



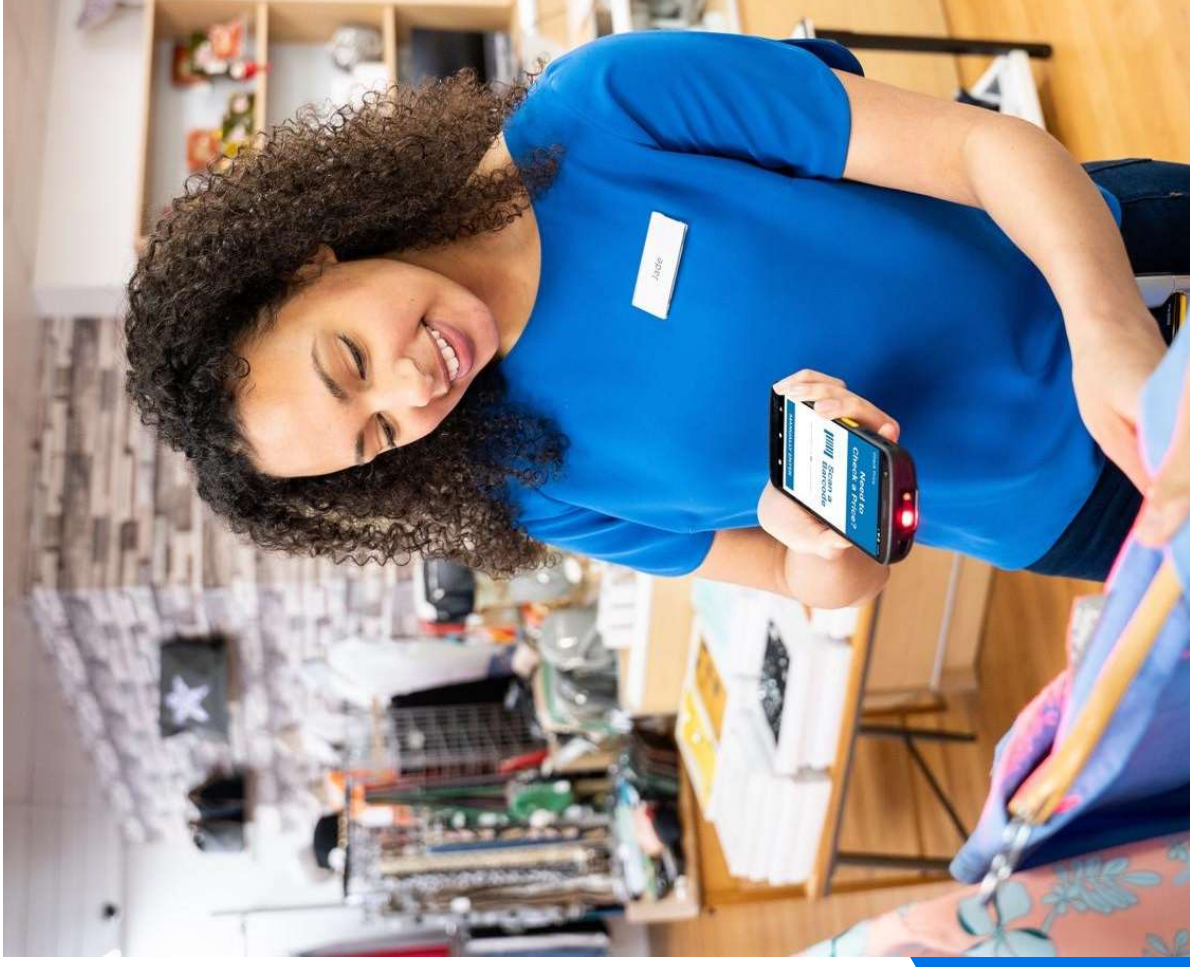
TC22/TC27 Mobile Computer

SELLING GUIDE

May 05, 2023



For Internal Use by
PartnerConnect Members Only





Overview

What is the TC22/TC27?

