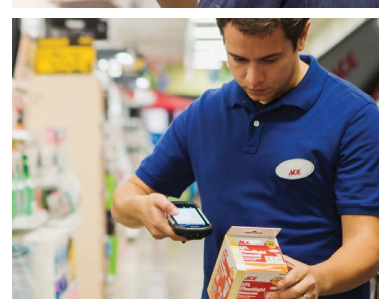
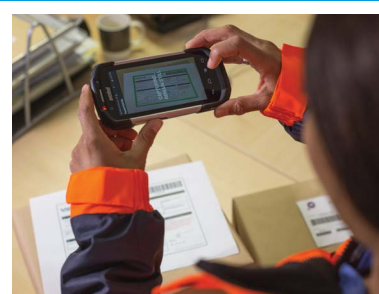




ZEBRA

TC70/TC75 Series Rugged Touch Computer Selling Guide



THE **RIGHT DEVICE** MAKES ALL THE DIFFERENCE

The business workforce needs durable enterprise class handheld computers for reliable real-time data and voice connections to improve efficiency and better serve customers inside and outside the four walls. Yet, they want a device that is every bit as refined and easy-to-use as their own consumer devices.

Deliver it all with the TC70/TC75 Series.

The TC70/TC75 Series brings a new dimension of intelligence and capabilities to mobile devices. Your customers get a choice in OS, the latest technology in data capture, voice solutions, and enterprise cellular and Wi-Fi support, plus a comprehensive accessory ecosystem, a growing library of enterprise tested applications and easy centralized management.



THE **TC70/TC75 SERIES.** YOUR FRONT LINE, TO **A SMARTER ENTERPRISE.**

The TC70/TC75 Series

MULTIPLE CONFIGURATIONS TO MEET DIFFERENT
OS, APPLICATION AND PERFORMANCE NEEDS.

ANDROID



TC70

- Android Lollipop
- WLAN only

ANDROID



TC70x

- Android O (Oreo)
- WLAN only
- Premium features including: faster processor, more memory, higher resolution rear camera, 802.11ac Wi-Fi and PowerPrecision+ battery

ANDROID



TC75

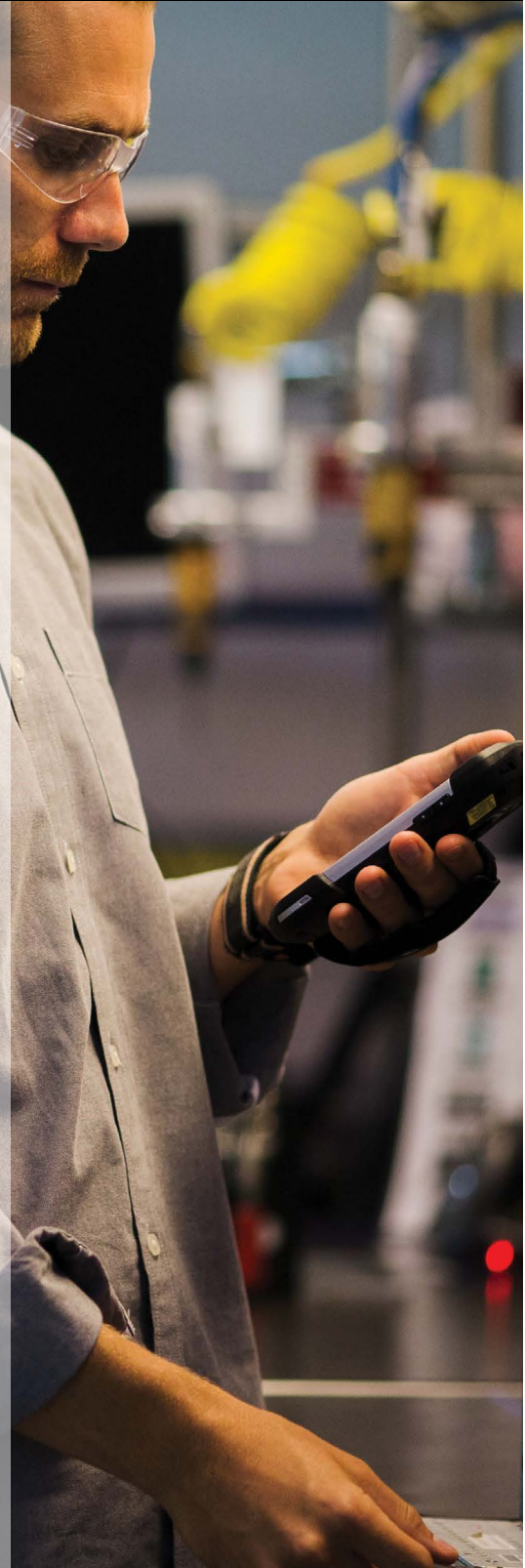
- Android Lollipop
- WLAN/WWAN

ANDROID



TC75x

- Android O (Oreo)
- WLAN/WWAN
- Premium features including: faster processor, more memory, higher resolution rear camera, 802.11ac Wi-Fi and PowerPrecision+ battery



TC70x/TC75x: What's New

The new TC70x and TC75x add significant feature and performance improvements to the TC70/TC75 Series – reflecting our continued investment in this premium rugged handheld family. Please note that both the TC70 and TC75 models continue to be available, giving your customers a choice in performance and pricing.

