

BOOST RECURRING REVENUE WITH ZEBRA SERVICES AND SUPPLIES



SERVICES

Today's disruptive market conditions, emerging IT trends, and rising consumer expectations leave no room for downtime. Your customers require their devices to be up and running, and deployed and connected, to run their businesses. Leverage Zebra's expertise to help your customers find services solutions that meet their needs.

5 ZEBRA SERVICES THAT CAN ELEVATE BUSINESS



1. Zebra OneCare®

Give customers essential features, plus add-on options to fit specific needs—while minimizing unbudgeted repair expenses through various levels of service such as:

- Premier
- Essential
- Select
- Special Value
- On-Site Support
- Technical and Software Support



2. Visibility IQ™

Give your customers the clear, comprehensive device data they need to track performance—and make informed decisions regarding next steps and operation upgrades.

Your customers can opt in to:

- VisibilityIQ™ Foresight
- VisibilityIQ™ DNA
- VisibilityIQ™ OneCare



3. Professional Services

Zebra Professional Services are constantly working to optimize business today—and anticipate the needs of tomorrow—with technology designed to assess, plan, and deploy next-generation solutions.



4. Signature Services

Your customers will see returns from Intelligent Edge solutions before their competitors do, presenting a new revenue stream for eligible Zebra partners, with data insights from the edge of the network.



5. Smart Solutions IES—Workforce Connect™

Connect teammates instantly, access critical data, field voice calls, and manage work remotely with push-to-talk and text messaging.

SUPPLIES

Inadequate supplies can grate on printheads, cause sticky situations, and create workflow issues. Zebra Certified Supplies are scientifically designed and rigorously tested to work with Zebra printers for a perfect match.

5 WAYS ZEBRA CERTIFIED SUPPLIES ELEVATE BUSINESS



1. Generate a consistent revenue stream

Customers spend 3-10 times more on supplies than the one-time cost of a printer. A printer's lifecycle opens a 5- to 10-year opportunity for you to sell supplies to your customers.



2. Improve your customers' operations

Boost productivity and printer uptime while decreasing total cost of ownership with Zebra Certified Supplies.



3. Identify additional opportunities

Zebra supplies create future sales opportunities, such as printer refresh and add-on cross-portfolio sales.



4. Differentiate & cultivate long-term relationships

Provide quick quotes and ship supplies immediately with Zebra's ZipShip service.



5. Leverage unmatched sales tools & resources

Use Zebra's Supplies Education Platform, Supplies Hub, sample program, webinars, training, and more!

READY TO REV UP YOUR RECURRING REVENUE?

5x

Remember: It costs 5 times as much to bring in a new customer as it does to sell to the customers you already have. How do you stay relevant to your customers? Supplies not only drive recurring revenue, but also boost your customer relationships and keep them coming back.

The more Zebra supplies and services your customers invest in, the less downtime and more return on investment they'll see. Be that trusted supplier by creating the business partnership your customer needs to thrive-with Zebra!



For more information, contact your ScanSource Business Development Manager or Sales Rep at 800.944.2432!

