

Boost Your Revenue with Zebra Services

You could have earned an
additional \$34,800¹. Here's how:

By attaching a 3-year Zebra OneCare™ Essential contract, averaging \$174, to 200 Enterprise Mobile Computers you sold between January 2023 and May 2024. Don't miss out on this lucrative opportunity.



Start maximizing your earnings today

Zebra OneCare™ proves its worth when devices are damaged or malfunction. Many devices sold in the past year may soon be out of warranty and won't be covered. Now is the perfect time to reach out to your customers with a solution that benefits them and enhances your business.

Our limited-time offer is a fantastic opportunity to boost your revenue while providing real value to your customers.

From July 1, 2024 to December 31, 2024, Zebra is extending the purchasing window for qualifying Zebra OneCare™ and VisibilityIQ™ Foresight SKUs for mobile computer and mobile printer products purchased during the qualifying lookback period of January 1, 2023 to May 31, 2024.

Zebra OneCare™ Essential: Z1AE-XXXXXX-3XXX
Zebra OneCare™ Select: Z1AS-XXXXXX-3XXX , Z1AZ-XXXXXX-3XXX
VisibilityIQ Foresight: ZJAE-XXXXXX-3XXX , ZJAS-XXXXXX-3XXX , ZJAZ-XXXXXX-3XXX

AS or AZ dependent on the region to purchase the necessary Zebra Services coverage

Take advantage of this limited-time offer to boost your business and provide exceptional value to your customers.

Your benefits as a Zebra partner:

Incremental revenue and profits: Generate extra revenue by offering Zebra OneCare™ to customers at a more attractive price.

Customer assurance and retention: Enhance customer satisfaction and loyalty with extended coverage.

Extended insight through VIQF: Gain deeper insights into device performance and maintenance needs.

What you need to do now

1



Review your mobile computer and mobile printer hardware sales since January 2023.

2



Identify opportunities where the service wasn't offered.

3



Use this offer to initiate contact with your customers. Let us know if you need support to pitch Zebra Services.

4



If your customer wishes to order Zebra OneCare™ or VisibilityIQ Foresight coverage, use the applicable SKUs to purchase the corresponding service plan.



For Internal Use by
PartnerConnect Members Only

Zebra Services Partner Benefits

As a Zebra partner, you can use the Zebra Services portfolio to enhance your value to your customers and help them achieve business objectives.

With the following benefits for you:

- **Customer retention:** Stay close to your customers, their business processes and become a trusted advisor
- **Portfolio expansion:** Use Zebra Services as a platform to expand your own service capabilities
- **Profitability:** Annual renewals drive annuity service revenue

Zebra OneCare™ provides your customers with the following benefits:

- Comprehensive coverage—if it's broken, we fix it
- Covers accidental damage plus normal wear and tear
- 8x5 local time live-agent support
- 3-day repair turnaround time
- Access to restricted software
- Device Diagnostics for mobile computers
- VisibilityIQ OneCare™ cloud-based view for mobile computers and scanners provides visibility to repair, case management and LifeGuard™ analytics reports



Convincing your customers

Can they afford to miss out on Zebra OneCare™?

With increasing operational reliance on computers, printers, tablets and mobile devices, there are serious implications when support is overlooked. So many issues can disrupt workflow, costing time and money, and impacting SLAs and client relationships.

Reduced battery life, accidental damage, missed operating system updates and security patch updates: all of these can impact device performance and user productivity. Zebra OneCare™ reduces the commercial risks caused by a compromised device.

It Makes Sense To Sell Zebra Services With Your Zebra Devices.

Exclusive Perks With Our Service From the Source Time-Limited Offer

1

Book service revenue on qualifying hardware bought by your customers since January 2023.

2

Get revenue growth without investing in new staff or infrastructure.

3

Your services revenue counts towards your Zebra Rewards² and performance rebate³.

4

You get the credit from the customer while we troubleshoot in the background.

5

It's simple. Book your service sales as usual using any of the applicable SKUs.

To discuss this Service from the Source limited-time offer, just contact your Zebra Channel Account Manager.

Terms and Conditions

- This offer runs from July 1, 2024 to December 31, 2024 and is only available for Zebra OneCare™ 3 Year Essential: Z1AE-XXXXXX-3XXX, Zebra OneCare™ 3 Year Select: Z1AS-XXXXXX-3XXX or Z1AZ-XXXXXX-3XXX, and VisibilityIQ Foresight: ZJAE-XXXXXX-3XXX, ZJAS-XXXXXX-3XXX or ZJAZ-XXXXXX-3XXX.
- This offer can only be used in conjunction with mobile computer and mobile printer hardware devices purchased between January 1, 2023 and May 31, 2024.
- This Limited Time Offer excludes devices that fall under the EOSL (End of Service Life) category as well as Zebra Certified Refurbished devices.
- This offer does not include and cannot be extended to use Zebra OneCare™ Special Value, Zebra OneCare™ Technical Software Support, Zebra OneCare™ Essential 5 Year and Zebra OneCare™ Select 5 Year.

- This limited-time offer can be used with Price Concessions (PC), but not with Deal Registrations (DR).

¹ The \$34,800 revenue example is for illustrative purposes only. Actual earnings vary by region, product and partner categories.

² To be eligible to earn points in the Zebra Rewards program, participants must be registered members of the Zebra PartnerConnect Program and must have accepted the applicable Terms and Conditions.



Contact your Channel Account Manager or the Partner Interaction Center (PIC) with questions.

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