ZEBRA

MC9200

The world's most popular rugged mobile computer for challenging environments

AGENDA

- The business challenge

- The solution: the MC9200

- The applications: what will the MC9200 do for your business?

- A technical look: features and benefits

- Global Services

- Zebra – a true mobility partner

ZEBRA

THE BUSINESS CHALLENGE

WORK ISN'T ALWAYS PRETTY

In extreme, rough and tumble environments, mobile devices are…

- Dropped to concrete floors
- Splashed with water
- Exposed to dust and dirt
- Used in blazing hot and sub-zero temperatures
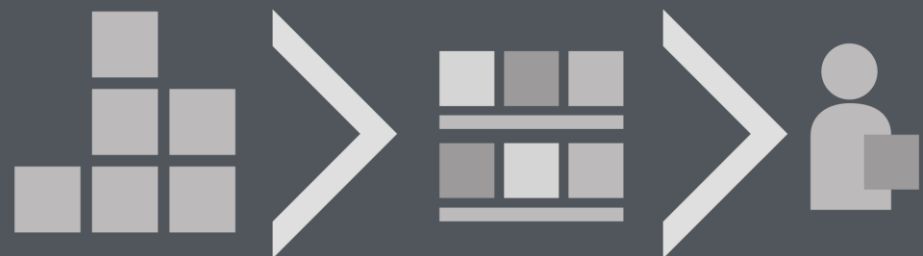
SUPPLY CHAINS ARE MORE COMPLEX THAN EVER BEFORE

- **Omni-channel retailing is giving customers more choices, faster delivery, and more SKUs**

- **In-store pickup of goods ordered by a mobile device had expected to double by 2017**

- **Consumer 'need it now' expectations are driving same-day delivery**

In this hyper-competitive market, anything less than FLAWLESS FULFILLMENT results in a lost customer

WHAT'S NEEDED TO SUPPORT FLAWLESS FULFILLMENT?

STORE-LEVEL INVENTORY MANAGEMENT, REAL-TIME VISIBILITY OF CROSS-CHANNEL INVENTORY FROM SUPPLIER TO SHELF TO CUSTOMER

MC9200

THE RUGGED MOBILE COMPUTER

IMPROVE PRODUCTIVITY IN THE TOUGHEST ENVIRONMENTS

GIVES WORKERS THE ABILITY TO PROCESS INFORMATION AND TAKE ACTION QUICKLY WITH…

- **Most widely adopted mobile platform**

- **Choice of Android KitKat, WinCE, or Windows Embedded Handheld OS**

- **Industry leading rugged construction**

- **Highly ergonomic gun-style design**

- **Rapid fire scanning of virtually any bar code…near and far**

ALL THE RIGHT FEATURES

THE MC9200 DELIVERS ALL THE TOOLS NEEDED TO MAXIMIZE USER PRODUCTIVITY:

1. **Increase data capture throughput with best-in-class scanning performance**

2. Speed up mobile access to enterprise applications with a modern and easy-to-use UI

3. **Streamline task management**

4. Deliver mobile access to essential information — for better decision making at the point of action

5. **Offer superior reliability in the toughest environments**

6. Ensure worker comfort all shift long, even in the most scan-intensive applications

7. **Offer a high quality Push-to-Talk voice (using wired headsets) connection to colleagues, managers and more**

IN GOOD COMPANY

MOST WIDELY ADOPTED IN THE INDUSTRY-LEADING RUGGED MC9000 SERIES

- **More than 3 million MC9000 Series are deployed to date in some of the world's most inhospitable environments**

- **Field proven platform with updated specs (Android KitKat option, processor, WLAN, scan engine options and security)**

A PLATFORM THAT EVOLVES WITH YOUR NEEDS

**THE SAME GREAT FORM FACTOR
THE SAME GREAT RUGGED DESIGN —
AND THE LATEST MOBILE
TECHNOLOGIES**

- **The latest in features to maximize worker productivity and app performance**

- **No re-training users**

- **Minimal re-work of applications**

- **Backward compatibility with MC9000 Series accessories for a cost-effective upgrade**

