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EVERYWHERE AT ONCE | ScanSource and Zebra Virtual Roadshow

ZEBRA

ScanSource / Zebra WorkForce Connect
Seamlessly Integrate People, Processes and Technologies

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ZEBRA

Agenda

- ScanSource Resources – Churn the Base
- Zebra WorkForce Connect – Close Gaps, Open Possibilities
- BlueParrott Bluetooth Headsets - Voice Communications for Frontline Workers
- Questions & Answers

Churn The Base

WHEN IT COMES TO YOUR CUSTOMERS' MOBILITY SOLUTIONS, ARE YOU LEAVING MONEY ON THE TABLE?

5 Reasons to Refresh

1. Take advantage of tech transitions to turn over your install base across vertical industries to the latest technology

2. Existing customers are 50% more likely than new customers to try new products.

3. Leverage Zebra's complete portfolio to expand the revenue opportunity.

4. It costs 5X as much to attract a new customer than to sell to an existing customer

5. Updated devices can bring increased recurring revenue when attaching services/supplies/ software

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GO ZEBRA
TRADE-IN PROGRAM

A Powerful Sales Tool for You

With the **GO Zebra Trade-in Program**, you can kick off the sales dialog and present customers with a compelling financial reason to migrate from outdated devices to leading-edge printers and mobile computers. **By purchasing one of Zebra's eligible products and trading in an old unit, customers can earn a rebate of $50 to $600**. Customers that upgrade their printers can save even more when they purchase a Zebra OneCare service contract.

GO ZEBRA TRADE-IN PROGRAM

Printer and Zebra OneCare™ Rebates

Eligible Products for Purchase	Trade-In Rebate	Zebra OneCare Rebate	Total Rebate Possible	Potential Upgrade Targets*
ZT620	$500	$50	$550	170Xi, 170XiII, 170XiIII, 170XiIIIPlus
220Xi4	$500	$50	$550	220XiII, 220XiIII, 220XiIIIPlus
ZE500, ZE500R	$500	$50	$550	110PAX4, 110PAX3, 170PAX2, 170PAX3, 170PAX4
ZT610**	$300	$50	$350	110Xi, 110XiII, 110XiIII, 110XiIIIPlus, 110Xi4
ZT510**	$200	$50	$250	105SL, 105SLPlus
ZT421**	$150	$50	$200	ZT420, ZM600, RZ600, Z6M, Z6MPlus
ZT411**	$150	$25	$200	ZT410, ZM400, RZ400, Z4M, Z4MPlus
ZQ521	$100	$25	$125	RW420, RW420 Print Station, ZQ520
ZQ630, ZQ620, ZQ610	$100	$25	$125	QLN320, QLN220, QL320, QL320Plus, QL220, QL220Plus
ZQ620 HC, ZQ610 HC	$100	$25	$125	QLN320, QLN220, QL320, QL320Plus, QL220, QL220Plus
ZQ511	$75	$25	$100	RW220, ZQ510
ZQ320	$75	$25	$100	MZ320, iMZ320
ZQ310	$75	$25	$100	MZ220, iMZ220
ZD510-HC	$75	--	$75	HC100
ZT230, ZT220	$50	$50	$100	S4M

Mobile Computing and Tablet Rebates

Eligible Products for Purchase	Trade-In Rebate	Potential Upgrade Targets*
VC83, VC80X	$250	Zebra 8525, 8530, 8585, 8595, 8515, VC50, Honeywell VM1, VM2, VX8, VX9, Intermec CV31, CV41, VC60, CV61, Glacier E2000, E4500, E5000, JLT 1214P
TC8300	$250	Zebra MC9060, MC990, MC9190, Honeywell 99GX, Intermec CK70, CK71
MC9300	$250	Zebra MC9060, MC990, MC9190, Honeywell 99GX, Intermec CK70, CK71
MC3300, MC33X	$200	Zebra MC3000?3100, MC3200, Android JB, Intermec CK3X, Datalogic Skorpio X3, Apple iPod Touch 5, Linea Pro 5, Linea Pro Apto, Seuic A7, Point Mobile PM260, Urovo V5, CipherLab CP50
WT6000, WT63	$200	Zebra WT4090, WT41NO, WT41NO-VOW, Honeywell 70E
TC77, TC75, TC72	$100	Zebra MC45, MC65, MC67, XT15, WAP4, ES400, TC55 Voice, TC75AH Voice, Honeywell Dolphin CT50, 70/75
L10 Rugged Tablets (XBOOK, XSLATE, XPAD)	$100	Zebra ET 50/55, Xplore Bobcat, XSLATE B10, XC6, Motion Computing C5M, F5M, Dell Latitude 7212, Latitude 12, Panasonic FZ-G1, CF-20 2 in 1, Getac F110, RX10
TC52X, TC52X-HC	$75	Zebra MC45, MC65, MC67, Honeywell Dolphin CT50, 70/75, Datalogic Joya Series
TC57X	$75	Zebra MC70, Panasonic FZ-E1, Panasonic FZ-X1, Pidion BP30, Unitech PA700
TC52, TC52-HC	$75	Zebra MC40, MC40-HC
RS6000, RS5100	$50	Zebra RS507

* Eligible trade-in products are NOT limited to these suggested trade-in products.

Data Capture Device Rebates

Eligible Products for Purchase	Trade-In Rebate
DS9908	$25
DS8108, DS8108-HC	$25
DS8178, DS8178-HC	$25
DS3608, DS3678	$25
LI3608, LI3678	$20
DS9308	$20
CS6080, CS6080-HC	$20
DS4608, DS4608-HC	$20
DS2208, DS2278	$15

Potential Upgrade Targets*

Zebra	Honeywell	Datalogic
LS2208 LS2100 LS4000 LS4208 DS6878 DS6708 LS3408 LS3578 DS3508 DS3578	Eclipse Granit SG Voyager Xenon Series	Quickscan (Lite) Heron PowerScan Gryphon Series

Eligible trade-in barcode scanners

Trade-in barcode scanners must be a laser scanner, linear imager, or area imager.

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Zebra Workforce Connect
Close Gaps, Open Possibilities

