ZEBRA® PARTNERCONNECT

ZEBRA

Deep Discount Opportunity: Special Pricing Promotion

North America

Get Deep Discounts on Select Zebra Products

With the **Deep Discount Opportunity: Special Pricing Promotion** (the “Discount” or “Promotion”), you can give customers access to select Zebra products and accessories at **significant discounts off list price**. Available through August 28, 2020, this promotion includes discounts on the **B10, ET50/55, MC3190-Z, MC9190-Z, MC3200, MC67, Omnii XT15, Workabout Pro 4, XC6** and **select accessories.**

Don’t miss this opportunity to help your customers capture and exchange business-critical information and take workforce productivity to new levels. With Zebra solutions, your customers can equip their on-the-go workforce with the data and visibility they need for success wherever they are.

Promotion Overview

Discount Period	February 17 – August 28, 2020
Eligibility	All **Zebra® PartnerConnect** program resellers in North America ("Participants")
Product Discounts	**Deep discounts off list price on qualified sales of the following products and accessories. See Appendix for list of all eligible SKUs and specific recommended discount amounts.** • B10 • ET50/55 • MC3190-Z • MC9190-Z • MC3200 • MC67 • Omnii XT15 • Workabout Pro 4 • XC6 • VC70 keyboard • TC8 5 slot charge/ethernet cradle • Quad battery charger Please note: • All sales are final. Orders cannot be cancelled. No returns will be allowed under any circumstances. • Promotion is limited to inventory on hand at Zebra and its Distributors and available while quantities last. • Accessories other than the specified accessories and services are not eligible for this Discount. • All prices listed represent recommended prices only. Final prices to Participants are determined by the Distributors at their sole discretion.
Combination with Other Discounts	The Discount cannot be combined with Deal Registration, Price Concessions or product promotions, solution promotions and any other promotions for the same device.
Product Sourcing	Products should be purchased through distribution.
Participation Process	Channel partners do not need to apply for participation in the Discount. To take advantage of the Discount, Participants must provide the discount code **NADDOPROMO,** along with their PartnerConnect Membership #, to Distributors when placing their order.
Minimum Order Quantities	No minimum quantity is required to receive the Discount.

For More Information

Channel Partner Questions

Participants should contact their Channel Account Manager or distributor for any questions.

Distributor Information

Distributors should visit Partner Gateway and download the Distributor Terms and Processes to view Distributor participation requirements.

Frequently Asked Questions

Q. My company purchases product through a Distributor. How can I determine my final price?

Contact your Distributor for all pricing-related inquiries.

Q: Is there a minimum order quantity for this Discount?

No, but it is limited to inventory on hand and available while quantities last.

Q: Does the Discount apply to orders that I have booked, but have not yet shipped?

Orders must be placed during the Discount Period and shipped by Zebra or the Distributor no later than 30 days after the conclusion of such period. Please note that product supply during the Discount Period is subject to availability.

Q: Can I combine this Discount with other PartnerConnect promotion offerings?

No, this discount cannot be combined with any other offer or incentive.

Q: Are Deal Registration or Price Concession opportunities eligible for the Discount?

No. The Discount cannot be combined with Deal Registration, Price Concessions, product promotions, solution promotions or any other promotions for the same device.

Q: Do I need to provide specific information at the time I place my order?

Yes, when you place your order, you must provide the discount code **NADDOPROMO** along with your PartnerConnect Membership # to be eligible for the discount.

Q: If I have specific questions about the Discount, whom should I contact?

Please contact your Channel Account Manager or Distributor for any questions you may have about the Discount.

Participant Terms

Discount/Promotion Period: February 17 – August 28, 2020

1. In this Discount offered by Zebra Technologies or any of its affiliated companies (referred to throughout this document as “Zebra”), Participant must notify the Distributor, at the time of order, of Discount eligibility by providing the code **NADDOPROMO** for each particular transaction.
2. Participants must provide end-user name, country and zip code information as well as any other sale-out information at the time of order to be eligible to receive the promotional pricing.
3. The Discount is available for orders placed with a Distributor during the Discount Period and shipped no later than 30 days after the conclusion of such period. Product supply during the Discount Period is subject to availability.
4. All prices listed above represent recommended prices only. Distributors are always free to sell at the prices they choose.
5. The Discount cannot be combined with Deal Registration, Price Concessions, product promotions, solution promotions or any other promotions for the same device.
6. The Discount applies to the specific products and accessory specified in the Appendix within this document. Accessories not listed in the Appendix and services sold in conjunction with the products are not eligible for a discount.
7. Unless specifically stated otherwise in this Discount document, the Discount can be combined with any additional discounts that may be available to eligible Participants through a related PartnerConnect specialization.
8. Zebra and its agents have the right to audit, validate, or verify any purchases/sales claimed and serial numbers submitted.
9. Zebra reserves the right to modify, withdraw, or cancel the Discount (in whole or in part) at any time and/or in any geography for any reason or for no reason, without prior notice.