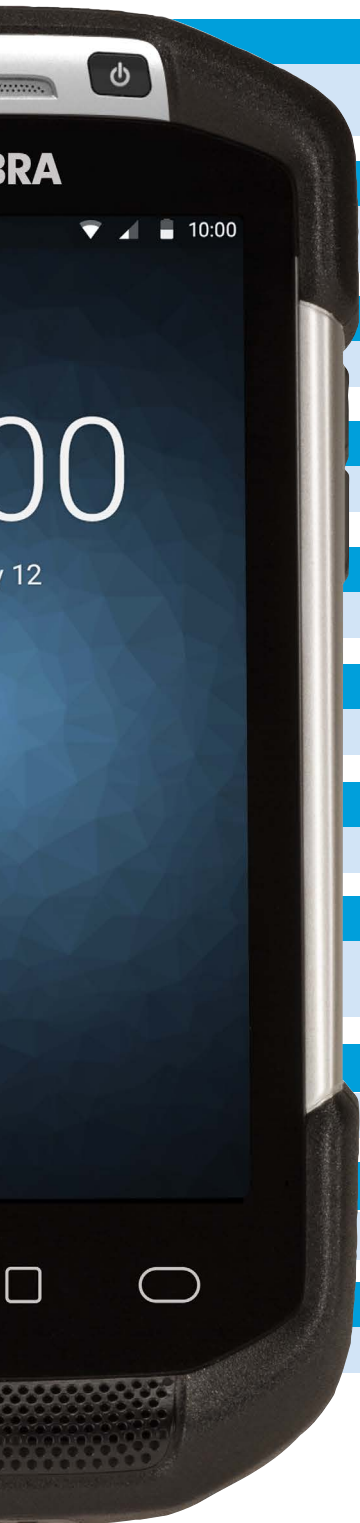
	Zebra TC70/TC75	Zebra TC70x/TC75x	Why it Matters
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Platform			
Form Factor	Symbol branded; black speaker housing	Zebra branded; silver speaker housing; updated capacitive buttons	The new TC70x and TC75x feature the same form factor and ergonomics as the popular TC70/TC75, with minor aesthetic changes to the case; the OS Android O (Oreo)
Operating System	Android KitKat -> Android Lollipop	Android O (Oreo) (TC70x/TC75x)	The TC70x/TC75x support Android O (Oreo). Note that TC70/TC75 models are not upgradeable to Android O (Oreo).
Memory	1 GB RAM/8 GB Flash pSLC	2 GB RAM / 16 GB Flash pSLC or 4GB RAM / 32GB Flash pSLC	The TC70x/TC75x double the RAM and Flash memory, increasing storage capacity as well as delivering better performance for demanding graphics-intensive and database-driven enterprise applications.
Chipset	1.7 GHz dual core processor	1.8 GHz hex core processor	The TC70x/TC75x supports Qualcomm's next gen hex core mobile processors for faster and more efficient performance, compared to higher clock speed quad core processors.
WWAN (TC75/TC75x only)	LTE for data only; no support for Verizon	Dual WAN- 4G VoLTE (Verizon, AT&T), HSPA+	The TC75x now supports both major cellular operators in North America.
WLAN	802.11a/b/g/n/d/h/i/k/r	802.11a/b/g/n/ac/d/h/i/r	The TC70x/TC75x supports 802.11ac, providing the fastest available Wi-Fi speeds, and a future-proof platform for when your customers upgrade their Wi-Fi network to 802.11ac.
Camera	8 MP rear; 1.3 MP front	13 MP rear; 1.3 MP front (TC70x/TC75x Android) 8 MP rear	The TC70x/TC75x Android models feature a higher resolution, class-leading rear camera — providing greater resolution for proof of condition, proof of compliance and other applications that require detailed photo documentation.

Features at a Glance

The following chart highlights the new features in the TC70/TC75 Series. See the Features and Benefits chart in the Appendix for a complete feature list and detailed feature information.



COMPREHENSIVE WI-FI AND CELLULAR SUPPORT*

802.11 a/b/g/n/ac, 2x2 MIMO (TC70x/TC75x only) or 802.11 a/b/g/n plus support for up to three SIM cards on three different 4G networks

WORLD CLASS DATA CAPTURE WITH PRZM INTELLIGENT IMAGING TECHNOLOGY

Capture 1D and 2D barcodes in virtually any condition, photos, videos, signatures and more with laser-style speed

ANDROID — FORTIFIED FOR THE ENTERPRISE

Zebra Mobility Extensions (Mx) makes Android a more robust enterprise-class operating system

RUGGED AND READY FOR EVERYDAY ENTERPRISE USE

Drop and tumble tested, with IP65 and IP67 sealing for dust, rain and spills

SIMULSCAN DOCUMENT CAPTURE

Takes process automation to the next level, captures all contents on a form in one scan

