



Cut your Zebra device management costs with Zebra VisibilityIQ™ Foresight

You count on your Zebra mobile computers, scanners and printers to drive employee productivity, data capture accuracy and customer service quality up. But the more mobile devices you deploy, the higher the device management costs — unless you have Zebra's VisibilityIQ Foresight.

With VisibilityIQ Foresight, you'll spend less time managing devices, but have more visibility into more information on the health and utilization of your devices and their batteries all on a single dashboard. Armed with this wealth of data, you can easily and proactively predict and prevent device issues before they result in downtime, instead of react to device problems. Powerful predictive analytics help improve your operations, allowing you to forecast seasonal needs, ensure devices are fully utilized — and more.

VisibilityIQ Foresight pays for itself quickly by reducing the time and cost required to manage your Zebra devices.

The following pages provide the details, illustrating how this powerful device management solution makes sense for mid-size enterprises.

Medium Business Scenario

5,000 Devices | 20 Locations



VisibilityIQ Foresight TCO:

- Pays for itself in **just under one week**
- Saves over **70x** the annual cost of the solution — every year
- **Cuts 44%+** of annual device management costs*

3-YEAR SAVINGS
\$25,384,327

ANNUAL SAVINGS

- \$600,000 Capital expenditure savings
- \$7,861,442 Labor savings

\$8,461,442

ANNUAL SOLUTION COST
\$120,000

Cut annual device management nearly in half
...all for just \$24 per device per year

WITHOUT VisibilityIQ:
\$18,969,231
(\$3,794/device)

\$17,769,231
Labor

\$1,200,000 Capex

WITH VisibilityIQ:
\$10,507,788
(\$2,101/device)

\$9,907,788
Labor

\$600,000 Capex

Criteria	Without VisibilityIQ	With VisibilityIQ
Capex Costs		
Under-utilized devices	\$300,000	\$150,000
Lost and stolen devices	\$900,000	\$450,000
TOTAL CAPEX	\$1,200,000	\$600,000
Labor Costs		
Time spent locating devices	\$62,500	\$37,500
Productivity loss due to unavailable devices	\$519,231	\$86,538
Disruptions due to battery failures	\$7,812,500	\$4,687,500
Productivity loss due to device issue	\$9,375,000	\$4,687,500
VisibilityIQ management	\$0	\$48,750
VisibilityIQ subscription — 3 years	\$0	\$360,000
TOTAL LABOR COSTS	\$17,769,231	\$9,907,788
TOTAL ALL COSTS	\$18,969,231	\$10,507,788

* Please note that the claims and figures presented are based on specific assumptions and are intended for illustrative purposes only. Actual results may vary significantly depending on the unique circumstances and conditions of each organization.

Assumptions

Criteria: Medium Company: 5,000 devices in 20 locations	
Calculations	
Average cost of device*	\$600
Length of VisibilityIQ contract	3 years
Medium Business Scenario: Cost per device per month for VisibilityIQ	\$2.00
Average worker salary	\$50,000
Average IT staff salary	\$65,000
Customer Challenges	
Time spent finding devices	50 minutes per site per week
Productivity lost due to unavailable devices	60 minutes per site per day
Disruption due to battery failures	25 minutes per device per week
Average percentage of under-utilized devices	10%
Lost or stolen devices (annual percentage of devices)	10%
Productivity loss caused by device issues	30 minutes per site per week

* Average cost of device based on Zebra TC2x models. Cost per device is subject to variance.

To explore how much your business will save with VisibilityIQ Foresight,
please reach out to your partner or Zebra representative.



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