Randy Murphy

Channel Solutions Manager

Randall.Murphy@zebra.com

(214) 315-2251

https://youtu.be/cWfvmaYmrpl
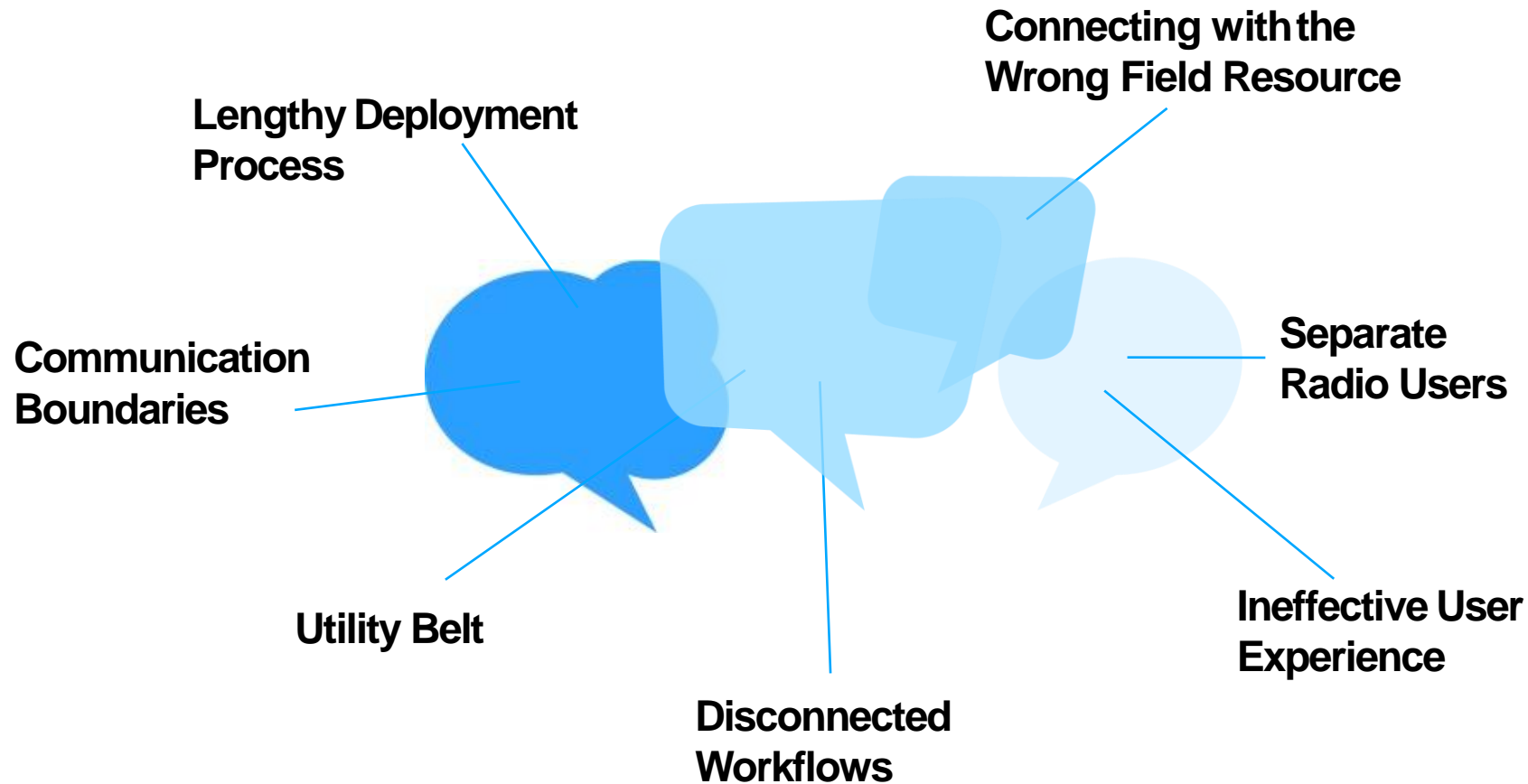
Workforce Connect
Push to Talk Pro (PTT PRO)

Zebra
Workforce Connect™
Powered by Zebra Savanna™

Turn Zebra mobile devices and more into **enterprise-class 2 way communications devices.** Adding BlueParrott's Bluetooth Headsets ensures voice commands and communication are clear. In today's environments hands free operation is mission critical enabling front line workers to effectively and safely perform their tasks.

When workers have a question, PTT Pro can provide the fastest path to the answer with instant push-to-talk. PTT Pro works on Zebra mobile computers, Android, iOS mobile devices and Windows10 computers, making it easy to connect front line workers.

Customers can turn on this subscription-based service practically overnight for any number of workers, making deployment fast, easy and cost-effective. And since these push-to-talk services work over any WiFi or cellular network, it doesn't matter whether workers are located, inside a facility or out in the field

Secure and flexible private and group calling
Call one person, an ad-hoc group created on the fly or a predefined group — and groups can contain up to 250 subscribers

Reach the whole company with the press of a button
Broadcast groups support up to 60,000 subscribers.

Flat low monthly cost per device
No calling plans, budget surprises or talk-time overages.

Connect different workers with different types of devices
This network agnostic solution works on compatible Zebra Android mobile computers and third-party devices such as Apple, consumer Android devices and desktop or laptop computers.

Powerful presence information
Before placing a PTT call, users can check to see if workers are on a PTT call, online, busy, Do Not Disturb, on a PBX call or not logged on.

Know where users are
With optional GPS services, supervisors can see the real-time location of all users and the direction of their vehicle on a map, including their availability for a call. Easily identify and dispatch drivers closest to the next pickup location to minimize vehicle mileage and fuel costs — and maximize the number of stops per day. Place a PTT call by just clicking on one or more user location icon(s). And with up to 6 months of historical data, it's easy to identify and address issues that impact productivity, workforce utilization and customer service levels.

Group Collaboration via Push-to-Talk (PTT)
## Subscription based, Enterprise Grade

- **PTT Features**
  - PTT Audio: One-to-One, One-to-Group, Site-to-Site, User Priority
  - Broadcast Audio: One-Way up to 60,000 Users
  - Presence; Alert to PTT before Talk
  - Private Encrypted[1] Messages; Canned Messages; Image Attach
  - Message of the Day – Audio and Video Messages
  - LMR 2-Way Radio Integration
  - Location Based Services: Outdoor (GPS) Maps

- Devices: Zebra MC/TC/EC, BYOD[2] Android, iOS, Win Desktop
- Network: Wi-Fi or Cellular Network
- Zebra Hosted (Microsoft Azure)

[1] Secure Messaging Encryption (In-Transit)
[2] BYOD: Bring-Your-Own-Device

![ZEBRA WORKFORCE CONNECT™ POWERED BY SAVANNA]
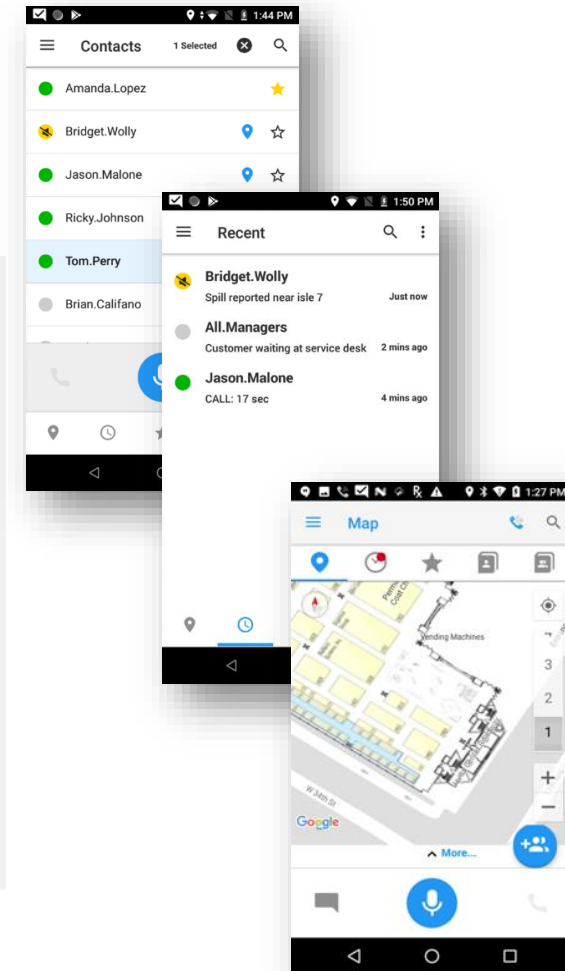
Push-to-Talk (PTT)
Workforce Connect PTT Pro

Turn your Zebra mobile devices into fully-featured walkie-talkies with WorkForce Connect PTT Pro.

Secure Text Messaging
Workforce Connect PTT Pro

Get the peace of mind that comes with enterprise-class text messaging with Workforce Connect PTT Pro.

PBX Mobile Phone
Workforce Connect Voice

Turn your Zebra mobile devices into fully-featured mobile deskphones with Workforce Connect Voice.

