

3G laptop is about to 'land' in Vietnam market

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Representing many major computer firms such as HP, Dell, Lenovo, Acer revealed plans to cooperate with domestic telecom companies to distribute laptops with integrated 3G mobile technology.

Laptops containing 3G SIM slots allow users to access the Internet quickly at According to Marko Lius, Strategic Director of Nokia Siemens Networks in the Asia-Pacific region, the secret of some vendors' success is avoid using 3G terminology because it sounds strange, dry, not everyone understands what 3G is and how it is different from 2G. Instead, they use the " **mobile broadband** " cluster and simply describe that the new technology will bring faster connection speeds. With 2G network, phone users can download ringtones, photos . with 3G, speed advantage will help them surf the web, watch movies, video calls (video calls), online TV . Easily. Third generation mobile coverage without Wi-Fi access points. Those who often have to move will be the first customer to receive this technology. Representatives of computer firms in Vietnam affirmed that this is " *an attractive field not to be missed* " .

Mr. Trinh Thanh Lam, Director of HP Vietnam Personal Computer Group, said that they are distributing a number of computers with integrated 3G cards such as HP ProBook (4310s, 4510s, 5310m), HP Mini (5101, 110) , Pavilion dm3, HP EliteBook (2530p, 2730p, 6930p, 8530p) . with a **price difference of about 6% compared to non-card laptops** .

In addition, users can buy 3G modems that are plugged in via USB. SIM 3G of all networks can be used on HP laptops, but they are having a cooperation program with Vinaphone, so customers in this network will receive many incentives, such as being given a time-honored package. 1-2 year term depending on the type of computer.

"HP has provided 3G laptops in most countries in the Asia-Pacific region such as Singapore, Japan and South Korea . In these countries, mobile broadband networks have been deployed for a long time. People are no stranger and respond very positively, for example, a Singaporean businessman who goes to Vietnam still uses Star Hub or SingTel's network to access Internet on a normal laptop by roaming service (roaming ") , Mr. Lam shared.



HP ProBook 4310s - one of the laptops with SIM 3G slot in Vietnam.

Meanwhile, expected at the end of December 2009, Lenovo will distribute 3G integrated laptop in Vietnam such as ThinkPad X100e, ThinkPad Edge, ThinkPad X301 . SIM slot on the computer can be applied to all mobile networks, but customers of Lenovo's partner Viettel will be provided with technical and price support from this company.

Similarly, Acer initially chose to cooperate with Viettel and plans to launch some computers in December (10.1-inch, 11.6-inch, 13.3-inch and 15.6-inch in size).) support 3G. These are light-weight laptops with 5 hours or more of battery life, and Signal Up technology optimizes connectivity, for those who have to move a lot.

The representative of Dell Consumer in Vietnam, Mr. Tran Duc Trung, said they are still considering some implementation options. When 3G technology is universal, the integration of the SIM slot in the laptop is inevitable and Dell will release such products.



Lenovo ThinkPad X301.

According to Mr. Trinh Thanh Lam, customers using laptops in Vietnam are mostly young people who want to connect and use the Internet at high points in different places such as at home, work, school and public places. plus. Service providers are also calculating to launch far more attractive packages than other countries in the region, so HP believes the 3G integrated laptop market will explode in the near future. .

Sharing this view, Mr. Vo Duy Thanh, representative of Acer Vietnam, highly appreciated the potential of the 3G integrated laptop market: " *GPRS connection has brought consumers many advantages in their work because before it is not easy to find an Internet access point, 2.5G technology is a revolution, helping people work on the train, but unfortunately there is limited speed. reasonably, it will become an indispensable connection for the majority of consumers and this market will boom like ADSL in the past years* " .

Meanwhile, Mr. Trung at Dell Vietnam said that in the next 6 months, instead of buying a computer with a higher price to have more SIM slots, consumers would prefer to buy a USB dongle / modem price range. Less than 1 million VND, can be plugged directly into a laptop for 3G reception. Therefore, Dell will join suppliers, firstly Viettel, carry out promotions, such as buying Dell laptop get USB dongle . However, this is just the plan that Dell is watching. review

"In the near future, the 3G laptop market will be very competitive. This is not only an advantage for hardware manufacturers to exploit, but consumers will also be very interested in high-speed Internet access via SIM card. in the machine, " said Nguyen Van Thien, director of Lenovo VN, commented.

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