



# EVERYWHERE AT ONCE

ScanSource and Zebra  
Virtual Roadshow



# ScanSource / Zebra Mobility

Beyond the Four Walls

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# Agenda

- Zebra Mobility – Beyond the Four Walls
- ScanSource – HotWireless (Advantix SmartSIMS)
- ScanSource - Customer Configuration Center
- Questions & Answers



# ScanSource / Zebra Mobility

Beyond the Four Walls

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# Industry Technology Introductions



## SD660 Supported OS Versions



**Android 10 "Q"**  
Available  
(3/29/21 MFG CUT IN)  
PMB: 10535



**Android 11**  
Q3/Q4 2021



**Thru Android 12 Committed**  
PMB: 10586

2020



2021



2022



# Unmatched Portfolio Breadth & Continued Investment



# Zebra Enterprise Touch Positioning

Performance

Enterprise

Professional



**TC26**  
5" HD display



**TC57**  
5" HD display



**TC57x**  
5" FHD display



**TC77**  
4.7" HD display

Positioning	Durable EDA for customers requiring a general-purpose device	High performance rugged EDA for scan-intensive use cases	Enhanced performance rugged EDA for scan-intensive use cases	Extremely rugged EDA with premium features
Differentiating Features	<ul style="list-style-type: none"> <li>• Good performance, durable EDA</li> <li>• Versatile and rugged</li> <li>• Meets diverse business needs</li> <li>• Good scanning and voice performance</li> </ul>	<ul style="list-style-type: none"> <li>• High performance, rugged EDA</li> <li>• Proven form factor</li> <li>• Enterprise-grade voice, connectivity and scanning performance</li> </ul>	<ul style="list-style-type: none"> <li>• High performance, rugged EDA</li> <li>• Proven form factor with enhanced features</li> <li>• Enterprise-grade voice, connectivity and scanning performance</li> </ul>	<ul style="list-style-type: none"> <li>• Premium Features</li> <li>• Superior ruggedness / reliability</li> <li>• Maximum scanning and battery performance</li> <li>• Addresses Retail, Field Mobility and Warehouse solutions</li> </ul>

# TC5X and TC7X are the Industry's Best-Selling Mobile Computers

## TC5X

Best-in-Class  
Performance  
for Field Mobility,  
Retail and HC  
Applications



verizon  
Response Ready - PNTM



- TC5X – Over 2.1M units sold
- Over 14.4K unique customers
- 897k WAN units sold 2019

## TC7X

ULTIMATE IN ULTRA-  
RUGGED ENTERPRISE-  
CLASS ALL TOUCH  
COMPUTING



verizon  
Response Ready - PNTM



- TC7X – Over 1.5M units sold
- Over 8.2K unique customers
- 320k WAN units sold 2019





# TC72, TC77

*Ultimate ultra-rugged solution  
inside and outside the four walls*

## • TC72/TC77 - THE ULTIMATE IN ULTRA-RUGGED ENTERPRISE-CLASS ALL TOUCH COMPUTING

- Over 1.6M TC7x installed base – Zebra Premium Rugged Handhelds
- TC72/TC77 demonstrate our continued investment in our multi-use, premium-tier rugged handheld for Retail and Field Mobility deployments
- SE4770 - Latest in Zebra imaging technology, offers bright illumination and a clearly defined field of view to improve the user's experience with quick and accurate aiming in scan intensive applications

## • Ultra-Rugged to be used in the Harshest of environments

- IP Rating IP68

## • Enterprise-grade connectivity and voice communications

## • Long lasting battery life with Power Precision Plus for better battery management

## • 5+5 Lifecycle



### Markets



Retail



Manufacturing



Warehouse



Government



T&L, Postal,  
Courier



Aviation

### Applications

- Courier Delivery/DSD
- Price Check /Item Look Up
- Inventory/Cycle Count

- Push-to-talk (PTT)
- Picking/Collecting
- Shipping/Receiving
- Asset Management