- **PROBLEM: INEFFECTIVE COMMUNICATIONS, REDUNDANT DEVICES**
  - *Workers today are using multiple devices to communicate, and they waste time switching between different devices*
  - *Enterprises are forced to purchase and support <u>costly</u> multiple devices per person.*

- **VALUE PROPOSITION**
  - *Workforce Connect combines all your voice and data communications into ONE multi-functional device*

- **WORKFORCE CONNECT (WFC) GEN2**
  - *WFC Voice and PTT Pro re-designed into unified experience for seamless toggling between clients, messaging, and sharing content & location for better collaboration*
  - *Profile Manager connects to customer data services in the cloud, authenticates, automates, enables multiple user role selection for dynamic line extensions and talk groups on a shared device*

WFC Gen2

PTT Pro
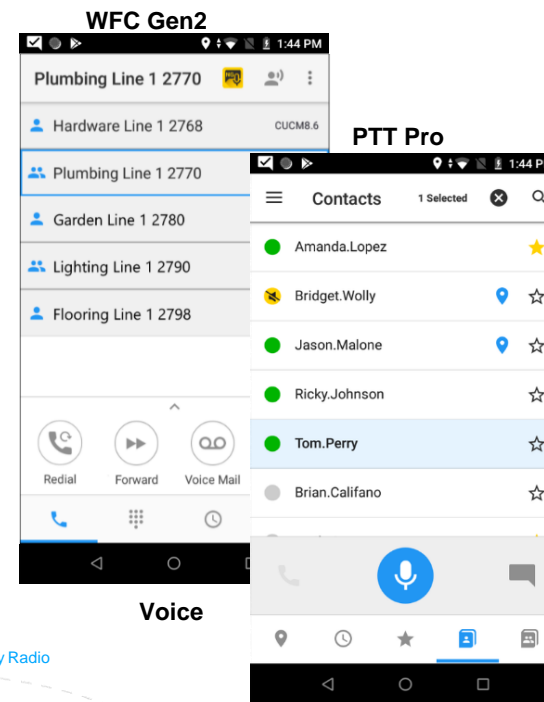
Voice

Why WFC Voice?

CUSTOMIZABLE USER INTERFACE
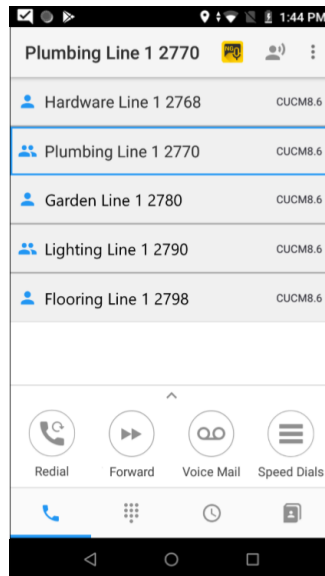
DEFINED FOR THE USER

ENHANCED VOICE FEATURES

- Shared / Bridged / Multi-Line Appearance
- Distinctive / Custom Ring Tones
- Call Park & Retrieve
- Call Control: Forward, Hold, etc.
- Corporate Directory, Dial Plan
- Ad Hoc Conferencing
- Call Forwarding (Unconditional)
- PBX Failover Support
- Call History

Note: Features will vary based on PBX selected

DIRECT PBX INTEGRATION

WIRELESS NETWORK
OPTIMIZED FOR VOICE
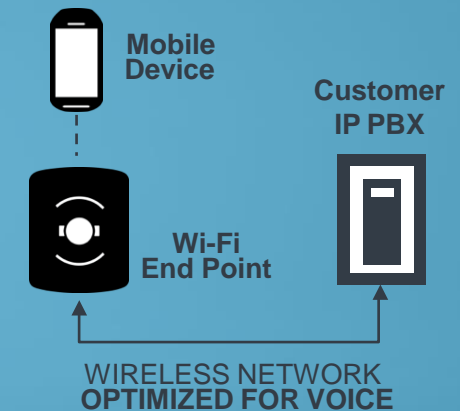
QUALITY OF SERVICE

ENTERPRISE GRADE VOICE

Devices: Zebra MCx / TCx / ECx
Network: Wi-Fi (Cisco, Aruba, Extreme, other)

The Workplace is Disconnected and Disjointed

Gaps in communication, teams and data keep the frontline buried in inefficiencies.

The Hunt

9.3 hours/week is spent searching for information

Time is wasted searching for items and associates

Locating mobile workers is challenging

The Confusion

There is a disconnect from corporate HQ

Workers lack awareness with changing priorities

Managers are not aware who is on site or where they are

The Wait

More than 2/3 of workers lose 60 mins/day navigating between apps

Workers cannot get answers quickly

Workers cite current technology as too slow

Still, Few Organizations Have Properly Equipped Frontline Workers

Less Is Invested on the Deskless Worker

Deskless Worker
Deskbound Worker

Total Workforce
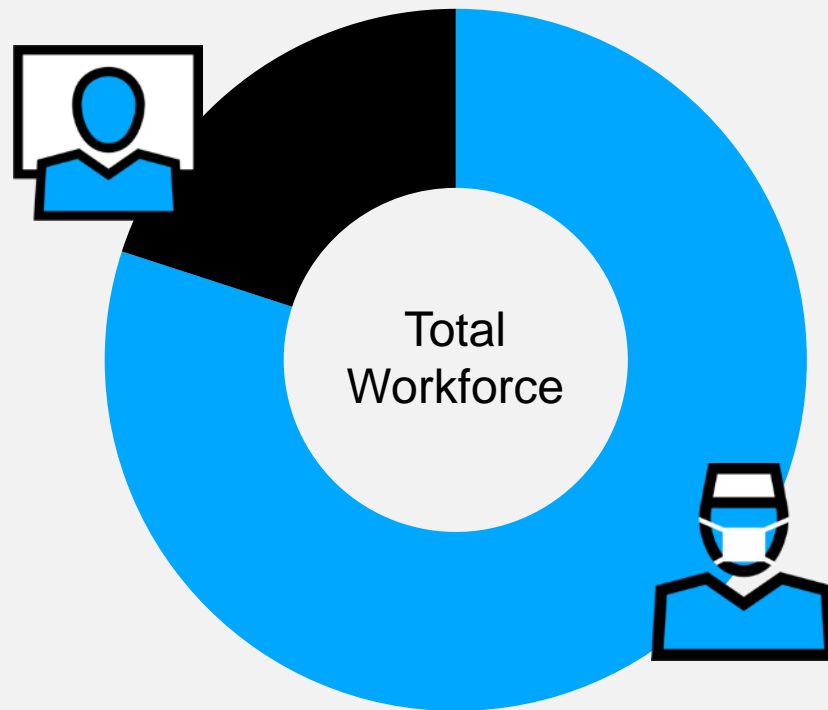
Software Funding

80% of the workforce is deskless
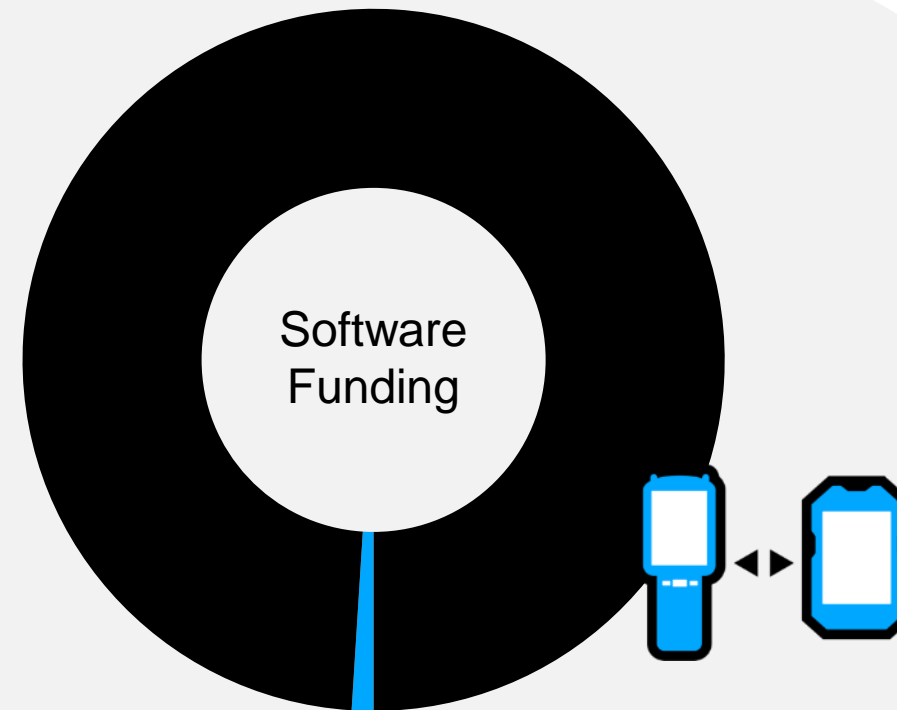
Yet only **1%** of enterprise funding goes towards software for deskless workers

What if you could
close all the gaps that bury your
frontline workforce in busywork
and inefficiencies?