TWO MODELS MEET DIFFERENT BUSINESS NEEDS

✱ STANDARD

- **Windows CE7 and WEHH only**

- **MPA 3.0**

- **512 MB RAM/2 GB Flash**

✱ PREMIUM

- **Windows CE7 and WEHH, Android KitKat**

- **WEHH offers Microsoft Office**

- **MPA 3.0**

- **1 GB RAM/2 GB Flash**

- **Revolutionary Extended Range SE4850 and SE4750 Standard and Mid Range imager options available**

- **Interactive Sensor Technology (IST) and Embedded RFID tag**

- **Condensation resistant option**

- **DPM option available (premium Windows only)**

TWO MODELS

WHAT WILL THE MC9200 DO FOR YOUR BUSINESS?

RETAIL / BACK OF STORE APPLICATIONS

USERS		
	Price verification	More accurate pricing on the sales floor for more satisfied customers
TASK SPACIFIC NON-CUSTOMER FACING WORKERS	**Inventory counts**	More efficient inventory counts means more up-to-date and accurate inventory visibility
	Replenishment	Shelves are stocked with the right products at the right time
BACKROOM WORKERS	**Price management**	Up-to-date pricing changes and competitive price checks

RETAIL / BACK OF STORE BENEFITS

IMPROVED ORDER FULFILLMENT

- Better inventory management and collaboration increases customer satisfaction and retention rates

INCREASED REVENUE

- Fewer out-of-stocks; accurate and up-to-date pricing

IMPROVED WORKFORCE PRODUCTIVITY

- Same number of workers can manage inventory in the backroom and warehouse

REDUCED COSTS

- Improved workforce utilization reduces labor costs; More accurate inventory reduces overhead carrying costs

WAREHOUSE APPLICATIONS

USERS		
WAREHOUSE WORKERS	**Inventory counts**	More efficient inventory counts means more up-to-date and accurate inventory visibility
	Replenishment	Streamline order entry, audit and review; ensure shelves or manufacturing line are stocked with the right products at the right time
	Process management	Visibility into who is doing what in real time; faster response times and more efficient workforce utilization

WAREHOUSE BENEFITS

IMPROVED WORKFORCE PRODUCTIVITY

- Same workforce can process more goods and orders per day for maximum efficiency in the warehouse

IMPROVED ORDER FULFILLMENT

- Faster turnaround times and more accurate order fulfillment increase customer satisfaction and retention rates

REDUCED COSTS

- Improved workforce utilization translates into a leaner operation; reduced inventory levels, storage requirements; lower transportation costs through tighter scheduling and fewer shipping errors

MANUFACTURING APPLICATIONS

USERS		
LINE OPERATORS **WAREHOUSE WORKERS**	**System monitoring**	Real-time visibility into critical KPIs, plant usage and equipment status; mobile HMI and mobile dashboards
	Inventory counts	Achieve total inventory visibility and synchronized manufacturing processes
	Replenishment	Ensure manufacturing line is stocked with the right parts/material at the right time; employees can signal for replenishment without stopping workflow
	Process management	Visibility into who is doing what in real time; faster response times and more efficient workforce utilization

MANUFACTURING BENEFITS

IMPROVED WORKFORCE PRODUCTIVITY

- Streamline manufacturing processes; same workforce can do more in a day

REDUCED WASTE AND COSTS

- Improved workforce utilization translates into a leaner operation; reduced line-side inventory levels; fewer stops in workflow

IMPROVED CUSTOMER SERVICE

- Faster fulfillment increases customer satisfaction and retention rates

FEDERAL GOVERNMENT APPLICATIONS

USERS

MAINTENANCE REPAIR AND OPERATIONS (MRO)

WAREHOUSE WORKERS

LOGISTICS WORKERS

Maintenance	Ensure timely inspections and maintenance are scheduled; streamline regulatory compliance requirements
Asset tracking and visibility	Improve accountability; greater inventory control over IT assets and military supply chain
Security (Identity Management)	Scan badges and more to ensure only authorized personnel enter agency facilities at guard stations