INDUSTRY-LEADING DUAL MODE TOUCH PANEL***

On-the-fly switching between input modes for maximum flexibility

COMPREHENSIVE ECOSYSTEM OF ACCESSORIES

Customize the TC70/TC75 Series to meet the needs of different users and tasks

MOBILITY DNA

Accelerates Android deployment with robust administrative utilities, easier app development and off-the-shelf apps

PUSH-TO-TALK, RIGHT OUT OF THE BOX

Integrated Workforce Connect Push-to-Talk Express client

POWERPRECISION BATTERY MANAGEMENT

Real-time battery metrics to better manage the battery pool

CRYSTAL CLEAR VOICE

Callers on both ends hear every word, even in noisy environments

* TC70 supports Wi-Fi only; TC75 supports Wi-Fi and cellular connectivity

Mobility DNA

KNOW MORE, DO MORE, CONTROL MORE

Mobility DNA can positively impact sales

A sales conversation focused solely on hardware is in danger of becoming a commodity battle. Want to truly differentiate your offering? Go beyond hardware and speak of Mobility DNA's software ecosystem.

Every strand of your customer's Android mobility platform is simpler with Zebra's Mobility DNA. That's because from the start, your customers get the industry's most comprehensive suite of mobility must-haves to accelerate their solution. More off-the shelf end-user apps, more robust administration utilities and easier app development. Workers have the ability to do more. Enterprises gain peace of mind with deeper visibility and true mobility control over devices, operations and workflows. Everything works better, and it's all simplified securely under your customer's control.

For more information on Mobility DNA, please visit www.zebra.com/mobilitydna

Mobility DNA Features

Feature	Benefits
Productivity Tools	
 Enterprise Keyboard	Improve productivity with Enterprise Keyboard that enables fast, accurate alphanumeric entry purposely designed for enterprise.
 SimulScan	With this powerful technology, enterprises can take process automation to the next level. Enables the capture of the contents of an entire form in a single scan — including barcodes, text fields, phone numbers, images, signatures even check boxes.
 PowerPrecision	Your customers can keep their mobile computers up and running with batteries and software tools that enable more efficient power management.
 PowerPrecision+	PowerPrecision+ smart batteries offer advanced state of health and state of charge metrics. Refer to the PowerPrecision Battery Solutions web page for more details.
Management Tools	
 StageNow	StageNow allows any size organization to easily stage a handful or thousands of Android devices with a quick scan of a barcode or a tap on an NFC tag.
 Enterprise Home Screen	Your customers can create single-purpose devices that run only one application or define which applications are available to which users.
 LifeGuard™ for Android™ Screen	Your customers can create single-purpose devices that run only one application or define which applications are available to which users.
Development Tools	
 EMDK for Android	Enables your customers to take full advantage of the purpose-built capabilities that the TC70/TC75 Series has to offer. Includes a comprehensive set of APIs and sample code.
 Enterprise Browser	This powerful, next generation industrial browser enables developers to build feature-rich web applications that integrate seamlessly with the features in Zebra mobile computers and peripherals.
 Mobility Extensions (Mx)	With Mobility Extensions your customers can add a layer of features that are missing in mobile devices that run on Android.
Business Tools	
 Workforce Connect PTT Express	Enables instant PTT calls between workers inside the four walls, right out of the box. Works over your customer's existing Wi-Fi network.
 Workforce Connect PTT Pro	Secure and robust cloud-based solution enables users to communicate one-to-one and one-to-many over Wi-Fi.

* Mobility DNA is available on Android only and supported features may vary by model.

TC70/TC75 Series Accessories

A ROBUST ACCESSORY FAMILY TO TAILOR THE TC70/TC75 SERIES TO MEET ANY ENTERPRISE

The TC70/TC75 Series offers purpose built accessories that allow your customers to tailor the devices to meet the needs of many different types of users performing many different types of tasks. Multi-slot battery chargers and the unique ShareCradle make backroom management easy and cost-effective. Our comprehensive family of accessories is a major differentiator and significantly enhances the value of the mobility solution. Just a few of the accessories for the TC70/TC75 Series include:

Lower TCO with Best-In-Class Battery and Charging Ecosystem



ShareCradle System

Choice of multi-slot or 2-slot ShareCradle that accommodates the TC70/TC75 Series and future Zebra devices — making backroom management easy and cost effective. 5-slot ShareCradles provide high density and flexibility for the backroom. Available in Ethernet or charge-only variants. And, 2-slot and 5-slot charge-only ShareCradles can charge the TC70/TC75 Series with snap-on accessories attached.



4-Slot Battery Charger

Increase backroom flexibility with drop-in style 4-Slot Battery charger with LEDs to indicate Charge State. Can be docked in the 5-Slot Cradle or used standalone.



