VC8300 SERIES | **ET60/ET65** | **ET80/ET85**

Sales Made Simple

Successfully Position Zebra's Vehicle-Mounted Portfolio for Material Handling Vehicles

A practical guide to selling Zebra's vehicle-mounted mobile computers and rugged tablets

When it comes to enabling mobility in material handling vehicles in warehouses, ports, yards and more, you can choose from two different types of products — purpose-built fixed vehicle-mounted mobile computers or rugged tablets mounted in a vehicle dock. How do you know which device is the right solution for each customer opportunity? This guide helps answer that question by providing you with the knowledge you need to confidently recommend the right product — and win the sale.

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The Zebra Rugged Vehicle-Mounted Mobile Computing Portfolio

VC8300 8-Inch

Ultra-rugged Android keyboard/touch vehicle mount mobile computer

Up to Android 14	8 in. WXGA	Ultra-rugged	Freezer-ready
Wi-Fi 5	Integrated keyboard		

VC8300 10-Inch

Ultra-rugged Android all-touch vehicle mount mobile computer

Up to Android 14	10 in. XGA	Ultra-rugged	Freezer-ready	Wi-Fi 5

ET60/ET65

Rugged and versatile Android business tablets

Up to Android 16	10 in. WUXGA	Ultra-rugged	Freezer-ready (ET60)
Wi-Fi 6E	5G (ET65)		

ET80/ET85

Large screen rugged Windows tablets

Windows 11 Professional	12 in. QHD	Ultra-rugged	Wi-Fi 6E[1]	5G (ET85)

Customer Profiles

Determine when to sell a vehicle mount computer vs. rugged tablet

Criteria	Use a Vehicle Mount Computer when...	Use a Rugged Table when...	
Key factors that will help you define which device is best for a material handling vehicle sales opportunity: a vehicle mount computer or a rugged tablet.	**VC8300 Series** Android Wi-Fi 8 in./10.4 in. display	**ET60/ET65** Android Wi-Fi/Cellular 10.1 in. display	**ET80/ET85** Windows Wi-Fi/Cellular 12 in. display
General	Drop-in replacement for legacy vehicle mount mobile computers	Versatility of a single device than can be used as a vehicle mount computer, handheld tablet or desktop computer (2-in-1)	
Connectivity	Cellular/Private 5G connectivity is not required	Cellular/Private 5G connectivity is required (ET65/ET85) Wi-Fi 6E[1] is preferred or required	
Environmental Factors/Use Cases	Operating in a rugged environment with ramps and bumps Operating in a freezer (condensing) environment A sealed unit is required to withstand high-pressure vehicle hose-downs	Operating in a rugged environment with ramps and bumps Operating in a freezer (condensing) environment (ET60) A sealed unit is required to withstand high-pressure vehicle hose-downs (ET60/ET65)	
Application Requirements	Integrated keyboards are a requirement where there is very limited real estate available on the trucks (VC8300 8-Inch) Workers wear thick gloves; resistive touch screen is preferred (resistive touch screen on VC8300 10-Inch only)	Higher Windows or Android computing performance is required Largest screen size is desired (ET80/ET85) Prefers a device that can be easily undocked from the vehicle and utilized for other use cases from shift to shift	

Positioning Questions

Ask positioning questions to identify which product is right for each sales opportunity

