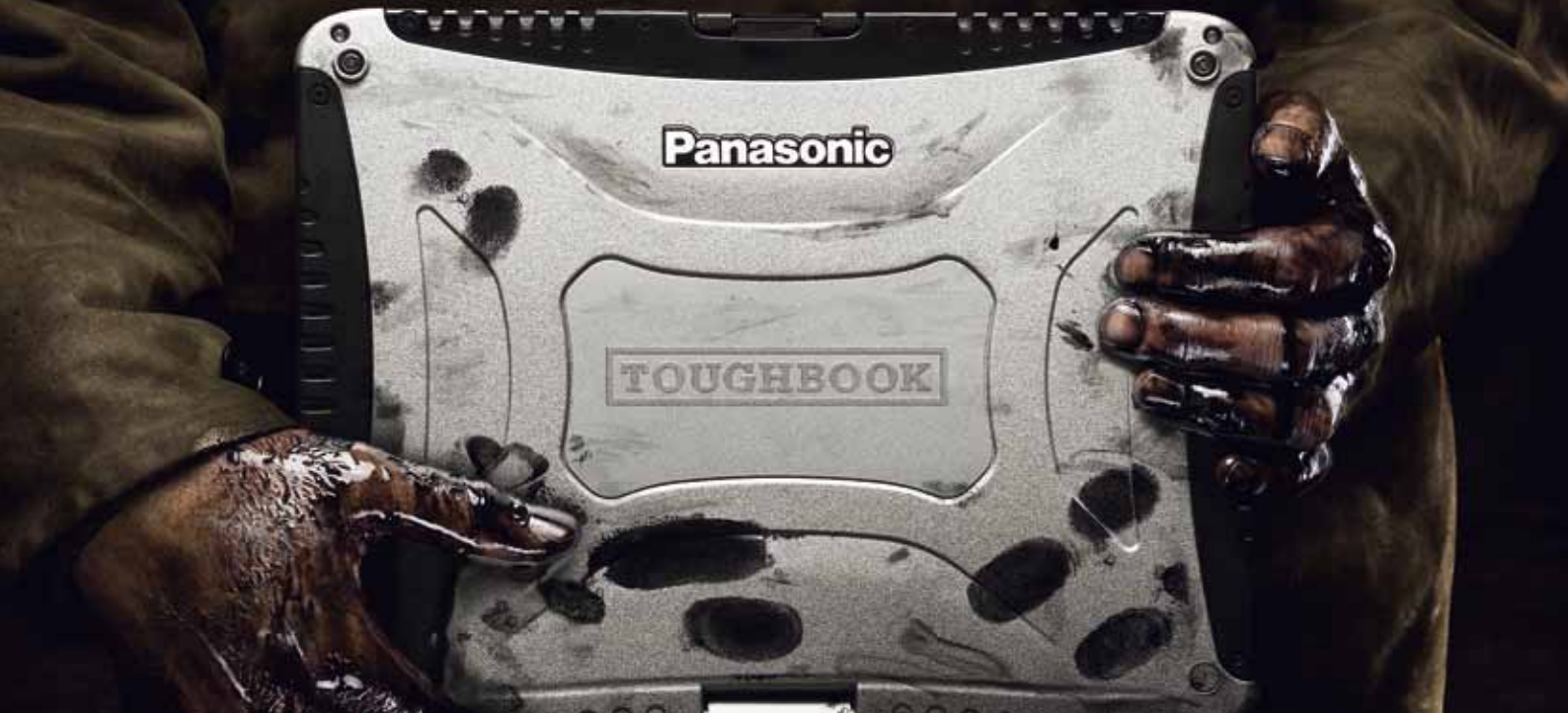
CURRICULUM VITAE



Name	Panasonic Toughbook
Address	Panasonic Australia Pty Limited, 1 Innovation Road, Macquarie Park, NSW 2113 Email: toughbook@panasonic.com.au Phone: 02 9491 7418
Date of Birth	June 1, 1996
Place of Birth	Kobe, Japan
Education	Advanced degree in shock-resistant architecture and lightweight construction Graduate degree with Certificate MIL-STD 810G Additional studies in physical extremes, concentrating in vibration, free fall and temperatures Graduate degree with Certificate IP65 Training in industrial safety protection against moisture and dust
Professional Experience	Extensive background in office, travel and field environments for a diverse set of industries, including energy supply, telecommunications, food and beverage, defence, education, construction, building, healthcare, and automobile manufacturing. Special advanced training in supporting for police forces and rescue teams.
Continuing Education	Continuous on-the-job training for ROI (return on investment), innovation, teamwork and communication. Fitness certificate for maximum battery life. Great achievements in wireless communications, with a never-give-up mentality, and extreme resistance against equipment failures.