One Device, Endless Possibilities

Converge Everything Workers Need on a Single Device

Combine with industry-leading Zebra devices for the ultimate package

Optimal voice quality

Tighter integration between software and hardware

Support for shared devices

Rich enterprise capabilities

Rugged reliability

Or add to third-party smartphones

Retail

Healthcare

T&L
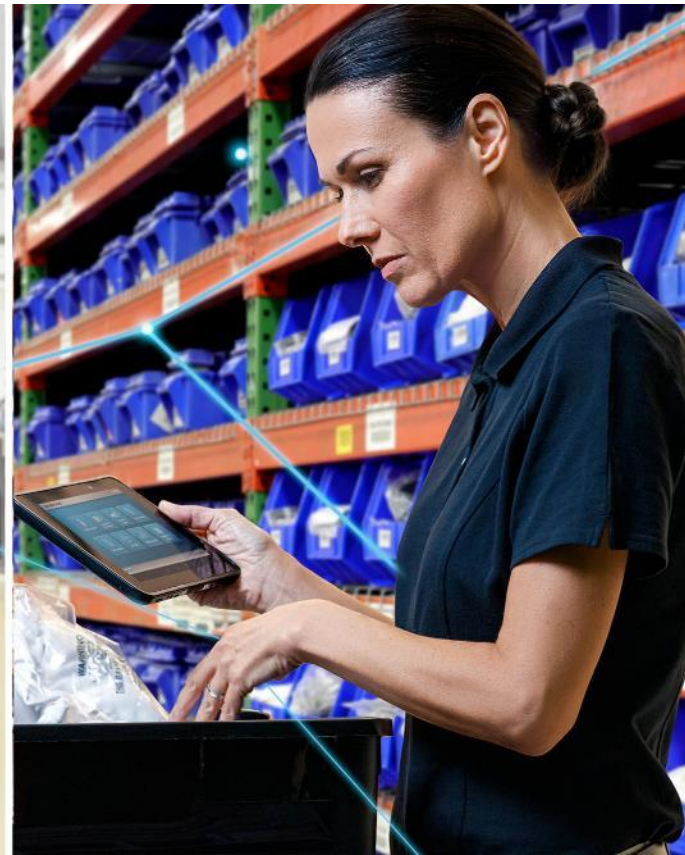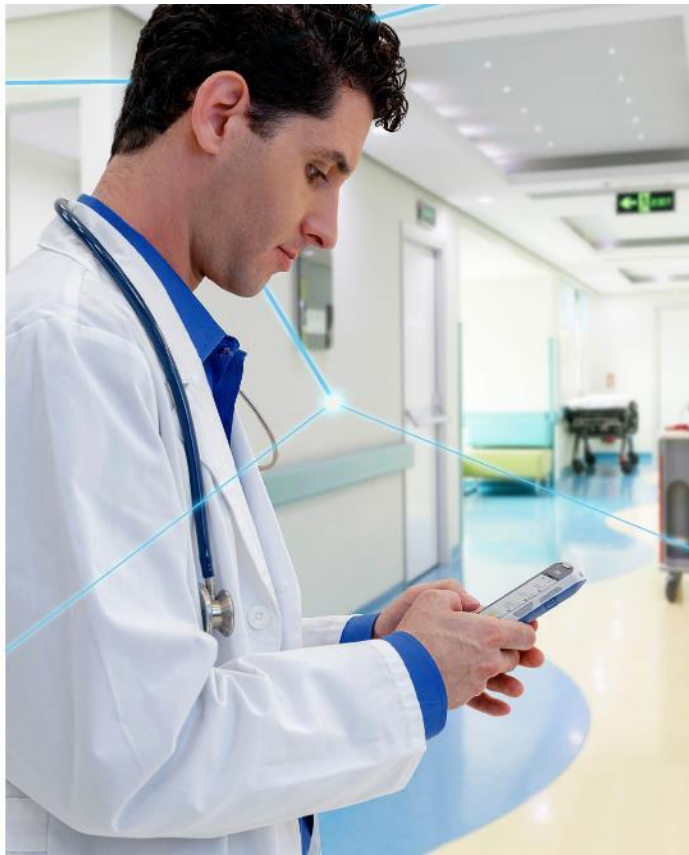
Foster deeper collaboration and greater productivity with the full spectrum of Workforce Connect capabilities.

Add Value to Customer Interactions
by Elevating Associates to Problem-solvers

Enhance the Customer Experience

Curbside Pickup

Customers send a text that notifies associates when they've arrived.

Find an Expert

Helps an associate answer customer query by locating an expert in real-time.

Self-help Kiosks

Send message alerts to nearby associates if a customer needs assistance.

Answer Calls Anywhere

Unify communication channels, so workers can answer calls, messages and more from one device.

Increase Associate Collaboration

Make Instant Connections

Chat one-to-one or one-to-many, by department, group or location.

Find Associates and Assets

Save time by locating associates and assets quickly.

Send Storewide Announcements

Connect with all store associates for daily announcements, store specials or urgent information.

Reduce Theft

Integrate Workforce Connect with external antitheft systems to alert employees to potential theft.

Manage Tasks

Assign and track individual or group tasks. Use voice commands to mark a task as in-progress or complete.

Enhance Worker Safety

Place emergency calls, send out duress alerts and locate associates with GPS tracking.

Deliver Patient-centric Care by Putting Answers at Clinicians' Fingertips

Improve Caregiver Collaboration

Get Hands-free Communication

Connect to other workers and departments instantly with voice commands.

Easily Share Devices

Auto-login to extensions using single sign-on.

Improve Task Management

Assign and manage tasks from devices.

Increase Patient Safety And Satisfaction

Save Worker Time

Find lifesaving equipment quickly with asset locations.

Ensure Patients Get Timely Responses

Send nurse-calling alerts directly to nurses' devices.

Ensure Quick Emergency Responses

Get immediate assistance with emergency calling and location sharing.