10. Any requests that do not comply with the terms of the Discount will be rejected. The Discount is subject to all local laws and regulations.
11. Based on the Distributor's sales out report validated by Zebra, or on Zebra sales records, if a Participant violates the conditions of the Discount, Zebra or the Distributor (as the case may be) have the right to bill back the difference. Additionally, Zebra may terminate Participant from this Discount and from the PartnerConnect program.

Disputes

THIS PROMOTION IS GOVERNED BY THE LAWS OF THE STATE OF ILLINOIS, WITHOUT RESPECT TO CONFLICT OF LAW PRINCIPLES THEREOF.

As a condition of participating in the Discount, Participant agrees that any and all disputes which cannot be resolved between the parties, and causes of action arising out of or connected with the Discount, shall be resolved individually and Participant hereby irrevocably submits for itself and its property in any legal proceedings relating to the Discount and enforcement of any judgments with respect and in connection thereto, to the exclusive general jurisdiction of the courts of competent jurisdiction located in Lake County, Illinois, U.S., and to the respective appellate courts thereof in connection with any appeal therefrom. Further, in any such dispute, under no circumstances will Participant be permitted to obtain awards for, and hereby waives all rights to claim punitive, incidental, consequential or other damages, including attorneys' fees, other than the fair market value of the units purchased by Participant, and Participant further waives all rights to have damages multiplied or increased and to trial by jury. Under no circumstance will Zebra be liable for any Participant's incidental, consequential, special, punitive, or exemplary damages of any kind, including lost profits, loss of business, or other economic damage arising out of or resulting from Zebra's offering, conducting and/or terminating the Discount or for any amount in excess of the market value of the Zebra product(s) purchased by the applicable Participant hereunder.

Appendix

Eligible Products

Product SKU	List Price	Recommended Price to Reseller
200117 (XC6)	$3,849.00	$2,091.10
200119 (XC6)	$3,849.00	$2,091.10
200121 (XC6)	$3,849.00	$2,091.10
200649 (XC6)	$3,849.00	$2,091.10
200116 (XC6)	$4,447.00	$2,165.90
200688 (XC6)	$5,548.00	$2,725.80
200712 (XC6)	$5,548.00	$2,725.80
200896 (XC6)	$5,548.00	$2,725.80
200257 (B10)	$2,519.00	$1,799.00
201186 (B10)	$2,279.00	$1,699.00
ET50NE-W23E-03	$1,940.00	$941.00
ET50NT-W23E	$1,913.00	$1,056.00
ET55AE-W22E	$1,673.00	$850.00
ET55AT-W23E-US11	$2,273.00	$1,114.00
ET55BE-G15E-00US	$1,472.00	$837.00
ET55BT-L15E-00US	$1,613.00	$850.00

Product SKU	List Price	Recommended Price to Reseller
MC319Z-GI2H24E0E	$3,631.00	$726.00
MC319Z-GI4H24E0E	$3,631.00	$726.00
MC319Z-GI4H24E0G	$3,631.00	$726.00
MC319Z-GI4H24E0W	$3,631.00	$726.00
MC319Z-GL4H24E0E	$3,631.00	$726.00
MC319Z-GL4H24E0W	$3,631.00	$726.00
MC32N0-SL2HAHEIA	$1,763.00	$450.00
MC32N0-SL3HAHEIA	$1,763.00	$450.00
MC32N0-SL3SAHEIA	$1,712.00	$450.00
MC32N0-SL4HAHEIA	$1,763.00	$450.00
MC67NA-PDABAF00500	$2,874.00	$600.00
MC67NA-PDADAB00500	$2,924.00	$600.00
MC919Z-G30SWEQZ1WR	$4,439.00	$887.00
MC919Z-G30SWEQZ2EU	$4,439.00	$887.00
MC919Z-G50SWEQZ1WR	$5,045.00	$1,009.00
MC919Z-GA0SWEQZ1WR	$4,439.00	$887.00
MC919Z-GJ0SWEQZ1WR	$5,045.00	$1,009.00
OB131124C601B132 (XT15)	$4,636.80	$1,331.00
OB13A10030081102 (XT15)	$3,091.20	$887.00
OE331100C00A1102 (XT15)	$3,363.75	$965.00
OE4311E0C0091122 (XT15)	$3,957.15	$1,136.00
OE4311E0C00A1122 (XT15)	$3,957.15	$1,136.00
WA4L11010600120W (WAP4)	$2,623.00	$866.00
WA4L11020100020W (WAP4)	$1,742.00	$575.00
WA4L21000200020W (WAP4)	$2,017.88	$666.00
WA4L21004500020W (WAP4)	$2,642.52	$872.00
WA4L21014100020W (WAP4)	$2,735.24	$903.00
WA4L21030100020W (WAP4)	$2,642.52	$872.00
WA4S21003100020W (WAP4)	$2,590.06	$855.00
WA4S22063100120W (WAP4)	$3,974.76	$1,312.00

Eligible Accessories

Product SKU	List Price	Recommended Price to Reseller
AC18177-5	$541.00	$171.60
CRD-TC8X-5SETH-01	$1,066.00	$173.00
KYBD-QW-VC70-01R	$621.00	$150.00

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