FEDERAL GOVERNMENT BENEFITS

IMPROVED WORKFORCE PRODUCTIVITY

- Streamline processes; same workforce can do more in a day

REDUCED WASTE AND COSTS

- Fewer lost assets throughout supply chain

- Better equipment/vehicle maintenance increases asset lifecycle

IMPROVED PUBLIC AND WORKER SAFETY

- Stricter asset management

- Safety and weapons inspections, fleet tracking

LOCAL GOVERNMENT APPLICATIONS

USERS		
	Asset management	Improve accountability; greater inventory control
INSPECTORS **MAINTENANCE ENGINEERS**	**Inspections/ maintenance**	More accurate and timely inspections and maintenance; streamline regulatory compliance requirements
SECURITY GUARDS	**Security screening**	Improve security
WAREHOUSE WORKERS	**Code enforcement**	More accurate and timely inspections; improve public safety; streamline regulatory compliance requirements
	Fleet management	More accurate and timely maintenance; improved fleet utilization

LOCAL GOVERNMENT BENEFITS

IMPROVED WORKFORCE PRODUCTIVITY

- Streamline processes; same workforce can do more in a day

REDUCED WASTE AND COSTS

- Fewer lost assets throughout supply chain

- Better equipment/vehicle maintenance increases asset lifecycle

IMPROVED PUBLIC AND WORKER SAFETY

- Proactive management and service of public works assets

AIRLINE APPLICATIONS

USERS		
BAGGAGE HANDLERS **MAINTENANCE ENGINEERS**	**Asset management/ baggage handling**	Process automation means less paperwork, more accurate data
	Inspections-maintenance	More accurate and timely inspections and maintenance; streamline regulatory compliance requirements
	Fleet management	Improved fleet utilization; more accurate and timely maintenance
	Secure freight tracking	Better visibility

AIRLINE BENEFITS

IMPROVED WORKFORCE PRODUCTIVITY

- Same number of workers can process more bags and assets per day

IMPROVED CUSTOMER SERVICE

- On-time and accurate baggage delivery increases customer satisfaction

REDUCED COSTS

- Improved workforce utilization reduces labor costs

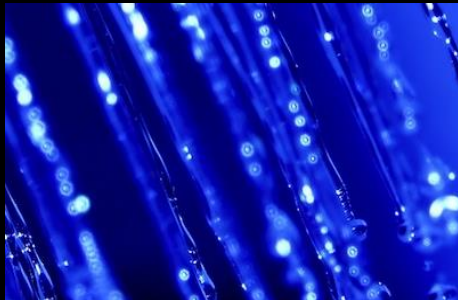- Better fleet utilization reduces fuel and maintenance costs and excess inventory

MC9200

FEATURES AND BENEFITS

MORE RUGGED SPECS
THAN ANY DEVICE IN ITS CLASS

Built to withstand the toughest environments…with the same great rugged specs of the MC9000 family…

- **DROPS: Industry's toughest drop test with multiple 8 ft./2.4 m drops per ML-STD 810G at room temperature; multiple 6 ft./1.8 m drops to concrete across operating temp; exceeds MIL-STD 810G**

- **TUMBLES: 4,000 3.28 ft./1 m tumbles**

- **DUST and SPLASHING WATER: IP64**

- **EXTREME TEMPERATURE: Operating temperature range of -4° F to 122° F/-20° C to 50° C**

PROVEN RUGGED

Most popular rugged mobile computer in the world:

- **Integrated one-piece gun handle**

- **Torque cell construction improves distribution of shock when dropped**

- **Ultra-strong Gorilla glass scanner exit window**

- **Mechanically tuned external bumpers**

- **Internal magnesium frame**

- **Insert molding improves sealing**

- **Polycarbonate touchscreen design (hardness = 4H)**

WHAT CAN THE MC9000 SERIES ENDURE?

Hit with a baseball bat

Dropped from 25 ft. to concrete

Even run over by a truck

Each "test" was conducted by a Zebra partner and is not a guarantee that the MC9200 will survive a 25 ft. drop. The published drop spec is 8 ft., but as real life tests show, the device is able to survive much greater abuse.