Enhance Workflow and Location Visibility across the Warehouse and on the Field
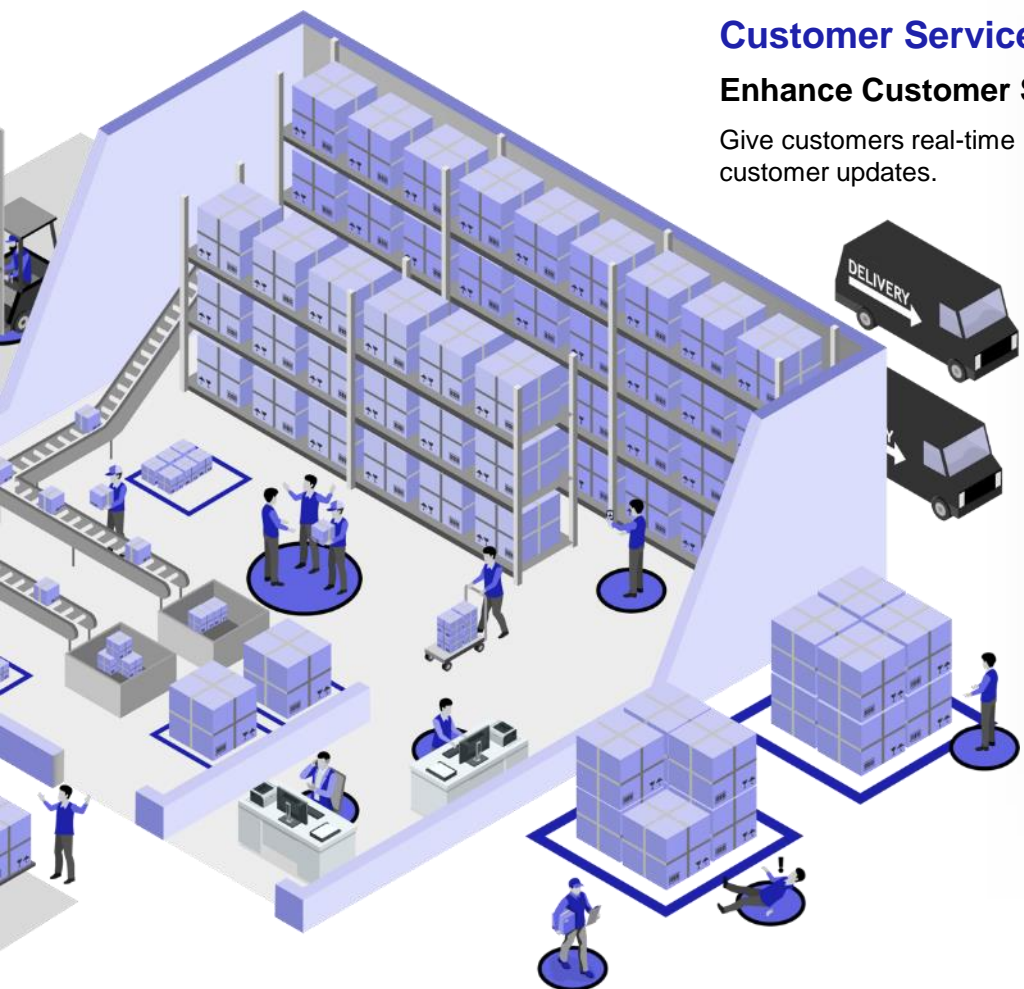
Customer Service

Enhance Customer Service

Give customers real-time customer updates.

Floor Operations

Minimize Hardware

Replace bulky 2-way radios and stay connected.

Manage Tasks

Track tasks and assignments.

Connect With Groups

Eliminate group huddles via message of the day.

Improve Security

Get critical real-time alert and alarm notifications.

Dispatch Operations

Enhance Visibility

Monitor delivery status and driver location on a desktop dispatch client.

Streamline Dispatch

Connect with field workers directly from dispatch interface.

Oversee Fieldworker Location

Get real-time trip reporting and location history.

Worker/Driver Safety

Prevent Distractions

Silence notifications and lock the screen with "Driver mode".

Keep Hands Free

Use voice commands to make calls or send messages.

Signal an Emergency

Hit a button on the back of Zebra devices to notify dispatch of an emergency.

Enable Man-down Alert

Detect falls and automatically send out an emergency message.

Understanding influences of buying behaviors and persona profiles

Buyer Personas

C-Suite

- Driving strategic initiatives that raise productivity
- Technology innovation that improves customer experience

Senior & Site IT Management and Operations

- Control and security of data
- Ability to scale with ease
- Team adoption
- Accurate information capture in real-time

What they Care About

C-Suite

- Solutions that are enthusiastically adopted by frontline teams
- Ensured data security

Senior & Site IT Management and Operations

- Solutions with minimal IT support burden
- Easier troubleshooting and management capabilities
- Can integrate with existing systems

Navigating the Conversation
Connect. Relate. Inform.

Connect:
- What challenges do your frontline workers face today?

- How do you communicate in your operation today with all the frontline workers?

- What tools do they have to empower, enhance productivity and communications?

- What could they do if they had the ability and knowledge to get answers, task assignments, delivery re-routing in real time?

Relate:
- Point out changes in the respective industry for the targeted vertical. Ask about widely known challenges

Inform:
- Short & Long-term Advantages

  - Reshape routes to cut back on time, fuel and package pickup

  - Know where and how inventory will be available. Cut down on missed engagements i.e., deliver correct information on goods to customers and critical assets in a world of "has to be now without mistakes".

  - Bolsters bottom lines by adding back lost labor hours. No more lost items, delays or disjointed workflows.

Attach WFC to *Every* Mobile Computer Quote

Expands your revenue and margin opportunity!

New 1 Year PTT Pro SKU – Easy add-on

- Leverage your hardware sale by adding enterprise-grade PTT service to optimize collaboration, Group Messages, Indoor/GPS locationing with basic voice commands

- Talk Groups of up to 250 users

OR

Upsell offer: 3 or 5 year PTT Pro

- Offers a cost savings of 5% and 9% versus 1-year SKU

At a Minimum offer

- PTT Express for entry-level offer with Multicast for groups of up to 63 users (no presence tracking/locationing/messaging)

Earn Sell and Win points on 1, 3 & 5 year skus!

Simple to Sell
Only 2 SKUs per sale

SKUs

- **License** SKU for 1, 3 or 5 years based on number of users
  - Includes all services (on-boarding, support, etc)

- **Admin Portal Training** SKU

Order Process (Customer Notification)

- Order through your authorized Distributor

- Zebra receives PO, GMSS Onboarding Team confirms the order (PM Confirms the order, schedules customer call, provides all admin/portal information/user groups), PM configures the customer in the admin portal, PM provides activations to the customer, customer activates devices

Email example of what a customer will receive with the PTTPro licenses from the Onboarding team.

From: More, Marian <marian.more1@zebra.com>
Sent: Thursday, December 3, 2020 7:51 AM
To: Customer@abc.com
Cc: Engagement Manager>; Henderson, Bruce <BHenderson@zebra.com>; Stanova, Jana <jana.stanova@zebra.com>
Subject: Zebra PTT PRO Onboarding – ABC Corp

Dear Customer,

I would like to inform you that onboarding of Your PTT PRO licenses is completed.

Your email was set as portal admin and you received an email with link to admin portal to set your login credentials into your PTT PRO Portal Account. Please note, this link is valid for 24h only. If you would not be able to create login credentials within 24 hours, please reach out to me and we will retrigger the email again.

List of users with their activation codes are enclosed.

Guides on how to use PTT PRO Application and Admin portal can be found here.

Your PTT PRO licenses are ready for use immediately and valid for period: 12/17/2020 – 12/16/2023.

Should you have any questions, please do not hesitate to contact me.

In order to improve services related to PTT PRO onboarding, I would like to kindly ask you to fill satisfaction survey, which can be found here.