- Put-away / Replenishment

TC72 / TC77





# TC57x

*Best-in-Class Performance  
for Field Mobility, Retail and HC Applications*

- **The industry's most advanced mid-tier product line-- TC52 (LAN) and TC57 (WAN)**
- **Newly Re-Designed TC52x**
  - Only company to offer New 2.45GHz SD660 processing speeds (Fastest in the industry)
  - Higher resolution FHD display (1080 x 1920)
  - New SE4720 scan engine, improved motion tolerance and faster scanning
  - New rear electrical I/O that works with New Electrical Trigger Handle. Previous mechanical trigger handle not compatible with TC52X
  - Mobile payment solution ready – CPOC (NFC 'Tap & Pay'), SPoC (PIN on Glass)

## • TC52x-HC CORE FEATURES

- Improved Battery Experience with Hot Swap
- Healthcare Friendly Scanner White Illumination and Green Aimer
- Healthcare-grade plastics remain best in industry



*Workstation Docking Cradle Solution*



*Trigger with Electrical I/O*



*New 2-slot ethernet cradle*

## Markets



Retail



Healthcare



Warehouse &  
Manufacturing



Government



Postal / Courier



T&L

## Applications

- Push-to-talk (PTT)
- Picking/Collecting
- Shipping/Receiving
- Asset Management
- Courier Delivery/DSD
- Price Check /Item Look Up
- Inventory/Cycle Count
- Put-away / Replenishment

# Which device is right for your business?

## TC57x



### USE CASE REQUIREMENTS

- Superior WLAN performance, VOIP, mobile WLAN experiences (2X2 MIMO, 802.11mc)
- Increased ruggedness (6' to concrete (boot) vs. 4'; 500 .5m tumbles vs. 300)
- Intensive scanning (faster Trigger to beep, wider decode range)
- Heavy usage of text/video – higher resolution display
- Greater application performance with faster processing, greater memory
- On-the-spot payment solutions

### Markets/Users

- Curbside Pick-up      Field Service Technicians
- Retail – BOPIS      Postal/Parcel Courier Drivers
- Retail – Managers      Government/Public Safety
- DSD Drivers



## TC26

### USE CASE REQUIREMENTS

- Businesses with a seasonal workforce
- Large businesses with workforces that need mobility on a tighter budget – Device for All

### Markets/Users

- Retail - Associates
- Hospitality
- Seasonal Warehouse
- Last Mile Delivery
- DSD/Route Accounting



# TC21 / TC26

*The right functionality, at the right price;  
For field mobility and retail applications*

- **The rugged mobile computer designed for small business**
  - IP67, 4ft drop per MIL-STD-810G,
- **All day power multi-shift power guaranteed**
  - 3100 mAh and 5400 mAh removable batteries
- **Support for MDNA Professional and MDNA Enterprise**
  - Pay for what you need - multiple level of MDNA capabilities supported
- **The right Service & Support program for the right price**
  - Long Life with 3 + 3 Lifecycle
  - Zebra Special Value (SV) support Service



## Markets



Retail



T&L



Warehouse &  
Manufacturing



Postal & Courier



Healthcare,  
Ancillary

## Applications

- Tracking, Order Entry
- Task Mngmnt.
- Store Comms. (PTT)
- Price check
- Inventory
- Planograms

- Ancillary workers - patient transp., food delivery, housekeeping
- Moderate to heavy voice comms.

- Order entry
- Route Accounting
- Warehouse wearable





# ZEBRA TC vs. EC PRODUCT LINES

## TC Touch Computers

- **Rugged** and versatile devices for the harshest working conditions and environments
- **Best-in-class scanning** options and performance
- User **removable battery** to support **multiple shifts** and **shared devices**

TC26



TC57x



## EC Enterprise Computers

- **Slim** and **lightweight** form factor
- Designed to provide a Smartphone-like or wearable experience in a device that is to be **carried all the time**
- Ideal as an **individually assigned personal device** and for **customer-facing applications**

EC55





COMING

# EC55

Industry's Thinnest Enterprise Mobile Computer For Every Worker

- **Game changing design in a sleek, thin and lightweight form factor with enterprise-grade features**
  - Only enterprise computer with integrated scanner under 190g and 9.6mm thinness
- **A device for everyone with attractive aesthetics providing real-time information and communications at their fingertips**
- **Enterprise-grade scanning, connectivity and voice communications with familiar look and feel of personal smartphone**
- **Personally assigned device to enable Intelligent Collaboration with customers and other workers**
- **Provide advanced analytics, improve task management and productivity to enhance the overall customer experience**
- **Lightweight and thin, workers will hardly even notice the EC50 / EC55 when carrying the device in the store or taking it with them on the road**



