



## Zebra Intelligent Cabinets

This sales tool presents the benefits you'll enjoy as a partner when you sell Zebra Intelligent Cabinets, along with links to training and customer-facing resources to assist in your sales efforts. The 'sister' fact sheet, Why Should You Buy Zebra Intelligent Cabinets, is designed as a handout for your customers at the start of the sales process—it presents the top 5 benefits Zebra Intelligent Cabinets will provide to your customers, along with links to customer-facing sales collateral.

### Optimize how customer assets are stored, tracked and managed.

Customers often don't understand how the storage and accessibility of enterprise mobile devices impact operational efficiencies. If their device storage solution lacks adequate space, security features or a purposeful design, their operations risk increased damages and losses of assets, obstructions to workflows and challenges to overall profits. Optimize how your enterprise mobile devices are not only stored and accessed, but also tracked and managed for the most efficient use of devices and workers with Zebra Intelligent Cabinets.



## Why should you sell Zebra Intelligent Cabinets?

### Top 5 Reseller Benefits

# 1

#### Grow revenue and protect margins.

Grow your revenue and protect your margins by selling both Zebra devices and Zebra Intelligent Cabinets for a more comprehensive customer solution. Zebra Intelligent Cabinets provides a number of offerings and customizable options to fit the unique needs of all customers using Zebra devices. While increasing revenue now, you will also be extending the potential for future sales in the long-term.

# 2

#### Expand customer engagement opportunities.

When you provide Zebra Intelligent Cabinets, you will be expanding your customer engagement opportunities by becoming a one-stop shop for maximizing the performance of Zebra mobile devices in your customers' operations, as well as streamlining their workflows. Go beyond selling devices only. Increase your offerings to include Zebra Intelligent Cabinets as an impactful value add-on that can deepen customer relationships.

# 3

#### Access rapid quotation and order management.

Zebra Intelligent Cabinets is an end-to-end solution. Partners access a rapid quotation process and an easy order management process. With easy quotes and ordering, you have the opportunity to customize a new concept for each and every customer to help them meet their device storage, security, management and maintenance needs.

# 4

#### Benefit from competitive pricing and global supplier.

Zebra offers competitive pricing via Zebra's global buying power, giving you the benefits of cost savings and profitable margins. With our competitive pricing, Zebra Intelligent Cabinets offers you the ability to move from a commodity-sales model to a customer-focused and outcome-based engagement. And with every engagement, you are leaving your brand as a constant reminder of your customer commitment.

# 5

#### Rely on Zebra's quality assurance.

Combine Zebra Signature Services with your own services. Zebra Signature Services provide program management, deployment and learning services to ensure best use of your solution. Additionally, to optimize customer devices and operational performance, leverage VisibilityIQ™ for a single pane of glass to monitor Zebra device behavior, and Zebra OneCare® for ongoing technical support.

## Reseller Resources

### Target Markets

#### Healthcare

- Hospital storage rooms
- Nurse stations
- Laboratory/pharmacy areas
- Device fleet management

#### Warehouse

- Storage and stocking area
- Courier and logistics
- Picking and packing
- Inventory management

#### Retail

- E-commerce
- Distribution centers
- Back of store

#### Transportation & Logistics

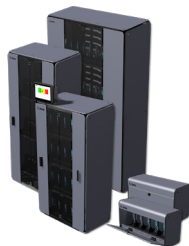
- Postal and courier
- Device fleet management

### Sales Resources

- [Why Should You Buy](#)
- [Master Presentation](#)
- [FAQs](#)
- [Partner Portal](#)

## Standardized Modular Portfolio

## Custom Portfolio



### Zebra Access Management System (ZAMS)

### Cabinets

### Cradle Lock

### Racks

### Carts

- Regulate device access by authorized personnel
- Manage and update devices
- Optimize workflows
- Charge and monitor battery life
- Real-time asset and user management
- Enhanced reporting

- Enhanced security options
- Zebra Access Management System™
- Reduction in device losses and damages
- Dashboard reporting
- Battery charge status
- Optimized workflows with quick access to devices

- Mechanical locking for security, accountability
- Zebra Access Management System™
- Reduction in device losses and damages
- Battery charge status
- Compatible with Zebra Intelligent Racks and Cabinets

- Consolidated access
- Multiple device configurations

- Customer specific use cases and projects
- Tailored solutions based on customers' unique environments
- Accelerates workflow automation and efficiencies
- Primary use cases in Warehouse/Distribution
- Proven track record of design, deployment, integration, adoption and lifecycle management for over 15 years



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