“Big business” features for small businesses

An affordable, built-for-purpose solution for small to mid-sized businesses – just like their larger competitors have

Zebra brand at a superb value

A professional-tier device that delivers Zebra’s world-renowned performance and reliability at an affordable price

Better than a consumer device

Smartphone styling and pricing with the big business features that boost productivity and customer service quality



TC22/TC27

The TC22/TC27 builds on the highly successful TC2x Series to deliver the best of all worlds — smartphone styling and pricing, with big business features

- Next generation, faster Qualcomm multi-core processor
- A bigger, brighter 6 in. FHD+ display
- Faster, future-proof wireless connectivity with 5G, Private 5G, Wi-Fi 6/6E and CBRS*
- A choice of data capture imagers for faster barcode scanning: SE4710 1D/2D Scan Engine or SE55 Advanced Range Scan Engine with IntelliFocus™
- Thinner, ergonomic design — yet more rugged
- Innovative expandable solutions — from mobile-driven workstation to hybrid Point of Sale, RFID and mobile payment solutions
- Ready for the world of contactless transactions, including Apple VAS, Google Smart Tap and tap to pay
- And more...



Opportunities



Small to mid-sized businesses

SMBs know their current tools are suboptimal but think they can't afford the enterprise built-for-purpose solutions that their larger competitors have.

The TC22/TC27 provides smartphone styling and pricing, with the big business features that boost productivity and customer service quality – so SMBs have the same capabilities as their larger competitors.



Refresh TC2x Series install base

The TC2x Series is Zebra's fastest growing product line in one of the fastest growing market segments.

There is a significant opportunity to upgrade these accounts, and customers will benefit from the latest technologies (e.g. faster wireless, larger screen, newer processor) along with expanded use cases (e.g. mobile wallet support, Workstation Connect, advanced range scanning).



Global end users/Tier 1 accounts

There are large customers who typically buy TC7x/TC5x devices, but also have a need for a value-tier device for their seasonal, contractors and temporary employees. These accounts may be buying smartphones to address these needs.

For those customers who deploy multiple Zebra products, TC22/TC27 provides a consistent user experience, product staging/deployment, MDM management — as well as the same processor family and software support as the TC53/TC58 and TC73/TC78.

Portfolio Positioning



A Mobile Computer for Every Need



TC22/TC27

6 in. display
Built for small and big business
Upgradable to Android 16



Professional
●●●



TC53/TC58

6 in. display
Rugged performance for all uses
Upgradable to Android 16



Enterprise
●●●



TC73/TC78

6 in. display
Ultra-rugged for the harshest environments
Upgradable to Android 16



Performance
●●●



TC21/TC26

5 in. display
Built for small and big business
Upgradable to Android 14



Professional
●●●



EC50/EC55

5 in. display
Thinnest and lightest
Individually assigned
Upgradable to Android 14