PowerPrecision/PowerPrecision+ Battery*

Intelligent batteries have the real-time battery metrics needed to maximize useful battery life and ensure every battery is healthy and able to hold a full charge. (* PowerPrecision+ batteries available only with TC70x/TC75x models)

Payment Options



Snap-on MSR Accessory** and Bluetooth payment module

Snap-on Magnetic Stripe Reader turns the TC70/TC75 into a fully-featured mobile POS. Supports point-to-point encryption. The Bluetooth PD40 Payment Device supports both magnetic stripe and Chip and PIN. (**MSR supported on TC70/TC75)

Trigger Handle



Trigger Handle Accessory

Transforms the TC70/TC75 Series into an all-touch handle style terminal for use in inventory takes and other high volume scanning operations.

Vehicle Accessories



Vehicle Accessories

A full suite of vehicle accessories, including support for third-party telematics solutions, boosts efficiency on the road.



Android: Two configurations meet the business needs of more customers

TC70/TC75 Series Android is now offered in two configurations: Professional and Standard. At this time, we are the only manufacturer to offer two options to our customers, giving them more choices to meet their business requirements. Today, competitors only offer the option with Google Mobile Services (GMS), which is what we refer to as the Standard Configuration.

Your customers' needs and concerns will determine which model is best suited for their enterprise. And whether your customer orders the Standard (GMS) or Professional (non GMS) models, they can still utilize Mx to obtain additional enterprise-class features that will maximize worker productivity and device uptime — and minimize IT support time.

Standard Configuration

The Standard Configuration comes with Google Mobile Services (GMS), a suite of integrated Google applications standard on most smartphones — ideal for workers that depend on apps such as Gmail or Google Maps. If your customer's business utilizes Google apps, such as Google Maps, Google Docs and Gmail, GMS devices will greatly simplify device and application deployment and management.

Google Mobile Services includes apps like:

- **Google Calendar and Contact Sync**
- **Gmail:** GMS uses Gmail account authentication; no LDAP is required
- **Google Maps,** with turn-by-turn directions, complete with API access to enable integration into enterprise applications
- **Google Cloud Messaging:** Free, lightweight messaging that allows push and pull data

Professional Configuration

The Professional Configuration ships without GMS. If your customer is concerned about some of the issues that GMS devices can present and workers are primarily dependent upon custom line-of-business applications instead of Google Apps, then a non-GMS device would best suit company needs.

Some of the issues with GMS devices include:

- **Privacy:** Google may use the information they receive from the websites that workers are visiting.
- **Forced and frequent application updates:** Automatic application updates can create issues in the enterprise when a new version may create compatibility or other issues.
- **Regional constraints:** GMS devices cannot be shipped to all areas of the world (such as China).
- **The need to establish and utilize a Google account for staging:** Google Mobile Services require a Google account through which staging must be executed, adding to logistics — customers cannot utilize an existing EMM.

Note that while these issues exist today, Google will continue to address and eliminate them in subsequent releases of Android.

Our Position:

Some customers will benefit from

GMS (Standard) while others will prefer the closed system of the Professional Configuration without GMS. The bottom line is that only Zebra lets enterprises choose which approach best fits their technology and business needs.

How does **Mx** compare?

2010

The History

In 2010, Android Froyo introduced the Device Administrator API (DAAPI) which provides a standardized foundation for Android management and security functionality. Zebra extended this functionality via Zebra Mobility Extensions (Mx). With Mx, Zebra led the way in making Android suitable for enterprise use, by adding important enterprise security, device management, application management and data capture features.

Today

Having recognized the value of Zebra's Mx and its role in transforming Android into an enterprise-class operating system, Google is now adding many of Mx's enterprise features into Android GMS and AOSP devices, starting with Lollipop. However, Mx continues to add value to both GMS and AOSP devices by focusing on the specialized needs of Android enterprise-class devices utilized to run line-of-business applications.

Some of the value-add features in Mx add the ability to:

- Limit end user access to UI device settings, ensuring that devices cannot be misconfigured to minimize support calls and protect user productivity.
- Conduct a specialized reset to restore devices to an IT-configured known previous state, where settings and applications remain on the device.
- Disable unused, pre-installed system applications that could erode user productivity.
- Better manage Wi-Fi controls to improve the reliability and security of the Wi-Fi connection.



The Bottom Line...

The fact that Google is following Mx's direction solidifies our position as a leader in making Android ready for the enterprise. In many ways, Google's adoption of Mx functionality reflects the normal course of technology development in a growing market: good features ultimately transition into standards.

We do not see ourselves in competition with Google. We are collaborating with Google to help push Android into the enterprise.

4 Four easy ways to deploy Mx

Staging flexibility

Your customers may want to deploy Android and take advantage of the security, device management and other benefits of Mx. But they may be concerned about the deployment and provisioning process. Smaller customers may worry that they lack the IT resources needed to deploy and manage Mx. Large enterprises may be concerned that Mx will be difficult to scale across their global pool of devices and won't be compatible with their current Enterprise Mobility Manager (EMM).

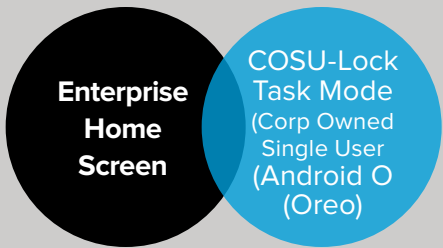
However, Mx deployment is very flexible.