Personal Interests	Experience in surviving extreme pressure, drops and falls of all types. Continuous operating within heavy moisture, hot and cold climate zones, communication in remote areas cut off from civilisation and infrastructure. Travel: "On the Beat" with Emergency Services in NSW & VIC, deep underground in the mines of WA, in hospitals in regional NSW, and on a boat in the Pacific Ocean.
Special	The one and only original Panasonic Toughbook. Number 1 in the market worldwide with a proven track record as the innovation leader in the "Ruggedised Notebook" segment. Hundreds of thousands are gainfully employed, with in-depth experience and expertise across a broad range of disciplines. Ability to work at consistently high performance levels over extended periods of time.

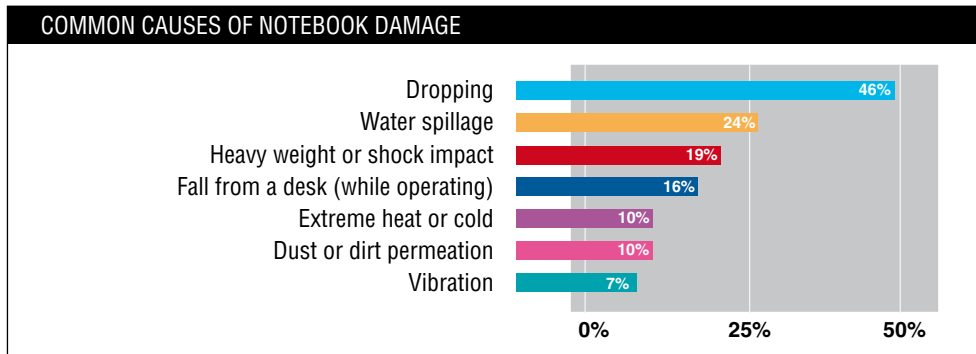
ROBUST. EFFICIENT. (JUST TWO OF MY BETTER CHARACTER QUALITIES.)

WITH ME ON YOUR TEAM, YOU CAN SLASH TCO (TOTAL COST OF OWNERSHIP) AND BOOST YOUR BUSINESS'S EFFICIENCY.



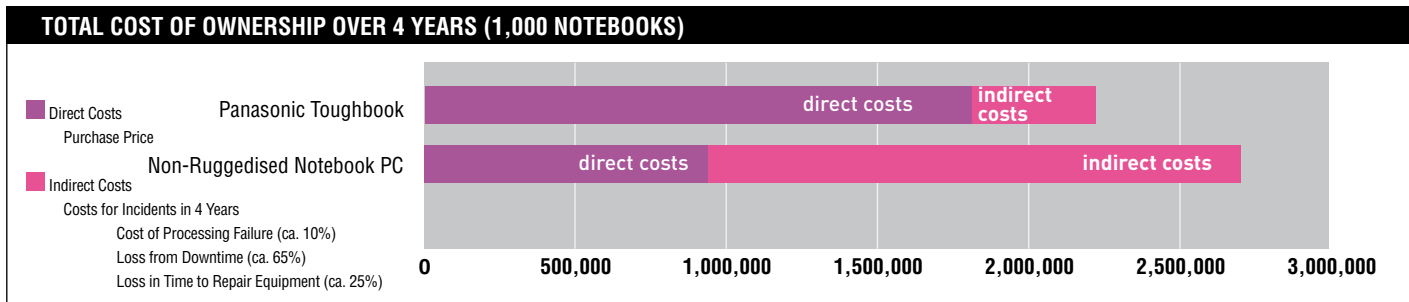
Here's just one example: In a recent case study, a company employed 1,000 of my fellow notebooks. The annual failure rate before I was hired was 25%. Once I came on board it was cut to 3.7%.¹ That's good news, because PC equipment failures costs money, stifles productivity, dampens morale and wastes time. To reduce these kinds of losses, hiring a robust notebook like me is one of the smartest decisions you can make.