## Markets



Retail



Healthcare  
(Ancillary)

Managers and  
Supervisors

Field Sales

Field Service

Hospitality

## Applications

- Task Management
- Store Comms. (PTT & Voice)
- Retail ops
- Price check
- Inventory
- Ancillary Healthcare - patient transportation, food delivery, housekeeping
- Moderate to heavy voice communication

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# Zebra Tiering Strategy



		TC21/26 5.0" Display		EC5x 5" Display		TC52x/57x 5" Display		TC72/7 4.7" Display
<b>Cost</b>	○	\$	●	\$\$	●	\$\$	●	\$\$\$
<b>Customer Needs</b>	○	Basic Capabilities	●	Form Factor/Appearance is Paramount	●	High-End Feature Set	●	Premium feature set
<b>Use Cases</b>	○	Task Oriented, Diverse, Healthcare	●	Communications, Collaboration Oriented	●	Line of Business, Healthcare	●	Line of Business, Managerial
<b>Durability</b>	○	Durable — 4 ft. Drop to concrete 300 .5m tumbles	○	Durable — 4 ft. Drop	●	Rugged — 6 ft. drop concrete w/boot 4 ft tile over concrete 500 .5m tumbles	●	Ultra-rugged — 8 ft. Drop
<b>Battery</b>	○	Removable Battery	○	End User swappable (at end of life)	●	Removable battery Warm Swap	●	Removable Battery hot swap
<b>Camera</b>	○	13MP rear camera	●	13MP rear/5MP front	●	13MP rear /5MP front	●	13MP rear/1.3MP front
<b>Lifecycle</b>	○	<b>3</b> Year Lifecycle, Support	●	<b>4</b> Year Lifecycle, Support	●	<b>4</b> Year Lifecycle, Support	●	<b>5</b> Year Lifecycle, Support
<b>Service/Support</b>	○	SV Special Value support offering	●	Comprehensive support offering	●	Comprehensive support offering	●	Comprehensive support offering
<b>VoIP Support</b>	○	Software Upgradeable for VoIP support	●	VoIP capable	●	VoIP capable	●	VoIP capable
<b>PTT</b>	○	Push-to-Talk capable	●	Push-to-Talk capable	●	Push-to-Talk capable	●	Push-to-Talk capable
<b>Wi-Fi</b>	○	Standard-grade Wi-Fi, Enterprise Grade as an upgrade	●	Enterprise-grade Wi-Fi	●	Enterprise-grade Wi-Fi	●	Enterprise-grade Wi-Fi
<b>Scanning</b>	○	Light-medium duty scanning	○	Light-medium duty scanning	●	Medium duty scanning	●	Heavy duty scanning
<b>Mobility DNA</b>	○	Software Upgradable for Full MDNA support	●	Full support	●	Full support	●	Full support

# Meet Zebra's Tablet Portfolio:



## ET5x Series

Surprisingly Rugged.  
Thin and Lightweight.



## L10 Series

The Most Powerful, Versatile &  
Rugged Tablets in the Industry.



## ET8x Series

Portable, Sleek, Tough  
Design. Unmatched Wireless  
Connectivity





# Introducing the **ET80/85**

Delivering a portable,  
sleek yet tough design to  
power up your abilities  
for real confidence on  
the job

# Tough Meets Tailored

## Adapt the ET80/85 to your specific needs

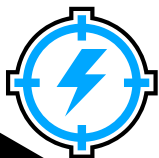
### Future Proofed Connectivity



### mDNA For Windows



Unify Team  
Communication  
Workforce Connect



Power Uptime  
PowerPrecision+  
Batteries and Analytics



Configure  
Time-savings  
123Scan



### Customize with Mix-and-match Accessories

Universal Vehicle or Office Dock  
(with port expander and antenna pass-through options)