Example- User Report.xlsx

Regards,

Marian More
Project Manager II Solutions Onboarding
ZEBRA TECHNOLOGIES EUROPE LIMITED

WFC PTT Pro Configurator

SKU per Device	License Term	# Licenses	Description	Discount Category	Per Device Pricing List Price	Partner Discount	Partner Price	QTY	Total Pricing List Price	Partner Price
WFCPTTP-ZHT1-1Y	1 year	1 - 4,999		Z3	$ 102.00	20%	$ 81.60	0	$ -	$ -
WFCPTTP-ZHT1-3Y	3 year	1 - 4,999		Z3	$ 290.00	20%	$ 232.00	0	$ -	$ -
WFCPTTP-ZHT1-5Y	5 year	1 - 4,999	Workforce Connect PTT Pro per Device License. Zebra Hosted. Includes Managed and Services.	Z3	$ 464.00	20%	$ 371.20	0	$ -	$ -
WFCPTTP-ZHT2-1Y	1 year	5,000+		Z3	$ 80.00	20%	$ 64.00	0	$ -	$ -
WFCPTTP-ZHT2-3Y	3 year	5,000+	Refer to Service Description Document (SDD) for Details.	Z3	$ 230.00	20%	$ 184.00	0	$ -	$ -
WFCPTTP-ZHT2-5Y	5 year	5,000+		Z3	$ 366.00	20%	$ 292.80	0	$ -	$ -
TR-VILT-ADMIN-WFCPTT	TRAINING	ALL	Required Zebra Learning Services Push to Talk (PTT) Pro System Admin Training	Z3	$ 548.90	20%	$ 439.12	1	$ 548.90	$ 439.12

TOTALS > $ 548.90 $ 439.12

Randy Murphy
NA Solutions CAM
Randall.Murphy@zebra.com
214-315-2251 (Mobile)

NEW! Sales and Marketing Resources

Available on Partner Gateway

Workforce Connect Customer Presentation (.pptx) **NEW**

Workforce Connect Playbook **NEW**

Workforce Connect Powered by Zebra Savanna Battle Card **NEW**

Workforce Connect Healthcare Table Talker **NEW**

Workforce Connect in Healthcare Solution Brief **NEW**

Workforce Connect Powered by Zebra Savanna Brochure **NEW**

What is Workforce Connect Push-to-Talk Pro?

Workforce Connect PTT Pro ROI Calculator **NEW**

It's Time to Usher in a New Era of Transformation

Empower Workers to Solve Problems on the Spot

Move from Transactions to → Transformative | Technologies → **Meaningful Interactions**

| Move from Transactions to	Meaningful Interactions
Hindered worker	Empowered decision-maker
Repetitive, low-value tasks	High-impact tasks
Siloed communication and information	Unified communication, data and collaboration
Disjointed and disconnected workflows	Streamlined and consolidated workflows
Lack of visibility across the organization	Instant location of co-workers and assets
Focus on inefficiencies	Focus on delivering optimal customer experiences
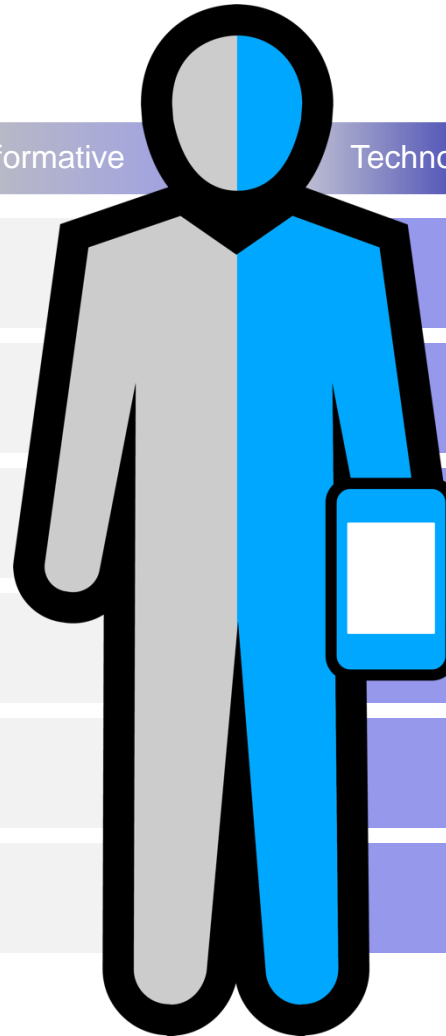
Zebra Workforce Connect and BlueParrott Bluetooth Headsets
Voice Communications for Frontline Workers

Jim Sellers

BlueParrott Business Development Manager

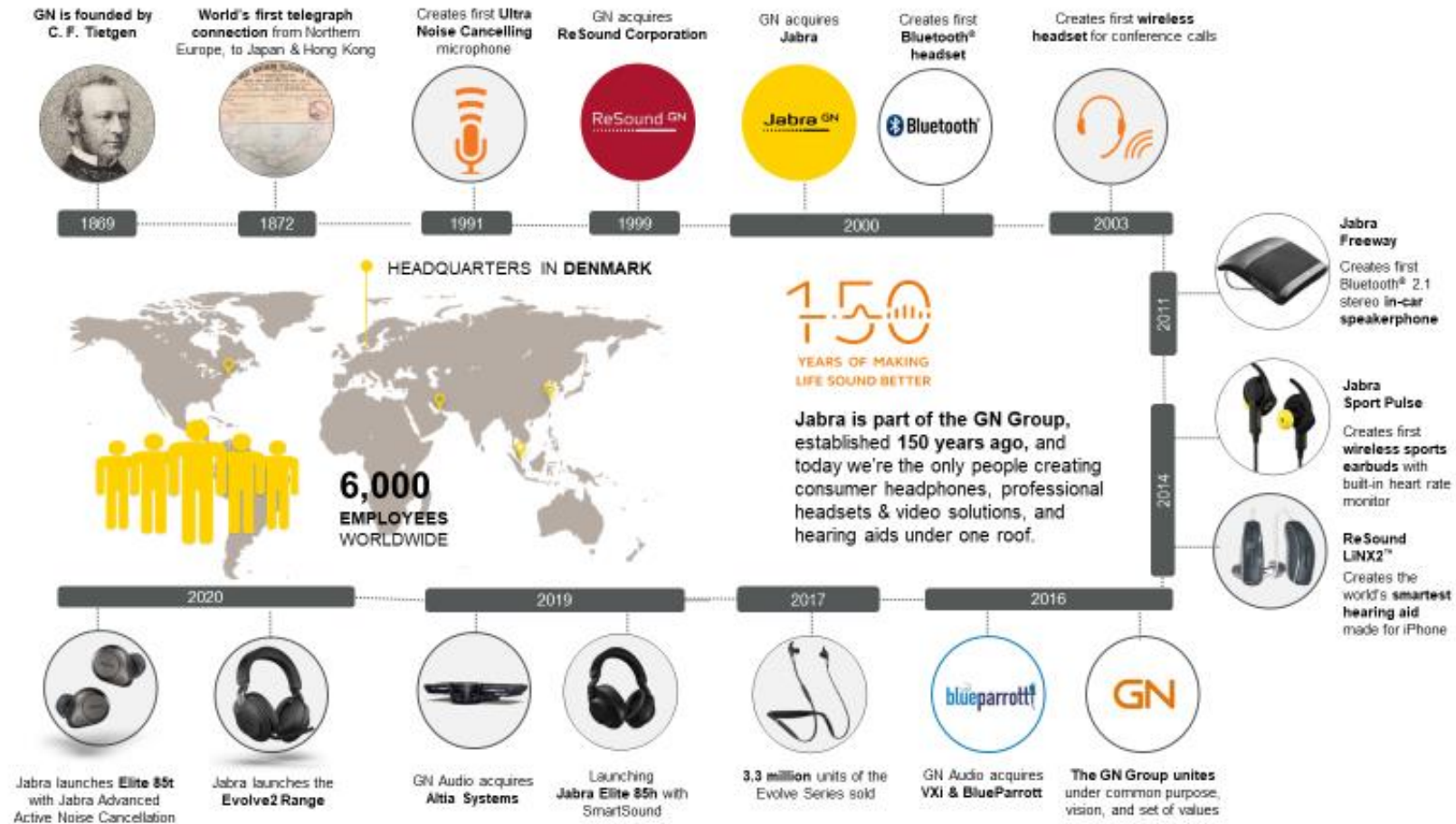**GN Audio Inc.**

jsellers@jabra.com

(978) 656 - 4552

The GN AUDIO Brands

GN Making Life Sound Better

blueparrott GN

Jabra GN

EVERYWHERE
AT ONCE | ScanSource and Zebra
Virtual Roadshow

Voice communications technology is always evolving

Changes in how we communicate : recent experience

Traditional Landline ▶ VoIP ▶ Unified Communications

Traditional Corded Telephone ▶ Cordless Phone ▶ Multiple Devices

- Desktop PCs
- Laptops
- Smartphones
- Tablets
- Mobile Computers

Radio / LMR ▶ Cellular ▶ Mobile

- iOS / Android
- Voice Plan
- Text
- UC App
- Social Media App
- Push to Talk App
- More