An independent study by IT research and advisory firm Gartner reported that the annual failure rate of other notebooks is close to 22%.² The obvious culprit is mobile use. In the field, damage rates dramatically increase, particularly among the most frequent kinds of equipment failures: defective hard drives, cases, displays, and keyboards.³ Yet these are some of my best-protected components. Which means month after month; year after year; I take far fewer sick days than any other notebook. Thanks to my robust construction, I also work well under pressure. Defects, equipment failures and costly repairs rarely occur. Which means that as a Toughbook, my total maintenance costs are far less than those of the other competing job applicants you may be interviewing.

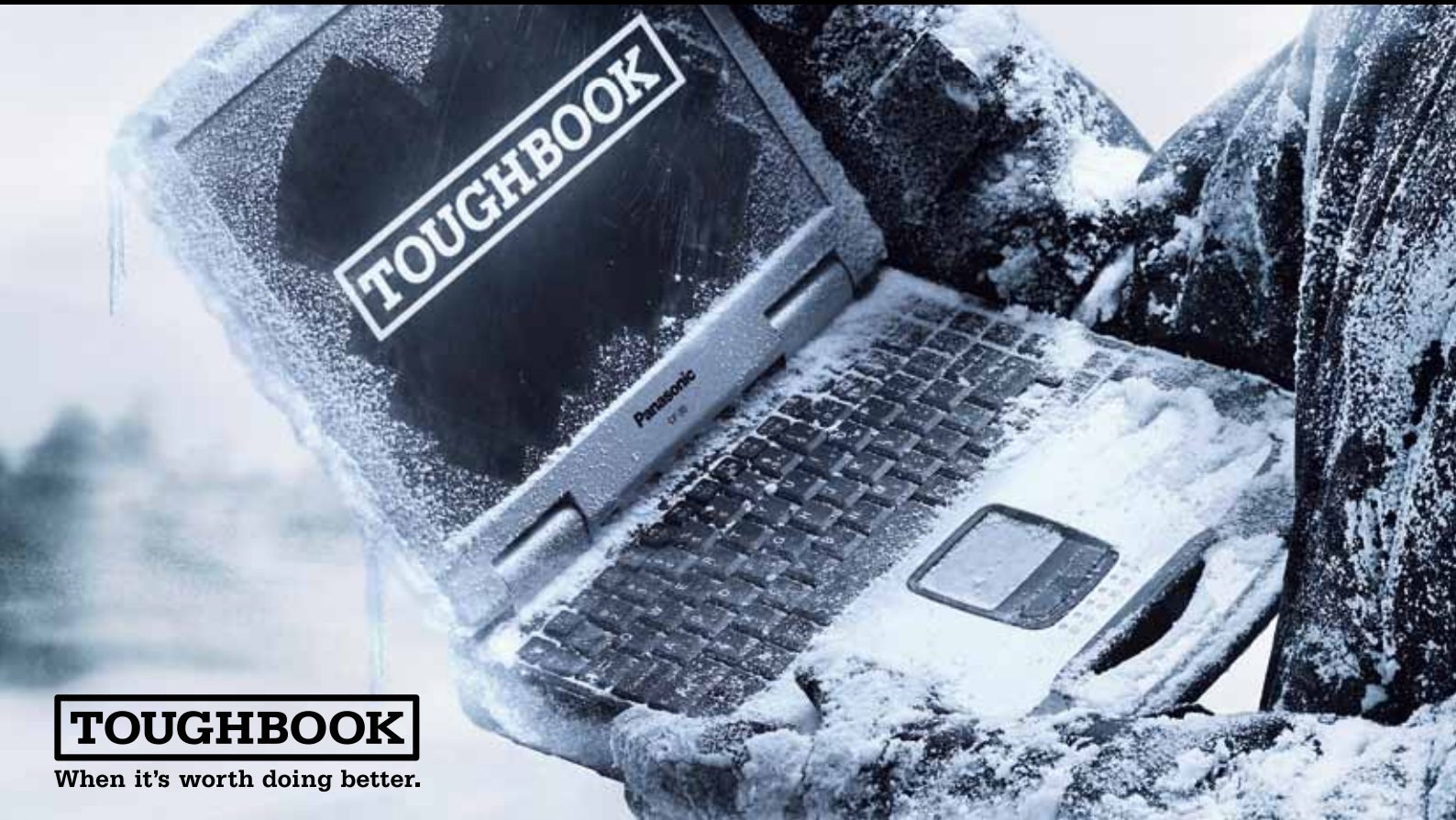


Source: IDC, 2006

You do the math: The "lower" purchase expenses of conventional hardware are no compensation for the higher service, support and downtime costs.



¹Source: IDC Customer Spotlight, Ruggedised Mobile Computing: Telstra Case Study – Four Years On, January 2009. ²Source: Gartner Research G00141002, June 2006. ³Source: IDC, 2006.



TOUGHBOOK

When it's worth doing better.

MY VALUE PROPOSITION FOR YOUR ORGANISATION (OR WHY YOU SHOULD HIRE ME)

Since I graduated and started my career in 1996, I have been able to accumulate a wealth of professional experience and develop a special set of valuable skills. This rare combination of abilities has opened doors for me throughout the world—and given me one very valuable insight: No two organisations are ever the same. Each is different and each faces unique challenges. But thanks to my advanced training in Osaka, Kobe, and Taiwan, I have been able to transform myself into the flexible, highly adaptive worker that I am today—a committed team player who can change as fast as business itself, while cutting costs and adding greater value to every area of your organisation.