Question	VC8300	ET60/ET65	ET80/ET85
Would you prefer a versatile device that can be redeployed to other workflows?	<u>Not important.</u> We are looking for a fixed solution for our material handling vehicles only.	<u>Very important</u>. Versatile ET60/ET65 and ET80/ET85 tablets can be used as a vehicle mount computer in forklifts, a mobile tablet on the warehouse floor and a desktop computer in the office. There's just one device to purchase and support — simplifying life for IT and giving your operations a new level of adaptability.	
Are you looking for a drop-in replacement for your existing vehicle mount computers?	<u>Yes.</u> We prefer to use the wiring, mounts and accessories of our existing vehicle mount computers. We are looking for a drop-in replacement with as little additional effort as possible.	<u>No.</u> Our priority is to find the best mobility solution for our needs now and in the future, even if it means some additional effort and costs for installation.	
What operating system do you need?	Android, with support up to A14	Android, with support up to A16	Windows 11 Professional 64-bit
Do you need cellular connectivity or private 4G/5G?	<u>Not important</u>. VC8300 is Wi-Fi only.	<u>Crucial.</u> ET65 supports public 5G and private 5G.	<u>Crucial.</u> ET85 supports public 5G and private 5G.
What is your current Wi-Fi protocol — and future plans?	<u>Wi-Fi 5 (802.11ac):</u> We don't plan to migrate to Wi-Fi 6/6E in the foreseeable future.	<u>Wi-Fi 6/6E[1]</u>: We're deploying Wi-Fi 6/6E today or in the near future; we want to take advantage of the faster speeds, reduced latency and greater bandwidth of Wi-Fi 6/6E.	
Do you need to hose down your vehicles?	<u>Yes.</u> With IP66 sealing, the VC8300 can withstand high-pressure vehicle wash downs.	<u>Yes.</u> With IP66 sealing, the ET60/ET65 can withstand high-pressure vehicle wash downs.	<u>Less important.</u> With IP65 sealing, the ET80/ET85 can withstand lower pressure vehicle wash downs.
Do your operators go in and out of freezer environments, where condensation is a factor?	<u>Yes.</u> VC8300 Freezer models offer true frost and condensation free operation with a heated touchpanel, boards, UPS, connectors and more.	<u>Yes.</u> The ET60 Freezer model offers true frost and condensation free operation with a heated touchpanel, keyboard and more.	<u>Not important.</u> While the ET80/ET85 has a wide operating temperature range, it should not be used in heavy condensing conditions.

Positioning Questions (continued)

Question	VC8300	ET60/ET65	ET80/ET85
What level of durability do you need?	**Ultra-rugged:** Dust proof/spray-proof with IP66 sealing; shock and vibration tested for rugged environments; widest operating temperature range	**Ultra-rugged:** Dust proof/spray-proof with IP66 sealing; shock and vibration tested for rugged environments; drop tested (tablet use); widest operating temperature range with extended battery	**Rugged:** Dust proof/spray-proof with IP65 sealing; shock and vibration tested for rugged environments; drop tested (tablet use)
What display features do you need?	VC8300 10-Inch 10.4 in. display (1024x768) 400 NITS — easy to read in most lighting conditions VC8300 8-Inch 8 in. display (1280x720) 1000 NITS — superior visibility outside in bright sunlight and inside in dimly lit aisles Screen ratio is optimized for legacy business applications	10.1 in. display (1920x1200) 1000 NITS — superior visibility outside in bright sunlight and inside in dimly lit aisles	12 in. display (2160x1440) Maximum display size to view maximum information 3:2 aspect ratio— compatible with business applications 800 NITS — good visibility outside in bright sunlight and inside in dimly lit aisles
What level of application performance do you need?	Plenty of processing power for most line of business apps	Maximum Android processing power; supports multiple simultaneous data intensive apps	Maximum Windows processing power; supports multiple simultaneous data intensive apps
Do your workers wear thick gloves, yet still need to interact with the screen?	Very important. The VC8300 10-Inch Freezer model offers a resistive touch screen which works with thick gloves.	Less important. ET60/ET65 and ET80/ET85 have capacitive touch screens. This technology allows for multi-touch inputs and touch gestures, but supports only light gloves or gloves with features for capacitive touch screens.	
Do you need a full integrated keyboard to support data entry, but have very limited space in your vehicles?	Yes. The VC8300 8-Inch offers an integrated full alphanumeric keyboard and can be installed in very space constrained vehicles.	No. The ET60/ET65 and ET80/ET85 with the attachable warehouse keyboard offer a low profile, but do require more space than the VC8300 8-Inch. The ET60/ET65 offers an optimal balance between display size and space requirements in the vehicle.	