THE POWER TO SUPPORT ANY APPLICATION

ALL apps

Boost user productivity by deploying today's elegant and intuitive mobile apps:

- **Dual core 1 GHz processor**

- **2 GB of Flash memory**

- **Up to 32 GB of additional memory via an MicroSD card**

- **Choice of the world's most popular and robust operating systems: Android KitKat, Windows Embedded Handheld and Windows CE**

- **Provides enough power to run complex ERP applications…simultaneously**

NOW WITH ENTERPRISE-CLASS ANDROID KITKAT

Enjoy the best of both worlds…

"CONSUMER-CLASS" EASE OF USE	ENTERPRISE-CLASS
The fastest and smoothest version of Android to please the most technology savvy workers The ability to create enterprise apps that are every bit as elegant and intuitive as the consumer apps workers use every day	Enterprise-class security Enterprise-class manageability Enterprise-class data capture features Superior wireless connectivity

Upgrade from Windows to Android, or Android to Windows*

* Premium models only

MOBILITY EXTENSIONS (Mx) by ZEBRA

Mx —**Making Android a more robust enterprise-class operating system to better meet your business needs.**

Mx GIVES YOU BETTER CONTROL OVER:
- Zebra Android mobile devices
- Mobile application access
- Wi-Fi performance
- Wi-Fi security

Mx DELIVERS BIG BUSINESS BENEFITS:
- Reduced IT support time
- Maximum worker productivity
- Maximum device uptime

ONE DEVICE…SIX SCANNING OPTIONS

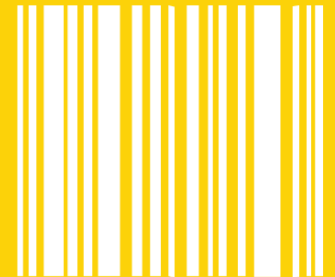**Offers the most scanning options to capture literally ANY kind of bar code**

1 **SE965 1D Laser:** high-performance 1D scanning

2 **SE1524-ER Extended Range 1D Laser:** long range 1D scanning

3 **SE4850 1D/2D Extended Range Imager:** revolutionary range from 3 in. to 70 ft./7.6 cm to 21.4 m – 60% closer and 35% farther than competitive engines

4 **SE4750 1D/2D Imager Series: Standard or Mid-Range:** delivers unparalleled imaging performance with PRZM Intelligent Imaging technology — only from Zebra

5 **SE4500-DL 1D/2D PDF417 Specialty Imager (Windows only) :** 1D/2D imager barcodes on driver's licenses and other ID cards

6 **SE4500-HD High Density Imager (Windows only):** 1D/2D imager for very high-density 1D/2D bar codes and DPM marks

REVOLUTIONARY 2D IMAGING

Keep productivity high with laser-like performance for all bar codes…

MIGRATE TO GS1 AND 2D BAR CODES WITHOUT IMPACTING PRODUCTIVITY

- **Best-in-class 2D imaging performance**

- **Scan all 1D and 2D bar codes… near or far, dirty or damaged**

BREAKTHROUGH SE4850 EXTENDED RANGE IMAGER

When you need extra long range scanning, now there is one model that can scan it all — from near contact to your highest warehouse rack.

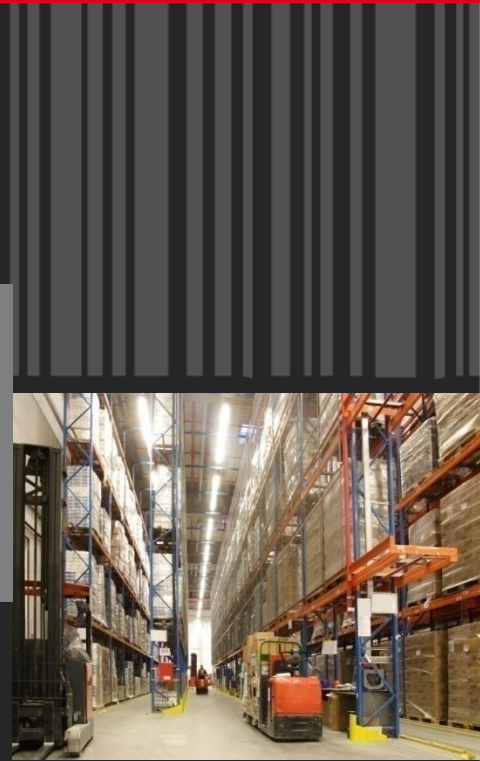## BEST-IN-CLASS REVOLUTIONARY ALL-RANGE SCANNING

