SELLER'S GUIDE TO
WAREHOUSE MOBILITY

Here at ScanSource, we view our customers as "partners"—because we want to be your partner in business. We are only successful if you're successful, so we've created a guide to help make selling our mobility products easier for you!

On the next page, you'll find some qualifying questions to help you get to the heart of your customers' mobility needs. These questions were curated from our tech experts based on their conversations with suppliers, our internal sales teams, and partners to help you make the most of your conversations with potential customers and boost your chances of converting them into sales! You can use these to guide your conversations—and if you need additional help or resources, our teams are always here to help!

SOFTWARE

1. Is there a need for check-in/check-out kiosks for employees and/or visitors?

2. Is there a need for automated temperature scanning for employees and/or visitors?

3. Should data from the above be stored and recorded, or discarded?

4. How are you tracking your assets—such as pallets/goods/inventory management— today?

5. What types of mobile devices are being used today (i.e. Android, IOS, etc.), how do they connect, and how are they secured?

6. Is there a need to create a warehouse Wi-Fi/Cellular Data network that would require an on-site survey?

7. Is there currently a climate control/HVAC/ IoT/sensor platform?

8. Are there any repetitive tasks that you would like to automate?

9. Is there a need for kiosks throughout the warehouse for first aid and hand sanitation?

10. What are you using for MDM today?

11. Are you using virtual desktops at all?

HARDWARE

1. Does your wireless network provide coverage for each device use case?

2. What Operating System would you need to be integrated into your WMS?

3. Where will the device be in use (forklift, manual picker, scanner, shipping)?

4. Does the environment call for a rugged mobile device?

5. What type of scanner is preferred or needed for your warehouse?

6. Do you have a need for access control to protect sensitive areas?

7. Are you interested in employing biometric access for your staff to use rather than the typical access cards?

8. When was the last time you had a video surveillance analysis?

9. Are you familiar with wearable computers for productivity enhancement? For example, the Zebra HD4000 or the RealWear HMT-1?

10. Will your staff be printing from mobile devices? If so, printer selection is based on type, size, and quantity needed.

For more guidance on making the most of your customer conversations, visit our landing page at ScanSource.com/Mobility.

Thank you to our sponsoring suppliers