Color Backlit Keyboard + Friction hinge and extendable hard handle

Rugged Frame

E-Pen

Common Access Card (CAC) Reader

Multi-slot Battery Chargers

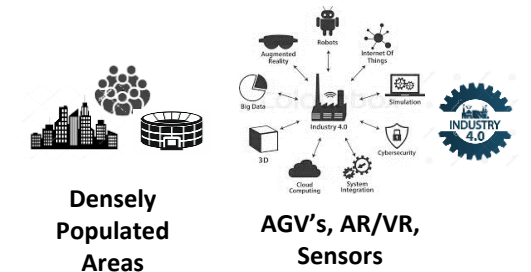
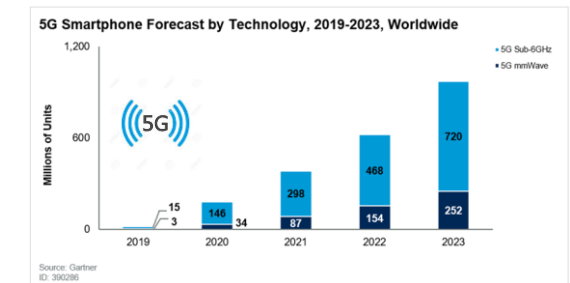
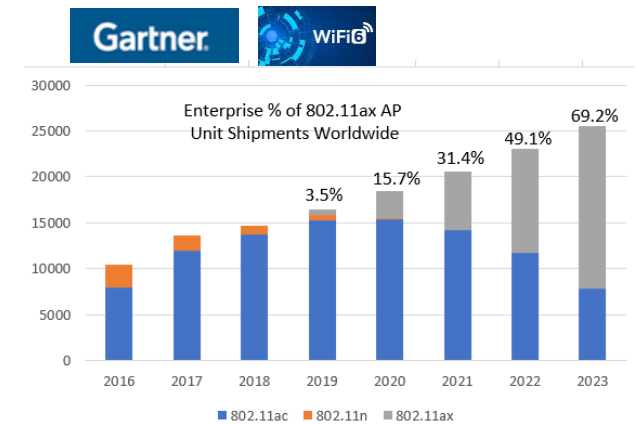
Hot Swap Secondary Battery

Handle, Shoulder and Hand Straps

# 5G & WiFi 6 & CBRS

*Significant Customer Interest in WiFi 6, 5G Use Cases Still Evolving, Growing CBRS*

- **WiFi6 – Next Generation WiFi (Wi-Fi 4 (11n)->Wi-Fi 5 (11ac) -> Wi-Fi 6 (11ax)**
  - Standards - Ratified in 2019, WFA Certification started Sept 2019
  - Adoption – 31% of AP Shipments in 2021 (Gartner), “WiFi6 will replace legacy WiFi 5 systems at a record pace” (IDC)
  - Value - (1). More deterministic performance (latency, system throughput), (2). WPA3 security, (3) Higher cell density, (4) Improved power management (TWT), (5). Improved uplink performance (uplink MU-MIMO)....
  - Enterprise Market Drivers - (1). Increased collaboration (Device-for-all), (2). voice/data Convergence, (3). IOT, (4). increased video (e.g. training), (5). Augmented Reality
  - Follow-on “WiFi6E” – in US 1200 MHz in the 6GHz band
  - Considerations – requires infrastructure upgrade, Zebra will continue Worry Free Wifi (WFW) on WiFi6
  - First Product Releases Mid 2021 (TC52AX, MC33A)
- **5G – Next generation broad based cellular standard**
  - Standards – current devices comply to 3GPP R15
  - Value – Higher speed, lower latency, high reliability, network slicing, increased node density...
  - Multiple technologies - physical layer communication link to infrastructure (mass MIMO, higher order modulation...)
  - Multiple Frequency Bands (Low band, mid-band, high-band)
  - Multiple Modes – eMBB (enhanced mobile broadband) , FWA (Fixed Wireless Access) , URLLC (ultra reliable low latency communication), mMTC (machine to machine type communication)
  - Considerations - cost/price premium, Sub6 or mmWave, mobile handset use cases
  - First Product Release Mid 2021 (ZZ Top), 1H 2022 (Handhelds)
- **CBRS (Band 48) - “Shared Spectrum”, not comparable to Wifi6 or 5G**
  - 150 MHz of spectrum in the 3.5GHz band
  - Licensed & unlicensed deployment models leveraging cellular devices/protocols (i.e. 4G or 5G)
  - One CBRS base station can provide coverage comparable to ~10 802.11 Access Points
  - Outside Opportunities (retail parking lot, utilities, airport, campuses, shipyards...), Indoor Opportunity (warehouse)
  - L10 Available Now, TC26 CBRS Available Q2 '21