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We help partners create opportunity: The UC example

THE PROBLEM:

- **Enterprises shifted offices to VoIP / Unified Communications platforms.**
  - Microsoft among others fueled this shift, through their evolved offering of Office Communicator > Lync > Skype for Business > and (currently) Teams
- **User Experience was mixed. "How again do I use my PC as a phone?"**
- **Software channel partners were not used to selling customers on voice communications or speaking about negative impacts to business productivity from poor customer call experiences.**
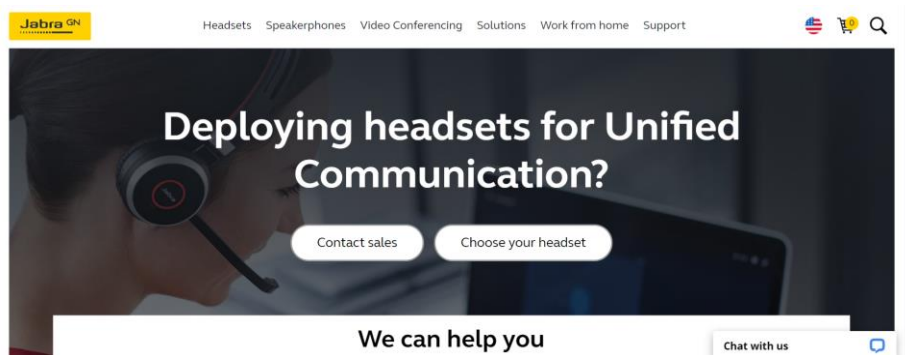
THE SOLUTION:

- **JABRA launched "Devices Make Experiences" concept**
  - Partner Education and training for identifying opportunities and successfully selling voice communications
  - Noise-canceling headsets a necessary component to a successful UC deployment
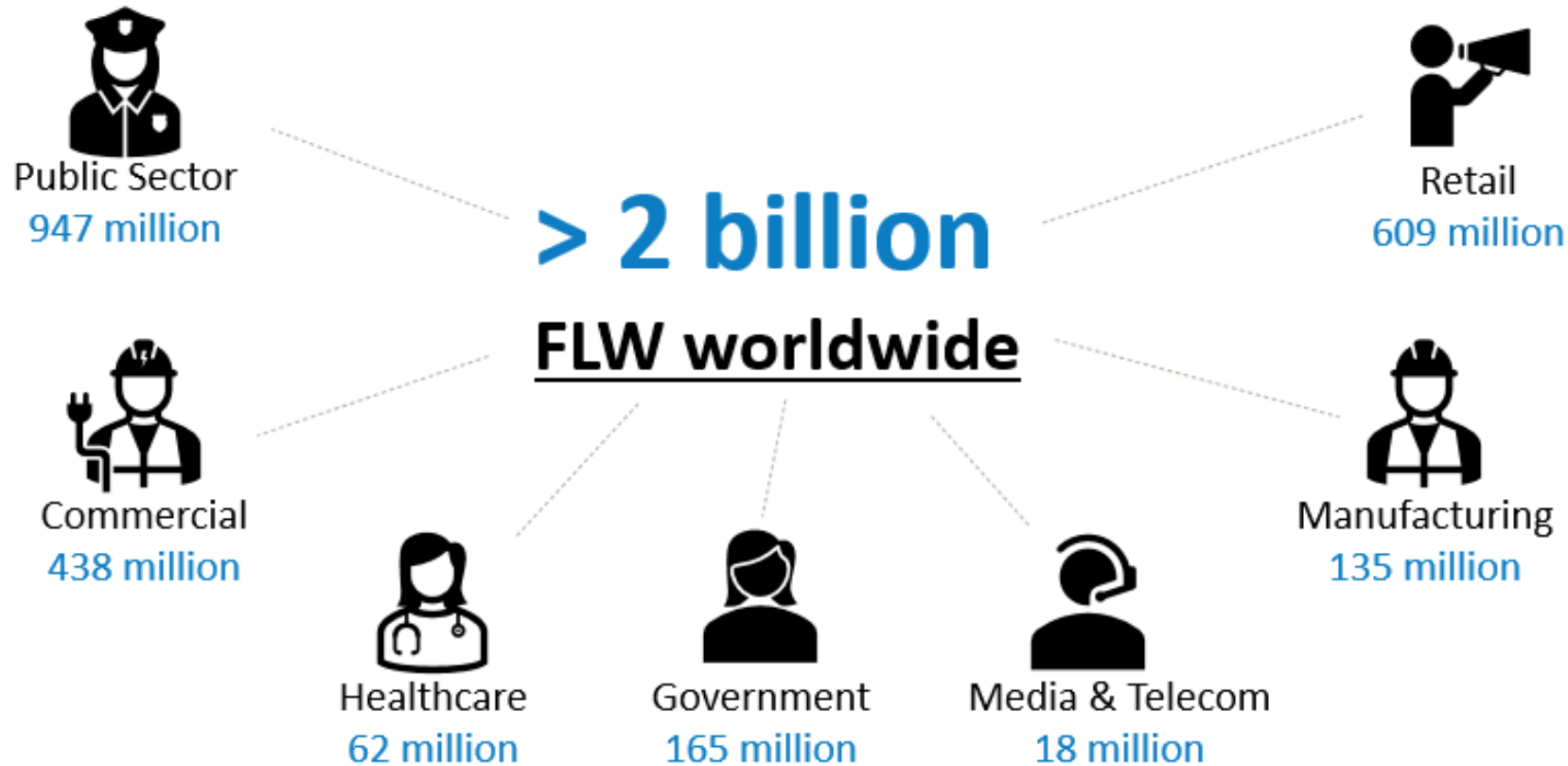 - Partners grew revenue through UC voice adoption & headsets sales

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SO HOW CAN WE HELP TODAY?

blueparrott GN

GN Making Life Sound Better FOR 150 YEARS

GN Making Life Sound Better FOR 150 YEARS

WE CONNECT
FRONTLINE WORKERS

New opportunities for voice serving Frontline Workers

Public Sector
947 million

Retail
609 million

> 2 billion
FLW worldwide

Commercial
438 million

Manufacturing
135 million

Healthcare
62 million

Government
165 million

Media & Telecom
18 million

The FLW Enterprise opportunity is potentially at least as large as the Office worker opportunity

