



THE HC20/HC50: THE TOP 5 REASONS TO SELL

This sales tool presents the benefits you'll enjoy as a partner when you sell the HC20 and HC50 Healthcare Mobile Computers, along with links to training and customer-facing resources to assist in your sales efforts.

A NEW GENERATION OF COST-EFFECTIVE MOBILE COMPUTERS BUILT FOR HEALTHCARE

Designed from the ground up to meet the needs of our healthcare customers and partners, the HC20/HC50 empowers clinical and non-clinical workers to improve efficiency, task accuracy and patient outcomes. This series offers the perfect balance of ergonomics, features and cost — a pocketable device that is easy to carry, easy to use, easy to disinfect and easy to manage. No matter what role workers play — from clinicians to ancillary healthcare staff — the HC20/HC50 has the right technology solution for their specific needs and workflow.



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CAPTURE
YOUR EDGE

WHY SHOULD YOU SELL THE HC20/HC50?

TOP 5 RESELLER BENEFITS

1

Own the whole healthcare system.

Sales opportunities aren't limited to clinical staff. The HC20/HC50 offers the right technology solution for a broad range of healthcare workers — from clinicians to ancillary healthcare staff like patient transport and food services. You can bracket the market by offering the Enterprise HC50 and Essential HC20. With tiered models and a cost-effective price point, healthcare organizations can equip each user with the right device and feature set for their needs — while getting all the benefits of a common product family.

2

Win against consumer smartphones.

Healthcare customers might be tempted by the low upfront cost of a consumer smartphone, but it's easy to show how the HC20/HC50 makes more business sense. These devices are built for healthcare enterprises from the inside out. Disinfectant ready plastics in healthcare friendly blue and white colors will hold up to frequent cleaning. With long and predictable lifecycles, customers won't be forced to upgrade to a new model before they're ready. And with removable or hot-swappable batteries¹, devices can stay in use around-the-clock.

3

Offer exactly what your customers want.

Every aspect of the HC20/HC50 has been purpose built based on deep collaboration with our healthcare customers worldwide. These devices offer the same great features of Zebra's healthcare portfolio, but in a thinner, lighter form factor that today's healthcare workers want. The HC20/HC50 has been completely streamlined from the ground up. Edge-to-edge technology maximizes screen-to-body ratio — resulting in a large 6 in. FHD+ display without a significantly larger device.

4

Ready for today and tomorrow.

Healthcare organizations need solutions that challenges and serve their workflows for years to come. Qualcomm's latest platform can power all of today's healthcare applications, as well as whatever comes next. Support through Android 16 ensures forward compatibility with future versions of Android. Future-ready connectivity, including Wi-Fi 6E², provides increased bandwidth and lower latency, enabling advanced ARCore based applications and a greater number of connected devices.

5

Expand device value and revenue opportunities with Zebra solutions.

Combine devices with a Connect Cradle to create a fully-featured mobile-driven workstation at nurses stations, on portable 'computers on wheels', ward hubs and more.³ Zebra's Workcloud Communication suite offers PTT, PBX and secure text. Plus, Workcloud Manager gives staff the ability to cover multiple roles and departments, simply by accessing preset profiles on their devices. And a BLE beacon battery works with Zebra's Device Tracker⁴ to dramatically reduce device loss.

RESELLER RESOURCES

TARGET END USERS

Non-clinical

- Environmental health
- Facilities management
- Patient transport
- Materials management
- Food services
- Engineering and security
- And more

Clinical

- Nurses
- Physicians
- Therapists
- Lab/Pharmacist technicians
- Phlebotomists
- Nutritionists
- Behavior health specialists
- And more

SALES RESOURCES

The Source (for internal Zebra only)

Partner Gateway

- HC20/HC50 Datasheet
- HC20/HC50 Battlecard
- HC20/HC50 Selling Guide and Customer Presentation
- HC20/HC50 Product Overview Brochure
- Healthcare Practical Portfolio Positioning Guide



For Internal Use by
PartnerConnect Members Only

- 1. True hot swap available on HC50 only
- 2. Wi-Fi 6E available on HC20 Series with Enterprise license upgrade
- 3. The HC20 requires a Mobility DNA Enterprise license to support Workstation Connect
- 4. Device Tracker is optional, available for purchase for the HC20/HC50



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