BUILT FOR THE HARSHTEST CONDITIONS

As a Full Ruggedised Toughbook, I am an expert in outdoor mobile computing in rough conditions. An incredibly tough survivor, I can hold up against drops, shocks, and vibrations, as well as heat, cold, dirt and moisture. I combine an extremely long battery life and the very best wireless features for optimal data transfer and network connectivity worldwide. My magnesium alloy case delivers maximum protection for sensitive components like the display.

My hard drive is specially mounted to protect against shocks and vibrations: Even being dropped from up to 180cm leaves me unfazed. Because I am specially sealed, I am also protected against dust and moisture.

- CF-31: 13.1" LCD touchscreen, 1,200 nit, 12.5-hour battery life
- CF-19: Convertible tablet 10.1", dual touchscreen LCD and 6,000 nit at 2.30 kg
- CF-U1: UMPC with 5.6" touchscreen, 1.06 kg and Multiple configuration options
- CF-H2F: Tablet PC, 10.1" Transflective, dual touchscreen LCD, dual hot-swappable batteries, 1.5 kg.



Fully Ruggedised Toughbook CF-19



Fully Ruggedised Toughbook CF-31

TOUGHBOOK

When it's worth doing better.

www.toughbook.com.au



TOUGHBOOK

When it's worth doing better.

SUPERIOR IN BUSINESS ENVIRONMENTS

As a Business Ruggedised Toughbook for mobile applications in both indoor and outdoor environments, I am perfect for working in teams that are always on the go. I offer excellent protection for the most frequently damaged components like the main-board, display, hard drive, and keyboard. Thanks to a custom drainage system, water can't hurt me either. My break-proof magnesium case and shock-resistant, high-tech pads help my hard drive withstand drops of up to 76 cm, including heavy shocks and vibrations.

