



THE TC8300: THE TOP 5 REASONS TO SELL

This sales tool presents the benefits you'll enjoy as a partner when you sell the TC8300 Touch Computer, along with links to training and customer-facing resources to assist in your sales efforts. The 'sister' fact sheet, Why Should You Buy the TC8300, is designed as a handout for your customers at the start of the sales process—it presents the top 5 benefits the TC8300 will provide to your customers, along with links to customer-facing sales collateral.

THE REVOLUTIONARY ENTERPRISE TOUCH COMPUTER WITH THE ULTIMATE ANDROID PLATFORM

We took the TC8000, the world's most revolutionary enterprise touch computer design and made it better. The TC8300 offers new features that deliver lightning-fast application performance, maximum ease of use, more data capture options, the latest WiFi and Bluetooth technology, more battery power, superior device manageability and much more.



WHY SHOULD YOU SELL THE TC8300?

TOP 5 RESELLER BENEFITS

1

Double-digit productivity gains that sell themselves.

From the back of the warehouse to the retail floor, productivity has never been more important. And with the TC8300, you can give your customers hard proof that they'll enjoy a 14% boost in worker productivity because of the reduction in wrist motion and muscle effort that this innovative design delivers.

2

Give your customers painless migration to Android.

With the phase-out of support for Microsoft mobile operating systems, your customers need to migrate their apps to Android—but are dreading the complexity, time and cost. With the TC8300, migration couldn't be easier—existing TE apps will run on the TC8300 right out of the box. And with Zebra's platform strategy, customers can easily upgrade from the TC8000 to the latest technology with the TC8300—or support a mix of both devices.

3

Value-added Mobility DNA apps no competitive device offers.

The TC8300 offers value-added features that put it at the top of its class. At launch, your customers get a total of 17 unique apps that add new functionality, boost productivity, deliver the easiest-ever device management and simplify app development—and Zebra adds more apps, all the time. And with 13 free apps, 10 of which are pre-loaded, pre-licensed and ready to use right out of the box, your customers get undeniable value and untouchable functionality.

Visit the [Mobility DNA Compatibility Matrix](#) for the most up-to-date list of apps.

4

Future-proofing for future savings.

When you sell the TC8300, you deliver outstanding value. The advanced ultra-rugged design is built to last a minimum of five years. The Qualcomm chipset can run all of your customer's business critical data and voice applications today and tomorrow's cutting-edge apps—including augmented reality. And support for the next two versions of Android provides your customers with the peace of mind that the device they buy today can run the operating systems of tomorrow.

5

Make more money and increase deployment success with optional Zebra Services.

Leverage Zebra's services alongside yours to help integrate, deploy and support your customer's TC8300 solution. Zebra OneCare Support Services deliver unmatched technical support and repair services to help ensure predictable performance and uptime. And with Zebra OneCare Visibility Services, you can establish a comprehensive strategy to monitor, manage and track the utilization and health of devices for better business outcomes and maximum ROI.

RESELLER RESOURCES

TARGET MARKETS

Warehousing/Distribution

- Warehouse/yard management
- Truck unload/load
- Product picking/put-away/replenishment/packing/shipping/returns/EDI transactions

Retail (associates/managers)

- Back-of-store warehouse and inventory management
- Price audits/changes
- Store receiving

Manufacturing

- Inventory management
- Re-work operations
- Supply line replenishment
- Parts tracking
- Maintenance/repair operations
- Receiving/put-away/shipping
- Compliance verification

SALES RESOURCES

[The Source](#) (internal Zebra only)

Partner Gateway

- TC8300 Datasheet
- TC8300 Battlecard
- TC8300 Customer Presentation
- TC8300 Selling Guide Presentation



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