Enterprise
●●●



TC52x/TC57x/ TC52ax

5 in. display
Rugged for all uses
Upgradable to Android 14



Enterprise
●●●



TC72/TC77

4.7 in. display
Ultra-rugged environments
Upgradable to Android 14



Performance
●●●

Zebra Mobile Computer Portfolio

							
	Professional	Professional	Enterprise	Enterprise	Enterprise	Performance	Performance
Rugged	IP67 4 ft./1.2 m per MIL-STD-810G <u>WITH PROTECTIVE BOOT:</u> Multiple 5 ft./1.5 m drops to concrete with rugged boot accessory 550 1.6 ft./0.5 m tumbles	IP68 and IP65 4.5 ft./1.3 m to tile over concrete across operating temp. range per MIL-STD 810H 500 1.6 ft./0.5 m tumbles <u>WITH PROTECTIVE BOOT:</u> 5 ft./1.5 m drops to concrete across operating temp. range per MIL-STD-810H 500 3.3 ft./1.0 m tumbles	IP67 4 ft./1.2 m per MIL-STD-810G 300 1.6 ft./0.5 m tumbles <u>WITH PROTECTIVE BOOT:</u> Multiple 5 ft./1.5 m drops to concrete across operating temp. range 500 1.6 ft./0.5 m tumbles	IP68 and IP65 4 ft./1.2 m to tile over concrete per MIL-STD-810G 500 1.6 ft./0.5 m tumbles <u>WITH PROTECTIVE BOOT:</u> Multiple 6 ft./1.8 m drops to concrete	IP68 and IP65 5 ft./1.5 m to tile over concrete per MIL-STD-810G 1,000 1.6 ft./0.5 m tumbles <u>WITH PROTECTIVE BOOT:</u> Multiple 6 ft./1.8 m drops to concrete across operating temp. range 1,000 3.3 ft./1.0 m tumbles	IP68 and IP65 6 ft./1.8 m to concrete across operating temperature range 8 ft./2.4 m to concrete at room temperature 2,000 3.3 ft./1.0 m tumbles	IP68 and IP65 8 ft./2.4 m to concrete across operating temperature range 10 ft./3.05 m to concrete at room temperature 2,000 3.3 ft./1.0 m tumbles
Scan Engine	Base model (no scan engine option); SE4100; SE4710	SE4710; SE55 1D/2D Advanced Range Scan Engine with IntelliFocus™ technology	Base model (no scan engine option); SE4100	All models: SE4720 TC52ax; SE55 1D/2D Advanced Range Scan Engine with IntelliFocus™ technology	SE4720; SE55 1D/2D Advanced Range Scan Engine with IntelliFocus™ technology	SE4770; SE4750	SE4770; SE55 1D/2D Advanced Range Scan Engine with IntelliFocus™ technology

Zebra Mobile Computer Portfolio

	 TC21/TC26  TC22/TC27  EC50/EC55  TC52ax/TC52x/ TC57x  TC53/TC58  TC72/TC77  TC73/TC78							
	Professional	Professional	Enterprise	Enterprise	Enterprise	Performance	Performance	
Battery	3100 mAh PowerPrecision; 5400 mAh PowerPrecision	3800 mAh PowerPrecision; 5200 mAh PowerPrecision; 3800 mAh PowerPrecision BLE	3060 mAh PowerPrecision; 4180 mAh PowerPrecision	4150 mAh PowerPrecision+; 4150 mAh PowerPrecision+ BLE	4400 mAh PowerPrecision+; 6600 mAh PowerPrecision+; 4400 mAh PowerPrecision+ wireless charge; 4400 mAh PowerPrecision+ BLE	4260 mAh PowerPrecision+	4400 mAh PowerPrecision+; 6600 mAh PowerPrecision+; 4400 mAh PowerPrecision+ wireless charge; 4400 mAh PowerPrecision+ BLE	
Battery Features	Removable, fast charge	Removable, fast charge	Replaceable, fast charge	Warm swap, fast charge	Warm swap (standard); hot swap (premium); fast charge	Warm swap	Warm swap (standard); hot swap (premium); fast charge	
Camera	5 MP front, 13 MP rear	5 MP front, 16 MP rear	5 MP front, 13 MP rear	5 MP front, 13 MP rear; PDAF (TC52ax)	8 MP front, 16 MP rear; OIS (premium models)	5 MP front, 13 MP rear	8 MP front, 16 MP rear; OIS (premium models)	
Operating System	Upgradable to Android 14	Upgradable to Android 16	Upgradable to Android 14	Upgradable to Android 14	Upgradable to Android 16	Upgradable to Android 14	Upgradable to Android 16	
Lifecycle	3 + 3	3 + 3	4 + 4	4 + 4	4 + 4	5 + 5	5 + 5	



Upgrade Opportunity

Why upgrade?