# 5G & WiFi 6 & CBRS

*Significant Customer Interest in WiFi 6, 5G Use Cases Still Evolving, Growing CBRS*

- WiFi6 – Next Generation WiFi (Wi-Fi 4 (11n)->Wi-Fi 5 (11ac) -> Wi-Fi 6 (11ax)

## What is it?

WLAN Technology

WiFi-6 (802.11ax) = More Users on the Same Network

WiFi-6E (6GHz) = Faster Throughput

## Zebra Roadmap

TC52ax (802.11ax) = Mid 2021

MC3300ax (802.11ax) = Mid 2021

ET80/85 (802.11ax + 6GHz) = Mid 2021

- 5G – Next generation broad based cellular standard

## What is it?

Cellular Technology – Through Carriers

5G Sub-6 = ~2X Faster than 4G

5G mmWave = ~10X Faster than 4G

## Zebra Roadmap

ET85 = Mid 2021

Future Roadmap = Stay Tuned

- CBRS (Band 48) - “Shared Spectrum”, not comparable to Wifi6 or 5G

## What is it?

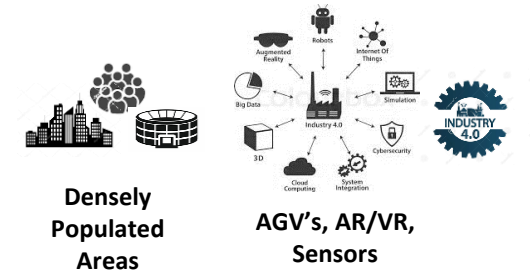
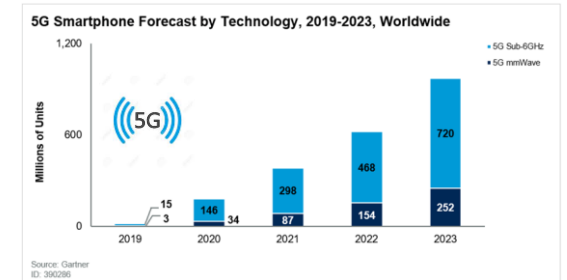
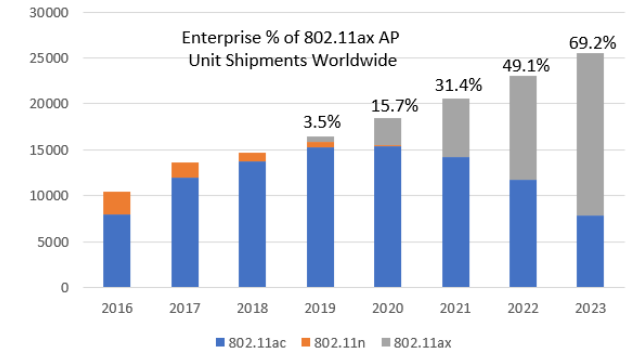
Private LTE – Customer owns the tower  
Segregation from Carrier Network