Scan from 3 in. to 70 ft. / 7.6 cm to 21.4 m with a single device

…60% closer and 35% farther than competitive imagers

ADVANCED OPTICS FOR UNMATCHED FIELD OF VIEW

Extra wide field of view enables capture of the wide 4 in./10.16 cm barcodes often found in manufacturing and warehousing at just 7 in./17.78 cm away

…roughly 1/3 of the distance required by competitive imagers

PRZM INTELLIGENT IMAGING, ADVANCED SENSOR, PROPRIETARY AUTO-RANGING AND ADVANCE ALGORITHMS
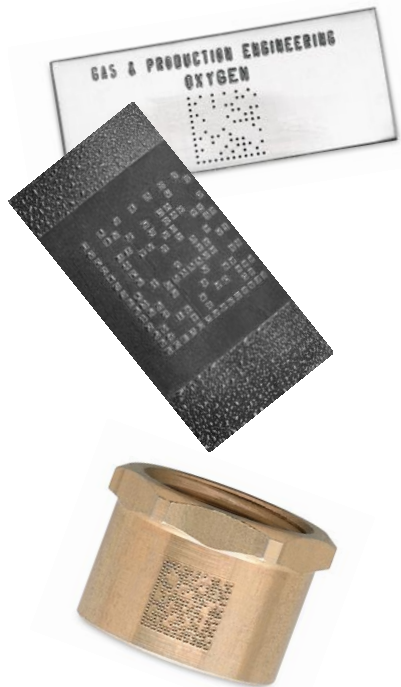
Unique Zebra-only features work hand-in-hand to deliver unparalleled scanning speed and accuracy virtually any barcode, in practically any condition, across the scanning range

HIGH PERFORMANCE DPM SOLUTION

DPM

Achieve new levels of product quality and traceability…

- **Omnidirectional scanning of DPM and high density bar codes**

- **Supports any direct part mark: dot peen, laser etch, ink mark, chemical etch, inkjet mold, cast and thermal spray**

- **Easily track and trace every part**

- **Improve product safety and comply with government regulations**

* Available on Windows

COST-EFFECTIVE IDENTIFICATION SOLUTION

SE4500-DL

Optimized for driver's licenses and ID cards

- Omnidirectional scanning of medium and high density 1D/2D bar codes and large PDF codes

- Instantly verify identification at border crossings, bases and other secure areas

- Auto-populate sign-up forms with a quick scan of a driver's license

*Ideal for state, local and government applications

MOBILITY DNA

Every strand of our mobility platform is simpler with Zebra's Mobility DNA. You get the industry's most comprehensive suite of mobility must-haves to accelerate and simplify your mobility deployment.

Mobility Extensions (Mx)
Makes Android a more robust enterprise-class OS

All-Touch Terminal Emulation: Transforms legacy "green screens" into HTML5 without any coding *(Android only)*

EMDK
Comprehensive toolkit for integrating MC9200 features

PowerPrecision
Better battery cycle times and metrics

Workforce Connect PTT Express
PTT support right out of the box using wired headsets

THE POWER TO SUPPORT ANY APPLICATION

Delivers the best possible wireless voice and data experience:

- **Wi-Fi 802.11a/b/g/n/d/h/i/k/r (Android)**

- **Wi-Fi 802.11a/b/g/n/d/h/i (WinCE/WEHH)**
  - **Supports wireless 'n' to provide workers with a superior wireless voice and data experience**
  - **Enhanced security and performance**
  - **Cost-effective Push-to-Talk voice (using wired headsets) and data inside the four walls; eliminates coverage issues**

- **Government grade security**
  - **FIPS 140-2 Level 1 certification secures Wi-Fi and Bluetooth communications – without any Impact on performance**

EASY-TO-READ DISPLAY

Excellent readability in any lighting:
from the dim corners of the warehouse
to the bright sunlight on the tarmac

- **3.7 inch high-resolution backlit color VGA**

- **VGA provides 30 percent greater resolution than a QVGA display – for crystal clear text and graphics**

30%
GREATER RESOLUTION

EASY DEVICE TRACKING

Integrated RFID tag* for easy asset management

- **Automatically track MC9200 devices as they move in and out of control rooms**