Four staging options making it easy for any size business to deploy

- 1 Smaller businesses can create a configuration barcode that can be scanned to automatically deploy Mx on an Android device.
- 2 Larger businesses can utilize their existing EMM to remotely and automatically stage, deploy and configure Mx features on Android devices.
- 3 Any size business can use Zebra's StageNow wizard-driven staging solution to either:
 - Deploy Mx with the scan of a barcode or tap on an NFC tag
 - Stage devices to connect to the EMM for automated remote deployment of Mx
- 4 Zebra partners and customers can write an application that exercises Mx features.

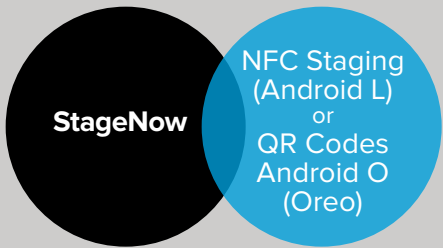


How does **AFW** compare with **Zebra Mobility DNA**?



Enterprise Home Screen

COSU-Lock Task Mode
(Corp Owned Single User
Android O (Oreo))



StageNow

NFC Staging
(Android L)
or
QR Codes
Android O (Oreo)



AppGallery

Google Play for Work —
GPFW (GMS)

Enterprise Home Screen **vs.** Task Lock Mode

With COBO devices, enterprises need a way to ensure that mobile devices are used only for work. Now, businesses have two options for locking their devices to business-only applications: Zebra Enterprise Home Screen (Mobility DNA) or Android COSU Task Lock Mode.

- Enterprise Home Screen is available on all versions of Android and offers flexible administration/configuration features along with screen customization.
- Android COSU Task Lock Mode is supported on Android O (Oreo) and higher and is configurable via a device owner DPC (Device Policy Controller) application.

StageNow **vs.** Android Staging

Staging enables devices to be configured and/or initialized for administration using an EMM. Android Lollipop introduced the ability to stage devices using NFC. Zebra Android devices incorporate the Mobility DNA StageNow utility. StageNow provides support for either barcode or NFC staging. Although customers have the option to use either method, StageNow provides a broader set of configuration parameters (Mx) settings making it suitable for small pilots/deployments without an EMM, or for large scale customers using EMM.

AppGallery **vs.** Google Play for Work

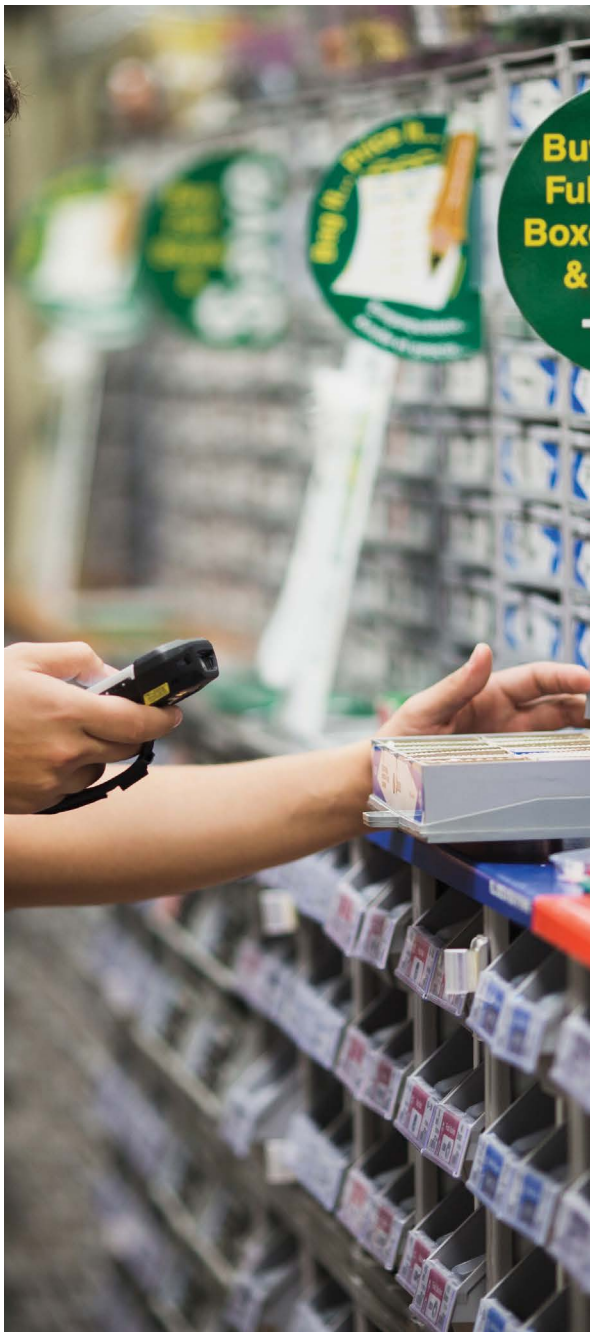
Mobile Application Management (MAM) is a crucial issue in the enterprise. Businesses need to ensure that employees aren't downloading the wrong applications to their devices — for example, games that could impact productivity or malware apps that could pose a security threat. Now, your customers have multiple options for managing their applications:

- **Zebra AppGallery (Mobility DNA):** a strong option for customers that are not using an Enterprise Mobility Management (EMM) solution like SOTI or AirWatch and/or have a portfolio including AOSP devices.
- **EMM and Google Play for Work:** customers can also manage and provision applications directly from their EMM solution. In some cases, they can also use an AFW-certified EMM and have the EMM leverage Google Play for Work functionality.