## Zebra Roadmap

L10 (Windows) = Available Today

TC26 = Available Late Q2 2021

ET85 = Mid 2021



Parking lots



Airports



W & M

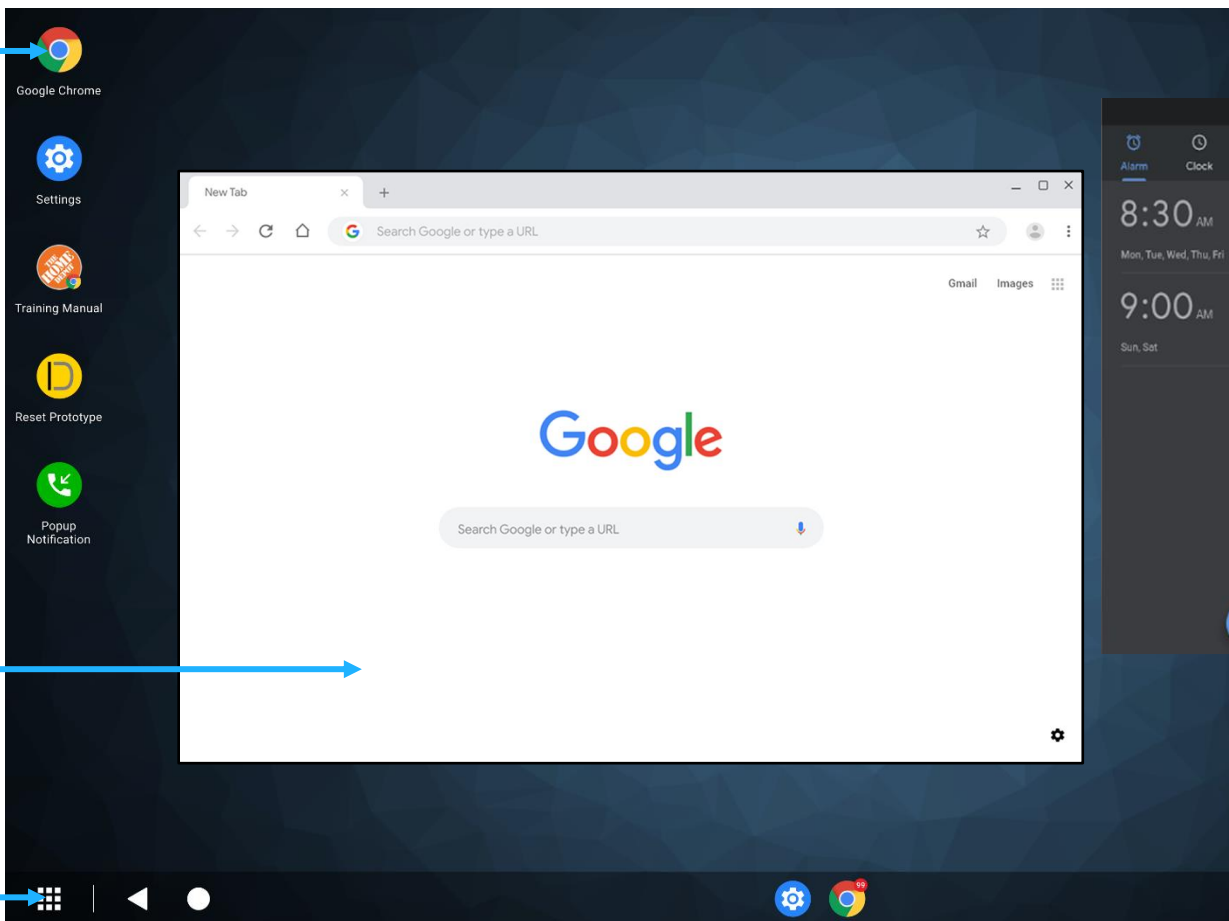




# Zebra Workstation Connect

## User Features

Application launch shortcuts on home screen



Applications on multiple re-sizable windows (mobile and desktop UI)

Access to applications installed and navigation buttons on taskbar

Running applications shortcuts on taskbar, switch between used applications



Support for commonly used keyboard and mouse shortcuts

System and applications notifications on home screen

Status and quick settings on taskbar

# ScanSource's HotWireless

Advantix SmartSIMS

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# HotWireless - Advantix

- Telecom Aggregator > 600+ carriers, 200+ countries
- SmartSIM > Multi-carrier, auto-select, single billing
- WAN Wizard > User portal, cost optimizing, API friendly
- Advantix Service > 24x7x365, help desk, responsive
- Advantix Pricing > Equal or lower than carriers; carrier driven
- Product Procurement / Activation Options:
  - KickStart - VAR Config - End User Config

# HotWireless - Advantix

- Commissions and White Label Program
- Use Cases
  - Delivery > Packages, Food, Inter-store
  - Field Service > Healthcare, IT, home repair
  - Connectivity failover > Routers & switches
  - I.O.T
- Certified Devices
- How to Sell HotWireless
- Sales Collateral



# ScanSource

Custom Configuration Center



# Everywhere At Once

## ScanSource / Zebra Roadshow Series

May 19  
Zebra Electronic Temperature Sensors - Key  
Verticals and Applications

Stay Tuned for Series Two – Summer  
2021



# Thank You!

