




Unleash Your Profit Potential with Expanded Offerings

Are you providing your clients the complete suite of solutions their business requires? You're already selling Zebra printers. Now, talk to your customers who may benefit from mobile computing technology that will seamlessly integrate with their existing Zebra solutions. Offer more value to your customers while increasing your own potential for long-term, recurring revenue.

Increase your revenue by









10%

when you add another product line to your portfolio.

Why Expand to Sell Mobile Computers?

Your customers need technology built to help businesses thrive. Enhanced mobility, accurate data capture and advanced communication and collaboration capabilities keep operations running. When you sell mobile computers that work seamlessly with Zebra printers, you offer an end-to-end solution that reduces downtime and keeps your clients competitive.

The result? A complete solution for your customers—and increased revenue for you.

 <p>Grow Your Profits</p>	 <p>Establish Recurring Revenue</p>	 <p>Leverage Your Customer Base</p>
<p>Meet quotas faster and increase your revenue.</p>	<p>Build customer loyalty to ensure ongoing sales.</p>	<p>Identify opportunities for improved workflows and additional sales with existing customers.</p>
 <p>Expand Your Roster</p>	 <p>Go Beyond Printers</p>	 <p>Differentiate Your Business</p>
<p>Unlock opportunities to attract new customers.</p>	<p>Add mobile computers that complement your existing printer offerings.</p>	<p>Set yourself apart from competitors with best-in-class Mobility DNA software tools.</p>

Your Fast Track to Ramped Up Revenue

Expand your offerings to include mobile computers to get big results in just a few easy steps.

- 1** **Explore Zebra Mobile Computers**
Connect to our [Partner Gateway](#) to access more information about Zebra's expansive mobile computer portfolio.
- 2** **Explore Incentive Programs**
Visit our [Partner Gateway](#) to learn more about available discounts, rebates, trade-in promotions and more that can promote additional sales opportunities.
- 3** **Talk to Your Customers**
Promote your expanded product offerings with your customers by leveraging co-branded customer-facing assets like fact sheets and infographics.
- 4** **Close the Deal**
Access [Partner Gateway](#) and download the mobile computing portfolio brochure to help identify each customer's unique mobile computing needs, including accessories that ease workflows and enhance productivity on the go.

Sell More. Earn More.

It's All Possible with Zebra

Our commitment to quality extends to our partners to boost your profitability, help you stay informed of new solutions and sales strategies and keep your business growing.

A Global Leader

- #1 in rugged mobile computing
- #1 in barcode printing
- 50+ years of experience empowering workers

Wrap-Around Support

- Robust training ecosystem
- Comprehensive sales training through PartnerConnect
- Co-branding tool to support your business

Trusted Partner

- Ongoing innovation
- \$570M+ annual R&D spend
- ~6,500 patents and counting

Feature-Minded

- Wide range of products across price points
- Backed by a partner you know and trust

Start maximizing your profit today.

Contact your Channel Account Manager (CAM) to begin cross-selling mobile computers.



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