TC22/TC27 is the third generation of the successful TC2x Series, after the TC20/TC25 and TC21/TC26. It offers the latest technology, while continuing the TC2x's legacy of providing enterprise functionality at a superb value.



Newer, faster platform

Next generation processor delivers twice the performance of the prior generation*

Faster cellular wireless

30-50x less cellular latency and 100x more throughput with 5G

20% larger display

More screen real estate with 6 in. FHD+ display

More expandable

Innovative expandable solutions — from mobile workstation to payment solutions

Better scanning performance

Including configurations with SE4710 1D/2D Scan Engine and SE55 Advanced Range Scan Engine with IntelliFocus™

Faster, better Wi-Fi

4x the bandwidth, 4x higher capacity and 75 percent lower latency with Wi-Fi 6E

New Optimized Design

Thinner, tougher and more screen real estate compared with TC21/TC26

TC21/TC26



TC22/TC27



20% larger screen area

6 in. FHD+ display lets workers see more information with less scrolling

10% thinner

Thinner grip area ensures worker comfort

Larger, brighter feedback LED

Easily get scan confirmation in any lighting condition

Larger, well-positioned side keys

are easy to actuate the first time, every time — even with gloves

Contoured surface sides and back

Reduces pressure points — ensures a more secure and comfortable grip for any sized hand

Sculpted lower bumpers

Device rests comfortably in the hand

Upgrade opportunity

Feature	TC22/TC27	TC21/TC26	Improvements
Physical Characteristics			
Dimensions	6.5 in. x 3.0 in. x 0.49 in. 165 mm x 76.3 mm x 12.5 mm	6.22 in. x 3.11 in. x 0.54 in. 158 mm x 79 mm x 13.7 mm	The TC22/TC27 delivers superior ergonomics for better user comfort and satisfaction. It is roughly the same width as the TC21/TC26 even with the larger display. And the TC22/TC27 is 10% thinner than the TC21/TC26, with contoured surfaces that reduce pressure points and provide a more secure and comfortable grip for any size hand.
Weight	8.32 oz/236 g	8.32 oz/236 g	Even with the larger display, the TC22/TC27 is comparable in weight to the TC21/TC26.
Display	6.0 in. Full HD+ (1080 x 2160)	5.0 in. HD (1280 x 720)	With a 20% larger display, the TC22/TC27 shows more information in a single view, resulting in less scrolling and better productivity. The higher resolution improves the user experience – screens are crisp and easy to read.

Upgrade opportunity

Feature	TC22/TC27	TC21/TC26	Improvements
Performance Characteristics			
Operating System	Upgradable to A16	Upgradable to A14	Support through Android 16 offers a superior roadmap and investment protection.
Processor	Qualcomm® QLCM 5430 2.1 GHz multi-core	Qualcomm® SD660 1.8 or 2.2 GHz octa-core	The next generation Qualcomm processor delivers twice the performance of the prior generation TC21/TC26 (per AnTuTu scores). It transforms the connectivity experience with its high-level performance, premium 5G and Wi-Fi 6/6E multi-gigabit support and ultra-low latency, powering the seamless connections workers need to maximize device value and productivity. The QLCM 5430 is part of the same family of processors powering Zebra's newest mobile computers, including the TC53/TC58 and TC73/TC78, making it easy to deploy applications across devices.
Memory	6 GB RAM/64 GB Flash 8 GB RAM/128 GB Flash	3 GB RAM/32 GB Flash 4 GB RAM/64 GB Flash	8 GB RAM can power more simultaneous applications, while 64 or 128 GB of storage allows more data to be stored locally.