Vertical Markets

The TC70 Series in the Retail Store

Inventory/Cycle Counting



The more retailers know about their inventory, the better they can manage that inventory. But manual inventory taken with the consumer-grade scanning technology in tablets and smartphones can be very time consuming and expensive. And since consumer-grade tablets and smartphone lack business ergonomics, workers will typically find the constant scanning required during inventory takes to be uncomfortable and tiring.

The TC70 Series solves these issues. With the TC70 Series, retail workers get the same modern looks and ease of use as popular smartphones with the enterprise class ergonomics (including a trigger handle option) and the scanning technology required to get the job done quickly and easily. The result? Retailers have the real-time inventory information they need to improve inventory management and prevent costly stockouts.

Associates can now...	Benefits
Rapidly scan virtually any barcode, in any condition, on any item for rapid inventory takes	• Provides a valuable real-time window into inventory on hand • Helps prevent stockouts that result in lost sales • Helps provide visibility into the buying trends of shoppers • Provides the information required to improve the inventory selection • Ensures that seasonal inventory is visible and placed on the sale floor at the right time

Vertical Markets

The TC70 Series in the Retail Store

Mobile Point-of-Sale (POS)



When associates ring up a sale using the consumer-grade camera technology in a smartphone or tablet to scan items, customers may find themselves waiting not-so-patiently while associates struggle to properly position a tablet or manually enter the item data for barcodes that could not be scanned. The end result? A negative experience during the last touchpoint with the customer.

But with the TC70 Series, associates get the enterprise-class scanning required to create a powerful mobile POS. They can ring up purchases with the same speed as a wired POS station, the moment a buying decision is made, anywhere in the store — ensuring that the last impression shoppers have of the store is a good impression.

Associates can now...	Benefits
Scan the barcodes on items anywhere in the store, even if the barcode is in poor condition — smudged, dirty, scratched or poorly printed	• Easy transaction processing at the point of decision anywhere in the store reduces the opportunity for lost sales — and lost revenue • Minimizes total transaction time, reducing customer wait times • Prevents the exceptions that could force associates to spend a lot of time manually typing in barcodes during a purchase • Protects associate productivity • Protects the quality of the checkout experience • Protects profitability • Prevents pricing inaccuracies due to manual mis-keying of barcodes that could negatively impact the customer experience
Scan the mobile barcodes that represent coupons, loyalty cards or gift cards displayed on the screen of customers' mobile phones	• Allows your retail customers to implement mobile loyalty programs • Provides shoppers with a convenient way to save money in the store, without the need to keep track of paper coupons and plastic cards • Eliminates the need for associates to manually enter mobile barcode data

Vertical Markets

The TC70 Series in the Retail Store

Associate Tool



Brick and mortar stores have never had to work harder to win sales and customer loyalty. At all times, customers expect a well-run store, well-stocked shelves and well-informed employees who have access to all the information and services customers need to make a buying decision. The TC70 Series enables retailers to deliver an outstanding in-store experience and succeed in this challenging environment.

With the TC70 Series, staff can access inventory, pricing and product information; check stock levels; locate an in-stock item that has been misplaced; call an expert for the answer to a product-related question and even ring up a sale. And with real-time CRM information at their fingertips, associates have the knowledge they need to extend the most personalized service possible, every time a customer walks through the door.

Associates can now...	Benefits
Scan the barcodes on items or shelf tags to look up detailed information for A to Z assisted selling	• Enables associates to provide whatever assistance customers require without ever leaving their side • Helps customers make better buying decisions • Gives associates the tools and information needed to close a sale • Increases basket size and revenue
Access customer loyalty information right at the customer's side	• Allows associates to provide a personal touch for top customers • Turns associates into personal shoppers, able to suggest and locate items, even place orders • Improves customer service and loyalty

Vertical Markets

The TC70 Series in the Retail Store

Manager Tool



With a TC70 Series in hand, store managers can easily carry the equivalent of their deskphone and desktop computer — right in their pocket. No longer tied to the desk to respond to emails, check voicemail, review sales reports or check staff schedules, store managers can remain where they have the most impact — out on the sales floor. And with the tools in hand to perform any task, managers can keep the entire store running smoothly, delivering the best possible experience for every customer who walks through the door.