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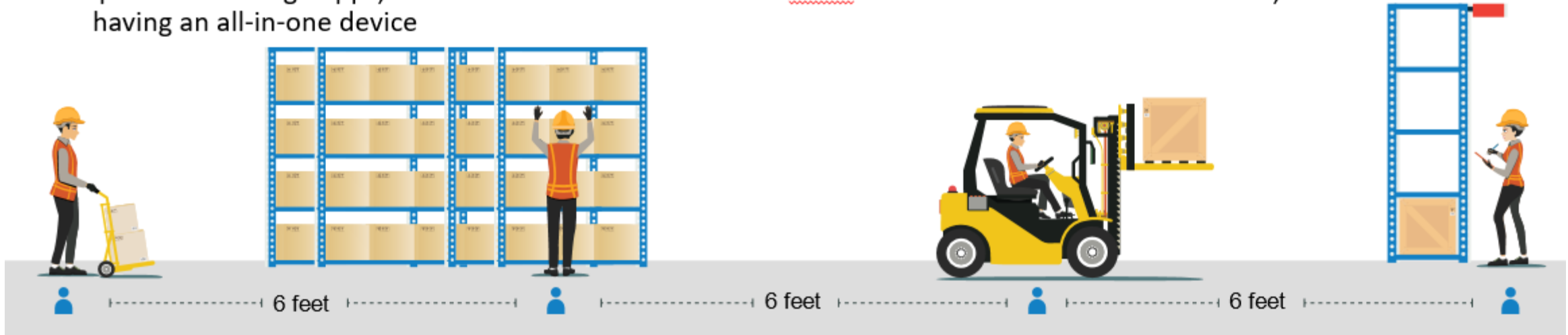
Key trends across the verticals

Move to digital, more capabilities through apps, and having an all-in-one device
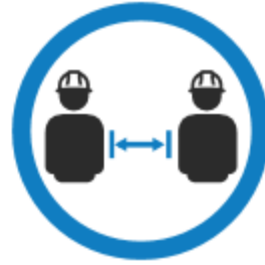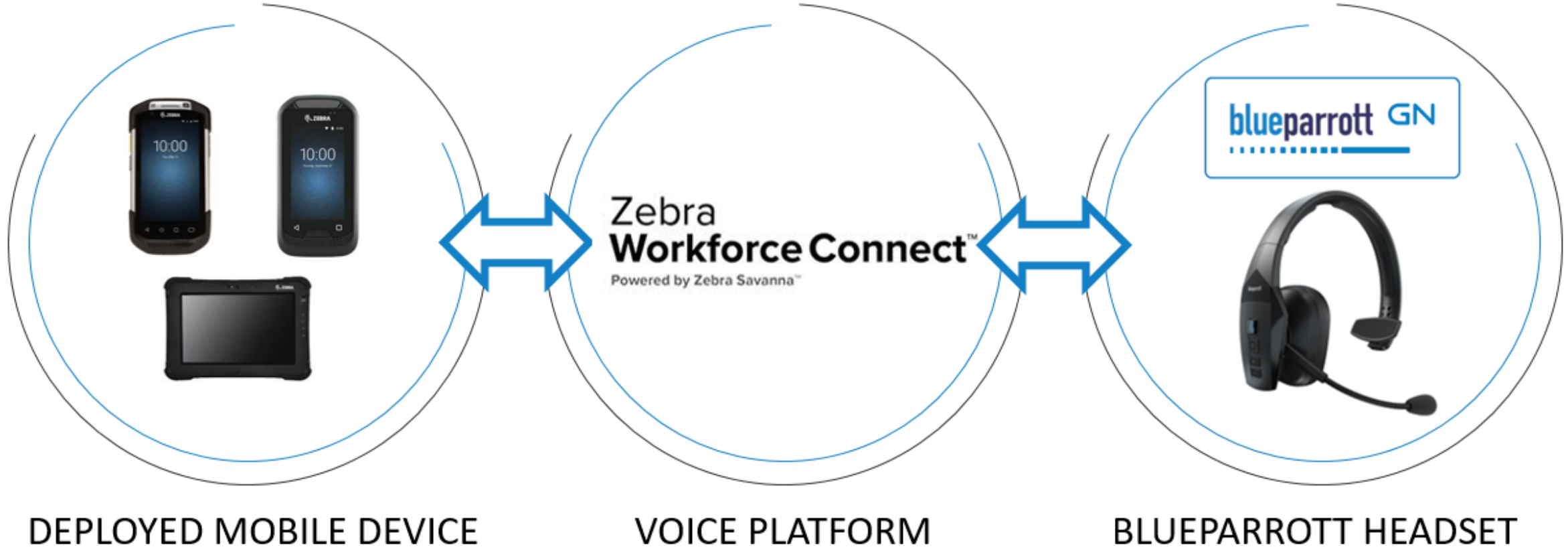
Social distancing at work

Devices for communications, walkie talkies, Push-to-Talk

6 feet | 6 feet | 6 feet

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Opportunities to grow your business with voice

- **Broad adoption of wireless mobile devices in the enterprise**

- **Enterprises seeking new capabilities from their deployed devices**

- **Rapidly evolving operation and service environment, driven by COVID influenced changes in customer service demand**
  - "Touchless" services demanding greater coordination across teams
  - BOPIS, Curbside, and faster service to customer demanding more from customer-facing frontline workers

- **Customer understanding of what are the available options and what is right for their Frontline Workers**
  - Thinking about it but who do they turn to for learning about solutions?
  - Are you asking them about what they are doing for voice?

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The Solution: Zebra Workforce Connect and BlueParrott

DEPLOYED MOBILE DEVICE

VOICE PLATFORM

BLUEPARROTT HEADSET

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The BlueParrott Button™ provides **one-touch access** to **Zebra Workforce Connect PTT Pro** for instant **Push-to-Talk** communications handsfree from the mobile device

blueparrott GN

ZEBRA

GN Making Life Sound Better FOR 150 YEARS

Adding value to the Workforce Connect user experience

- Be heard always in noisy environments with industry leading microphone noise-cancellation

- Push to Talk access at headset for independence from the mobile device

- Supports safety and handsfree compliance; minimizes mobile device handling

- Choose the right headset for the job: Several BlueParrott models & styles available

- Long-lasting battery and all-day comfort

https://youtu.be/-UHY7l4Zq2s

Zebra Workforce Connect & BlueParrott customer examples

- **Retailer use-case for WFC PTT Pro on TC52 devices. Associates are busy handling product and working with customers. Retailer wants Bluetooth headset solution with PTT compatibility for going handsfree.**

- **Municipal services use-case. Service workers coordinate activities over WFC PTT Pro and their mobile devices. City/Road noise interfering with communications requiring a noise-canceling headset**

- **Transportation company using WFC PTT Pro to coordinate communications between drivers and dispatch. BlueParrott handsfree solution supports safety compliance.**

BlueParrott Portfolio

M300-XT	C300-XT	C400-XT	B350-XT	B450-XT	B550-XT	S450-XT
$99	$129	$139	$139	$169	$199	$179
80% noise cancellation	80% noise cancellation	96% noise cancellation	96% noise cancellation	96% noise cancellation	96% noise cancellation	82% noise cancellation
Up to 14 hours battery	Up to 10 hours battery	Up to 24 hours battery	Up to 24 hours battery	Up to 24 hours battery	Up to 24 hours battery	Up to 24 hours battery
Ultra-lightweight	Compact performance with 3 wearing styles	Compact performance with 2 wearing styles	Customizable BlueParrott Button	Hands-free voice control	Just talk. Voice controlled calls	Hi-Fi Stereo sound
Rugged IP54 rated design	Customizable BlueParrott Button	Customizable BlueParrott button	Improved more comfortable headband	Customizable BlueParrott Button	All-day comfort	Pair two devices at once
Customizable BlueParrott Button™	Durable IP65-rated design	Durable IP54 rated design	Tough IP54 rated design	Tough IP54-rated design	Customizable BlueParrott Button	Up to 300ft wireless range
	Streams GPS and music	Streams GPS and Music	Up to 300ft wireless range	Up to 300ft wireless range	Tough IP54-rated design	Customizable BlueParrott Button
					Up to 300ft wireless range	

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Thank You!