Upgrade opportunity

Feature	TC22/TC27	TC21/TC26	Improvements
Data Capture			
Barcode Scanner	SE4710 1D/2D scan engine or SE55 Advance Range scan engine with IntelliFocus™ technology	SE4100; SE4710; camera scanning (SKU dependent)	The SE55 scan engine provides a superior working range, intelligently adjusting to quickly capture barcodes in hand or across the room.
Rear Camera	16 MP	13 MP	The TC22/TC27 has a higher resolution rear camera for improved image quality.
Front Camera	5 MP	5 MP (optional)	The front facing camera is standard on all TC22/TC27 configurations. Video calls have become a vital part of today's business workflow, offering a more collaborative, cost-effective and personal way of communicating with customers, colleagues and other stakeholders.
Mobile Wallet Support	Yes Certified Apple VAS Google Smart Tap	Yes Certified Apple VAS Google Smart Tap (available on select SKUs)	Workers can easily read contactless passes, including event tickets, transit cards, loyalty cards gift cards and boarding passes stored in Apple or Google wallets on consumer smart phones. Ideal for hospitality and entertainment use cases where customers store tickets in their phone's mobile wallet.

Upgrade opportunity

Feature	TC22/TC27	TC21/TC26	Improvements
Environmental			
Drop Spec	4.5 ft/1.3 m drops to tile over concrete across operating temperature range per MIL-STD 810H 5 ft./1.5 m drops to concrete across operating temperature range per MIL-STD-810H with optional protective boot	4 ft./1.2 m drops to concrete across operating temperature range per MIL-STD-810G 5 ft./1.5 m drops to concrete per MIL-STD-810G with optional protective boot	The TC22/TC27 supports higher drop and tumble specifications, improving ruggedness.
Tumble Spec	500 tumbles, 1.6 ft./0.5 m; 500 tumbles, 3.3 ft./1.0 m with optional protective boot	550 tumbles, 1.6 ft./0.5 m with optional protective boot	
Sealing	IP68 and IP65	IP67	IP68 sealing increases the duration and depth of the water submersion test, while IP65 protects against jetting water.

Upgrade opportunity

Feature	TC22/TC27	TC21/TC26	Improvements
Connectivity			
WWAN	5G (TC27)	4G LTE (TC26)	Support for 5G gives workers access to faster cellular speeds and helps future-proof a TC27 purchase. 5G enables faster downloads, lower latency, along with better signal quality and strength to maximize productivity in the field. 5G support is ideal to prevent loss in productivity caused by unexpected connection drops and to improve networking communication for apps and ARCore solutions.
Private 5G and CBRS	Yes (TC27)	CBRS only (TC26 CBRS model)	The TC27 can connect to private 5G/LTE networks, and the CBRS band in the U.S., enabling cost-effective, highly reliable wireless connectivity in large facilities (ports, yards, etc.).
Wi-Fi	Wi-Fi 6/Wi-Fi 6E* * Wi-Fi 6E requires Mobility DNA Enterprise license upgrade	Wi-Fi 5	Support for Wi-Fi 6E with the new 6 GHz band offers the fastest Wi-Fi available and helps future-proof a TC22/TC27 purchase. Wi-Fi 6E offers 4x the bandwidth, 4x higher capacity and 75 percent lower latency than Wi-Fi 5.

Upgrade opportunity

Feature	TC22/TC27	TC21/TC26	Improvements
Connectivity (continued)			
Bluetooth	BT 5.2	BT 5.0	Bluetooth v5.2 offers better audio quality, lower power requirements and flexible connectivity options
USB	USB 3.1	USB 2.0	USB 3.1 transfers data up to 10 Gbps, while USB 2.0 operates at a maximum of 480 Mbps – enabling faster data transfers.
Power			
Battery Options	Standard: 3800 mAh Extended: 5200 mAh BLE: 3800 mAh with BLE beacon	Standard: 3200 mAh Extended: 5260 mAh	The TC22/TC27 has a higher capacity standard battery than its predecessor and adds an optional BLE battery that works with Zebra's Device Tracker (a Mobility DNA application) to enable users to locate devices that are powered off or out of power.