

Help your customers get the most out their Zebra devices with the Zebra OneCare™ + VisibilityIQ™ Foresight Package...

...and help yourself to more money.

The #1 reason to sell the Zebra OneCare™ + VisibilityIQ™ Foresight Package with all of your hardware sales:

Customers win with the combination of proactive operational insights and comprehensive device support.

And it's easy. With just one part number you can order both services.



Zebra OneCare™ + Zebra VisibilityIQ Foresight IoT™

How do your customers win?

It's the perfect marriage — a proactive and reactive service in one powerful package.

By selling this combination package to Zebra OneCare Select or Essential prospects, you provide an end-to-end services package that enables Zebra mobile devices to deliver optimal performance — and value.

VisibilityIQ Foresight IoT provides the advanced analytics customers need to identify and resolve potential and emerging device issues before devices and worker productivity is impacted. From a single pane of glass, customers view insights on device inventory status, location, battery health and utilization rates for their entire fleet.

And should device issues arise, Zebra OneCare provides certified repairs with the most comprehensive coverage, right from the source who knows Zebra devices and software better than anyone else.

How do you win?

You have a package to sell that sets you apart from the competition — a combination of services that actually help your customers prevent the need for service.

You help your customers get the most out of their Zebra devices with maximum uptime, delivering many big business benefits.

Now, devices spend more time in the hands of workers. The high cost of unplanned device and worker downtime is reduced. Total cost of ownership is lower, with a faster return on investment. And you helped make all of that possible, increasing customer satisfaction and loyalty.

Your customers get a real deal — the package costs less than the two individual services.

And you put more money in your pocket with every sale.

Sell the Zebra OneCare + VisibilityIQ Foresight Package with all of your hardware sales. It's the fast track to bigger deals, more income — and happier customers.

To find the package, visit www.partnerportal.zebra.com



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FAQs

How does this package enhance current hardware sales?

By combining Zebra OneCare and VisibilityIQ Foresight IoT with hardware sales, we offer customers an enhanced product experience. Zebra OneCare provides exceptional support and service, while VisibilityIQ offers advanced analytics and operational insights, making each hardware sale more valuable.

Are there any specific industries or sectors where this package will be particularly beneficial?

Yes — all of them! But the vertical markets that will benefit the most are those where operational efficiency and device uptime are critical, including retail, healthcare and logistics.

Can existing customers who already have Zebra OneCare order this package? Or is this just for new sales?

In addition to new sales, existing customers with Zebra OneCare are eligible to upgrade to the Zebra OneCare+VisibilityIQ Foresight Package at the point of renewal.

Can partners and resellers offer this package to all customers?

Yes, this package is versatile and beneficial for a wide range of customers, making it an ideal offering for all of our partners and resellers to include in their portfolio.

What are the main benefits of selling this combined services package?

The main benefits include improved service coverage and access to advanced operational insights. VisibilityIQ Foresight IoT enables customers to take proactive steps to help prevent device issues before they impact daily operations. And when a device does need repair, Zebra OneCare provides the comprehensive coverage that allows customers to react quickly to remediate virtually every device issue that arises. The result? The opportunity to differentiate yourself in the market by offering a holistic service that provides a comprehensive approach to mobile device support.

How does this package improve the customer experience?

The package enhances the customer experience by providing robust support through Zebra OneCare and actionable insights via VisibilityIQ Foresight IoT, leading to better device management, reduced downtime, more informed decision-making — and a higher return on investment for Zebra mobile devices.

What term lengths are available for the Zebra OneCare™ and VisibilityIQ™ Package?

Customers can choose contract terms of 3 or 5 years; 1 or 2 year renewals are also available.

How to Order

To order, simply visit **Zebra Solutions Pathway** and search for SKU preface: **ZJ**