- **Know which employee has which device**

- **Helps prevent theft and loss**

- **UHF RFID-enabled handheld can be used to locate missing MC9200 mobile computers**

* Premium models only

INTEGRATED RFID

CHANGE THE KEYPAD IN MINUTES

Six interchangeable keypads for superior customization

- **Meets the needs of virtually any application – from heavy text entry to calculator-style numeric**

- **Keypads can be swapped in your backroom in minutes**

- **Quickly swap and service keypads in the unlikely event of keypad damage**

| 28 Key | 43 Key | 53 Key | 53-VT Key | 53-5250 Key | 53-3270 Key |

A COMPLETE ENTERPRISE-CLASS ACCESSORY FAMILY

Make life easy for users and your bottom line

- Virtually any accessory for any need…from desktop, wall mount and 'toaster' style cradles to holsters, headsets, payment card readers and more

- Backward compatibility with MC9000 accessories protects your existing investments while you upgrade to the latest mobile technology

READY TO GO ENTERPRISE APPLICATIONS

Across Industries

INDUSTRIES	APPLICATIONS
• Warehousing / distribution • Retail • Manufacturing • Federal / State / Local Government • Airlines	• ERP • Inventory management • Warehouse management • Asset management • Inspections • Voice-directed applications • Workflow • Task management

Get up and running fast with ready-to-go tested and proven applications.

There is a Zebra partner that knows your business, its challenges and best practices that resolve those challenges.

MC9200

WHAT'S NEW IN THE MC9200?

THE MC9200 FEATURES SET

Starts with all the same popular features of the best-selling MC9000 Series…

- **The same industry leading proven form factor: size, ergonomic design, keypad options**

- **The same field proven rugged specifications**

- **The same accessory ecosystem: no need to rip and replace accessories to upgrade**

- **The same broad line of business apps from Zebra partners**

And adds the latest in…

- **Mobile computing power: processor, memory, Windows Embedded Handheld, Windows CE and Android KitKat**

- **Wireless communications with support for 802.11 'n'**

- **Data capture options and performance — including the industry's best extended range scanner, the SE4850**

FEATURE BENEFITS

FEATURE	MC9190G	MC9200	BENEFIT
Processor	806 MHz	Dual core 1GHz	Power to run next generation graphics intensive apps and multiple complex ERP apps
Memory	256MB RAM/1GB Flash	512MB RAM/2GB Flash 1GB RAM/2GB Flash	
OS	Windows CE6 Windows Embedded Handheld 6.5.3	Windows CE7 Windows Embedded Handheld 6.5.3 Android 4.4.4 (KitKat)	Support for latest mobility features and option to move to Android OS
MPA	MPA2	MPA3	Latest best-in-class mobility architecture for extended lifecycle and future-proofing
WLAN	802.11a/b/g	Android: 802.11 a/b/g/n/d/h/i/k/r Windows: 802.11 a/b/g/n/d/h/i	Bandwidth to support more users and more apps; enhanced security, load balancing and device roaming
Scanning Options	1D Lasers: •SE960 •SE1524-ER Imagers: •SE4600 •SE4500-SR/DL/HD	**1D Lasers:** •SE965 •SE1524-ER **1D/2D Imagers:** •SE4850 •SE4750 •SE4500-DL* •SE4500-HD* *Windows only*	Latest bar code scanners for superior bar code capture of virtually any bar code; more data capture options than any device in its class New best-in-class SE4850 Extended Range Imager with revolutionary range and field of view — single all-range scanner to meet long-range scanning requirements

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MC9200

GLOBAL SERVICES

ZEBRA *OneCare*

Keep your MC9200 devices operating at peak performance

Upgrade to the ultimate in post-deployment support with multi-year coverage from day one