- CF-C1: Convertible 12.1" digitiser and multi touch WXGA LCD, ergonomic carry handle, dual hot-swappable batteries, 1.47 kg
- CF-53: 14" WXGA LCD, built-in carry handle, Intel® Core™ i5 chip set



Business Ruggedised Toughbook CF-C1



Toughbook MCA CF-H2

SAFE FROM INFECTIONS IN HOSPITALS

I am a high performer who has been designed in close cooperation with doctors and nurses to meet their specific requirements. Patient records are available immediately, including precise documentation of medical histories and prescriptions, either at the point of care or on the go. Because I get along well without a fan and have sealed ports, I am easy to disinfect and fulfil all relevant hospital safety standards. I can even survive falls from heights of up to 180cm without being damaged. With a battery life of 6.5 hours and two hot-swappable batteries, I'm ready to go day or night.

- CF-H2: MCA Tablet PC, Sanitisable 10.1" dual touchscreen LCD, dual hot-swappable batteries, 1.5 kg.

TOUGHBOOK

When it's worth doing better.

www.toughbook.com.au

MY REFERENCES

WHAT OTHERS ARE SAYING ABOUT ME

“For us the big positive was the total return on investment. There were other models that were initially cheaper, however over the following 12 months the Toughbooks easily came out in front in terms of value.”

Jeff Knuckey, IT Manager, Byrnegut Mining

“Toughbook was without doubt the perfect solution. The extended battery life means drivers have access to all the information they need while on the road. Customers can now sign the invoice using the touchscreen feature when the delivery is made, speeding up the process. This also means any discrepancies can be discussed face to face and resolved immediately.”

Darren Ransley, Sales System Development Manager, National Foods

“The CF-19 has proven to be a robust solution in the field. Our field staff operate from metropolitan to rural areas 24/7 in environments that can be dry, hot, wet, muddy or dusty. This mobile workforce can be carrying the Toughbook from their vehicle docking station to make safety and environmental assessments in a backyard or the bush.”

Jeff Micallef, Project Manager, Sydney Water

“The Toughbooks’ long battery life, daylight-visible screens and powerful, reliable computing performance proved critical for our task of capturing special data with sophisticated map interaction.

Other desirable attributes of the Toughbook were high-level water and dust resistance, and overall toughness – which ultimately gave us confidence that they would last in the field. As the Toughbooks were used by a number of researchers, and needed to perform day in, day out – we couldn’t afford issues or product failure.”

Justin Leonard, Project Leader – Bushfire Research, CSIRO

“Staff are extremely excited about the new system. During training they have already seen the benefits and impact these new products are going to have – from increased time spent with patients to the improved safety and accuracy of patient care.”

Damian More, Dubbo RSL Aged Care Association Ltd

“The Panasonic Toughbook was an excellent choice for the Department. We are able to bring a device into the infectious wards and this proved particularly helpful during the H1N1 (Swine) Flu pandemic.

Due to its fully-sealed build-quality and resistance to hospital-grade disinfectants, the pharmacists were able to bring the device to the quarantine area without the worry of spreading the infection to other parts of the hospital.”

Amber Roberts, State-wide Medication Coordinator, Department of Health and Human Services

“Our paramedics handle hundreds of thousands of emergency cases every year. The Toughbooks can handle the continual rigors of the emergency services environment, while not compromising technical performance for ruggedisation.”

Cameron Crampton, Executive General Manager, Information Systems, Ambulance Victoria

“As part of due diligence, we tested the market of suitable notebook solutions from November 2007 to April 2008. Toughbook was still the most efficient solution in terms of performance and durability.

Telstra’s average annual out of warranty repair rate has been 3.7% over four years, which has been a reduction from 25% from the previous solution. The savings on repairs in this area has been \$1.5 million since implementation. ”

Ken Gray, Business Team Manager, Service Delivery – National Delivery Solutions, Telstra Networks and Services

“The Panasonic Toughbook’s ability to withstand shocks and knocks and its built-in wireless capability were huge selling points for us. Tests showed high breakage and failure rates with external or plug-in wireless cards, so embedded wireless as standard was particularly important.”

Michael Sumner, Vendor Relations Manager, Coca-Cola Amatil

“It was critical that we had a laptop that was water resistant and able to absorb the severe shocks that accompany being tossed around in a kayak in a 30ft sea state. After lengthy discussions with our friend and fellow adventurer Rex Pemberton we knew that the Toughbook would be up for the challenge.”

James Castrission & Justin Jones, Kayakers