Managers can now...	Benefits
Distribute tasks to employees in real time	Keeps associates productive every minute of the workday; improves capacity of existing staff
Monitor inventory levels from anywhere in the store	Ensures orders are placed on time to keep shelves stocked and customers happy
Spend more time on the sales floor	Empowers managers to react to the status of promotions and customer buying trends in near real time to improve sales
Triage critical emails and calls on the sales floor	Ensures managers can respond to critical emails and phone calls from headquarters, employees and supply chain partners in near real time
Review planogram orders and snap a photo of displays	Improves planogram compliance and merchandising efficiency; gives headquarters better visibility into in-store execution

Vertical Markets

The TC70 Series in Manufacturing

Manufacturing Floor Management



Manufacturers face a world of challenges — from a supply chain that spans the globe to faster product lifecycles to increasing regulatory requirements and more demanding customers who want it all — rapid delivery times, the highest quality and the lowest cost. To succeed in this environment, manufacturers need to run the leanest operation possible, while ensuring product quality and availability.

With the TC70 Series, managers and supervisors are free to move about the manufacturing floor as needed, while never losing touch with suppliers, employees, key performance indicators or the state of production line equipment. By mobilizing the many critical plant management applications, managers can remain out on the plant floor, where they are most effective — yet the information required to make the best decisions possible is never more than a few seconds away.

Managers can now...	Benefits
Access plant messages, alerts, backend systems, KPIs and more	Enables managers to remain out on the plant floor where they are most effective; improves decision making; faster reactions to variances and bottlenecks — managers can take action before yield is impacted
Access real-time sales information	Enables managers to react faster to changing sales conditions, reduces overproduction and ensures manufacturing line can meet customer needs
Triage critical emails and voicemails on the manufacturing floor	Ensures managers can respond to critical emails and calls from headquarters, employees and supply chain partners in near real time
Monitor workforce and task completion in real time	Keeps workers productive every minute of the workday; improves capacity of existing staff; ensures critical tasks are completed on time

Vertical Markets

The TC70 Series in Manufacturing

Asset Management



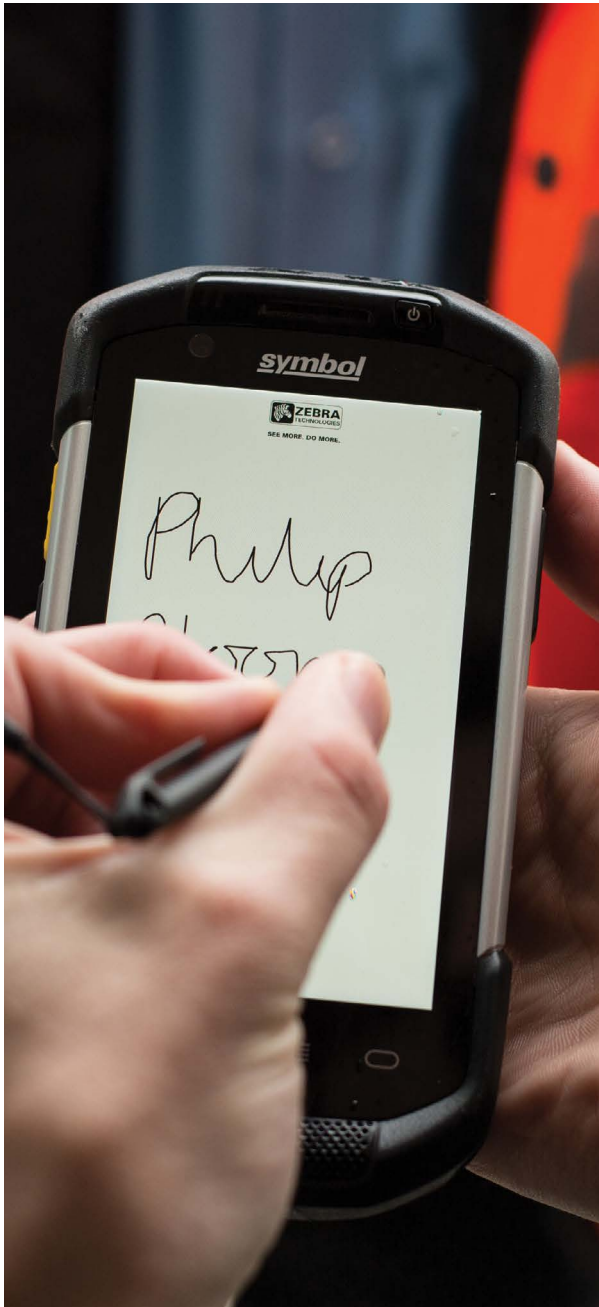
Keeping the many assets required for daily plant operations in good working order is key to protecting facility and production line uptime. The TC70 Series has what it takes to streamline every aspect of the asset management and maintenance function. With the TC70 Series in the hands of workers, paper work orders are replaced with electronic work orders that can be delivered and re-prioritized in seconds. The result? Improved accuracy and productivity — and critical assets are always on hand and working for maximum uptime.