YOU'RE COVERED – PERIOD

- Normal wear and tear plus accidental breakage repair coverage
- Covers internal and external device components, plus select accessories that ship with the MC9200
- Includes telephone and software support
- Upgrade to *OneCare* Select to add next-business-day dispatch of replacement devices
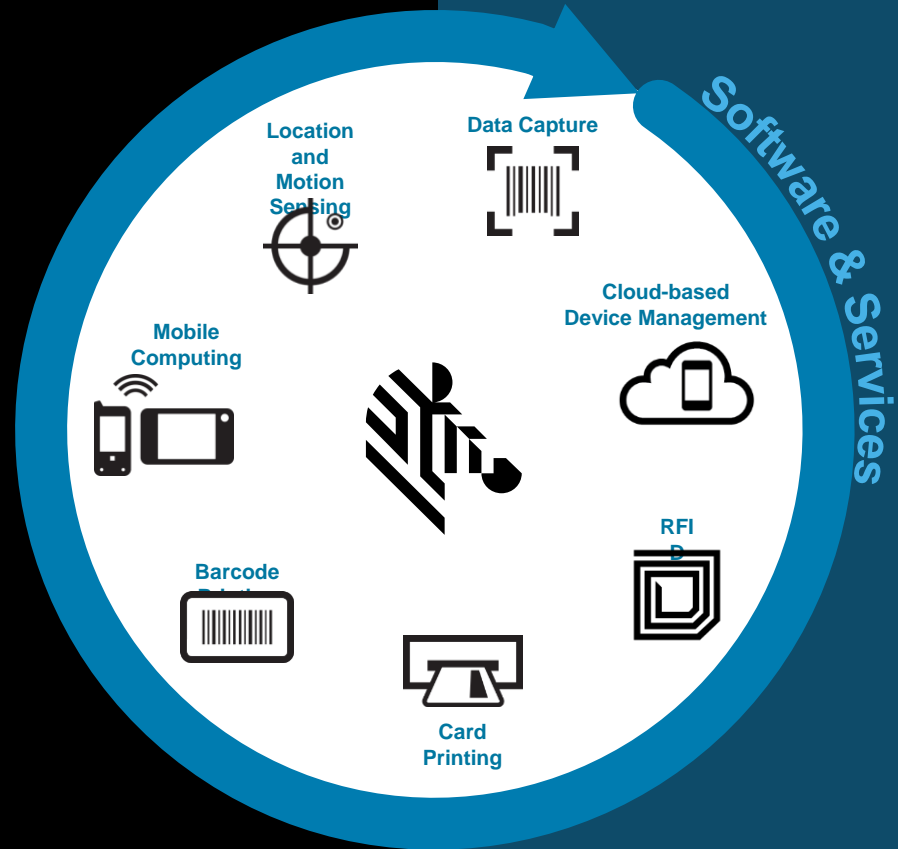
BENEFITS

- Maximize device uptime
- Unparalleled "from the manufacturer" expertise
- Outstanding value – eliminates unexpected repair costs
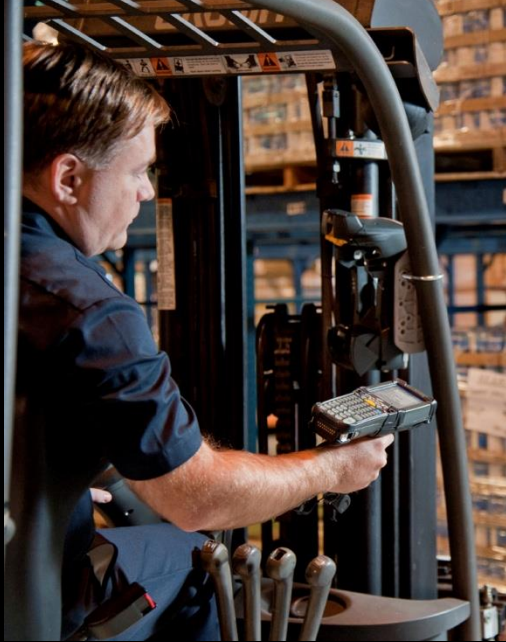- Frees IT to focus on more strategic initiatives

COVERAGE
FROM DAY ONE

MC9200

A TRUE MOBILITY PARTNER

Zebra offers all the technologies you need to make your business as smart and connected as the world we live in.

Location and Motion Sensing

Data Capture

Cloud-based Device Management

Mobile Computing

RFID

Barcode Printing

Card Printing

Software & Services

THANK YOU!

THE MC9200

The world's most popular rugged mobile computer for challenging environments