Customer profiles

How to best match your customer's profile with the right product

WHEN TO CHOOSE...		
Rugged Vehicle Mount Mobile Computers	**Rugged Tablets**	
VC8300 Series	**ET60/ET65**	**ET80/ET85**
Wants simple installation: no cradle or additional power supply to purchase; legacy vehicle mount computer compatibility — just swap and go	Wants to easily undock and dock for use in and out of the vehicle	
Simple Serial Interface (SSI) support to easily configure an external scanner	Prefers the versatility to use the same device for multiple use cases and environments: vehicle mount, handheld tablet, 2-in-1 desktop	
Has applications that require a physical integrated keyboard that needs to be installed in very space constrained vehicles (VC8300 8-Inch)	Needs cellular connectivity options and the fastest, future-ready wireless connections with Wi-Fi 6E[1]and public/private 5G (5G on ET65/ET85 only)	
Wants to transition to Android but still running Terminal Emulation (TE) apps on Windows CE vehicle mount computers. VC8300 runs TE apps right out of the box for a seamless transition to Android — no modification required (Ivanti Velocity is pre-loaded and pre-licensed)	Has demanding Android apps that need maximum computing power	Needs maximum screen real-estate (12 in.) to support the most content-intensive applications
Has freezer applications	Needs daylight viewable screen for outdoor applications — 1000 nit standard	Has demanding Windows apps that need maximum computing power (i5 and i7 processor options)
Prefers 4:3 screen ratio for easier support of legacy applications	Has freezer applications	Wants the flexibility of a universal docking solution for office and vehicle mount use
Prefers a fixed vehicle mount installation to minimize the risk of theft (tools are required to remove a vehicle mount computer from the fork truck)	Needs a higher drop spec for tablet use (5 ft./1.5 m to concrete)	Needs daylight viewable screen for outdoor applications — 800 nit standard
Requires two serial ports for connecting legacy peripherals	Does not want to purchase, manage or support batteries	Wants security features: facial recognition (standard), CAC Smart Card reader (optional), fingerprint reader (optional)
Workers need to interact with the touch screen while wearing thick gloves (VC8300 10-Inch Freezer models offer a resistive touch screen)	Prefers to keep tablet installed while hosing off the vehicle	Prefers 3:2 screen ratio for easier support of business applications

Features At-a-Glance

Feature	Rugged Vehicle Mount Computers	Rugged Tablets	
	VC8300 Series	**ET60/ET65**	**ET80/ET8**
Durability	IP66 Fork truck Shocks/vibration Freezer (-30° C) Condensing environments	IP66 Fork truck Shocks/vibration Freezer (-30° C) Condensing environments	IP65 Fork truck Shocks/vibration Cooler (-20° C) Non-condensing environments
Scanner Support	External: USB/Bluetooth/ Serial RS232; SSI	Integrated option External: USB/Bluetooth/ Serial RS232; SSI	Integrated option External: USB/Bluetooth
Pre-licensed Terminal Emulation	Yes (Velocity)	Purchasable	Purchasable
Platform	Qualcomm® SD660, 4 GB	Qualcomm® 6490, 8 GB	Up to Intel Core i7, 16 GB
VoIP Support	Optional PTT microphone	Integrated speakers and microphone	Integrated speakers and microphone
Wi-Fi Antenna System	2 x integrated or 2 x external; software switchable	Integrated or antenna pass-through option	Integrated or antenna pass-through option
Cellular	No	5G/4G (ET65 only)	5G/4G (ET85 only)
Integrated Power Supply	12-48 VDC	Additional DC/DC power supply required	Additional DC/DC power supply required

1. ET80/ET85: Windows 11 Pro required for Wi-Fi 6E (6 GHz band); Wi-Fi 6 available with Windows 10.