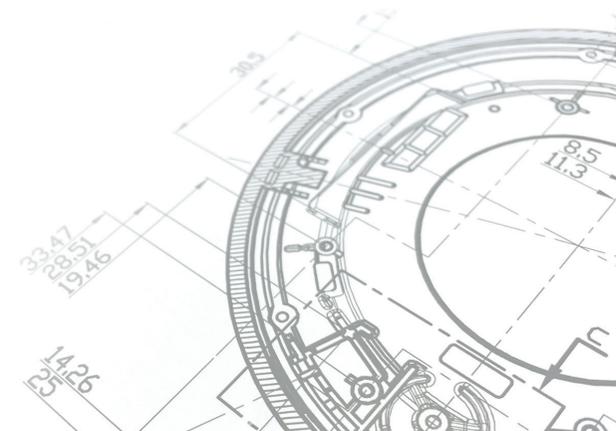




Warehouse use case opportunity

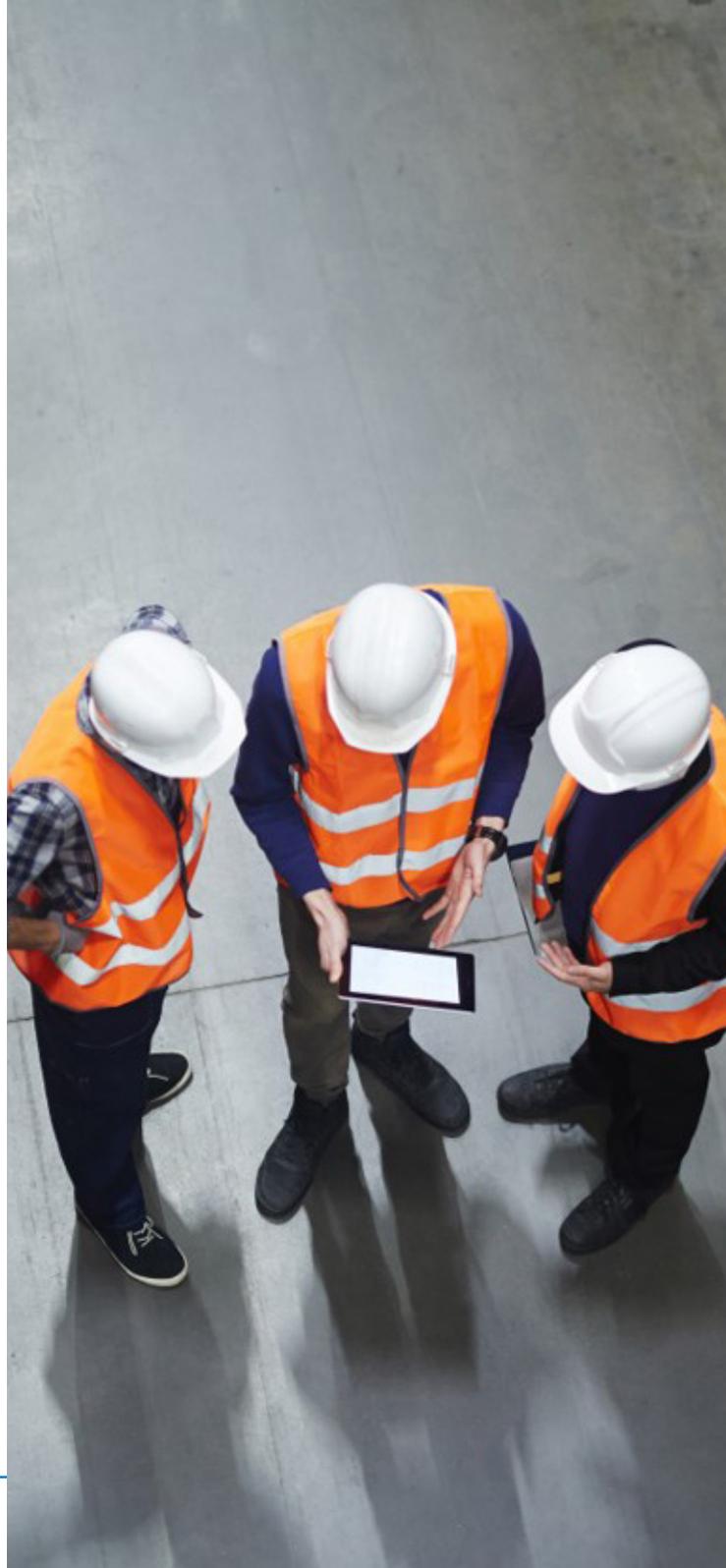
GN Making Life Sound Better
FOR 150 YEARS





Warehouse - an opportunity for you

BlueParrott offers audio solutions for a high-noise warehouse environment. Providing the customer with new voice picking solution, scaling and supporting across NA and globally.



Who?

A global construction, energy, and transportation manufacturer with 98,000 employees worldwide and a strong focus on sustainability.

Focus area of the business

Supply chain
The warehouse

What was their challenge?

Upgrade supply chain management with a new solution that could:

-  Scale across their national and global locations
-  Work with both handheld 'push to talk' devices and Bluetooth headsets
-  Provide good quality sound in a high-noise busy environment
-  Improve warehouse efficiencies by fulfilling orders faster, with fewer hands, and less errors.

What was the solution?

Headsets - upgrade from BlueParrott corded to BlueParrott B350-XT Bluetooth 500 Headsets USA split between locations; 1500 headsets for Global locations.

Hardware - migrating to Zebra TC70s for hardware

Voice platform - moving from Lucas Jennifer to TopVox Lydia Voice





Warehouse

– how was it sold?



What was the approach?

Worked hand in hand with the partner and Zebra to bring the right solution to the customer.



How does BlueParrott B350-XT solve it?

- Proven durable and reliable within a test environment.
- Able to withstand use and perform reliably in noisy industrial environments
- Can last a full day on a single charge
- Does not require use of expensive spare batteries or charging stands
- BlueParrott B350-XT ensures capability with warehouse picking hardware and software via extensive interoperability testing



What also helped the customer decide?

- BlueParrott corded headsets were included with a previously deployed voice pick software solution (Lucas).
- Positive track record encouraged the company to evaluate BlueParrott with next-generation voice pick solution being considered for global deployment.
- BlueParrott able to leverage extensive Zebra experience deploying Bluetooth solutions into large enterprises

Objection Handling



OBJECTION

Reliable battery life was a concern with a competitive product featuring replaceable battery.



RESPONSE

The customer is keeping portable power units on-charge and ready to use should a headset get low in power. Picker can grab a portable power and recharge their headset while they continue to work.



What's next?

Does this scenario sound familiar with your customers?

Speak to a member of the team to win BIG in warehouse with BlueParrott