Technicians can now...	Benefits
Scan the barcode on an asset to display the entire maintenance history	Protects asset lifecycle through timely maintenance — improving the return on investment (ROI) and reducing total cost of ownership (TCO)
Instantly identify assets that require routine maintenance or have reached end of life	Ensures asset maintenance is completed on time and accurately, preventing costly unplanned downtime
Enter maintenance orders in real time	- Improves worker productivity, allowing the same number of maintenance engineers to handle more work orders - Reduces shrinkage through better tracking of parts, tools and equipment

Vertical Markets

The TC75 Series in Transportation & Logistics

Pickup and Delivery/Proof of Delivery



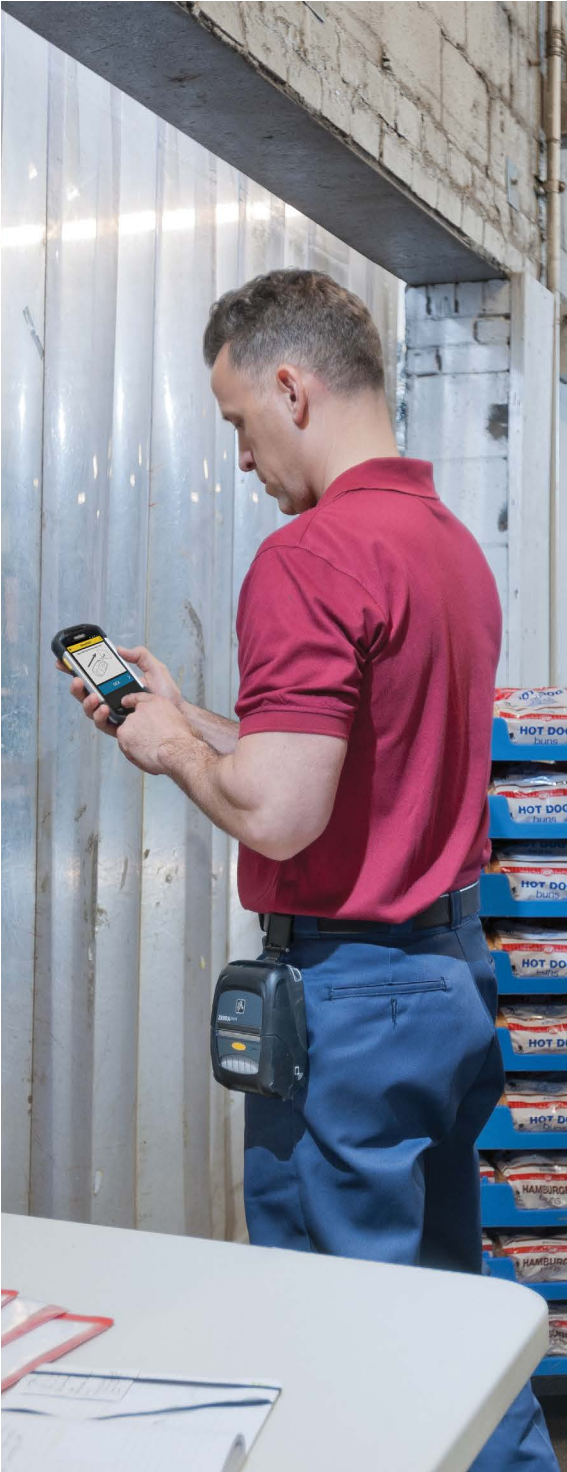
Time is money in the T&L business, and with the TC75 Series in hand, drivers can document and transmit pickup and delivery status in seconds, making more time for more pickups and deliveries in a day. Real-time information makes it easy to give customers the on-demand shipment status they expect. Fleet managers can optimize routes to minimize mileage with real-time visibility into driver location and status, driving down fuel costs and vehicle wear-and-tear. And the ability to automate pickup, delivery and regulatory paperwork makes it easy for even the newest drivers to rapidly reach expected productivity levels.

Drivers can now...	Benefits
Scan the barcodes on items to be delivered, even if the barcode is in poor condition — smudged, dirty or poorly printed Capture entire forms — including signatures, barcodes, and check boxes — in a single scan	- Increased productivity — significantly faster scanning performance compared with consumer-grade scanning - Increased accuracy — the right boxes and pallets are always unloaded, preventing costly mis-shipments
Capture an electronic customer signature and instantly upload it to backend system Snap a quick photo, embedded with a geo- and time-stamp for proof of delivery	- Proof positive that the right shipment was delivered to the right place, in the right condition - Faster invoicing with less administrative effort and less cost
Fleet Managers can now...	Benefits
Know exactly where drivers are at all times, along with the status of each customer delivery	- Increased customer satisfaction with on-demand visibility into shipment status - Better fleet utilization — resulting in lower fuel costs and vehicle wear-and-tear

Vertical Markets

The TC75 Series in Direct Store Delivery (DSD)

DSD/Route Accounting



Whether DSD drivers are delivering baked goods to local grocers or car parts to automotive dealerships, they need to wear many hats throughout the workday. At each customer site, they handle the complete sales cycle— from the ordering process to the delivery of product, invoicing, merchandising and the general management of the customer relationship.

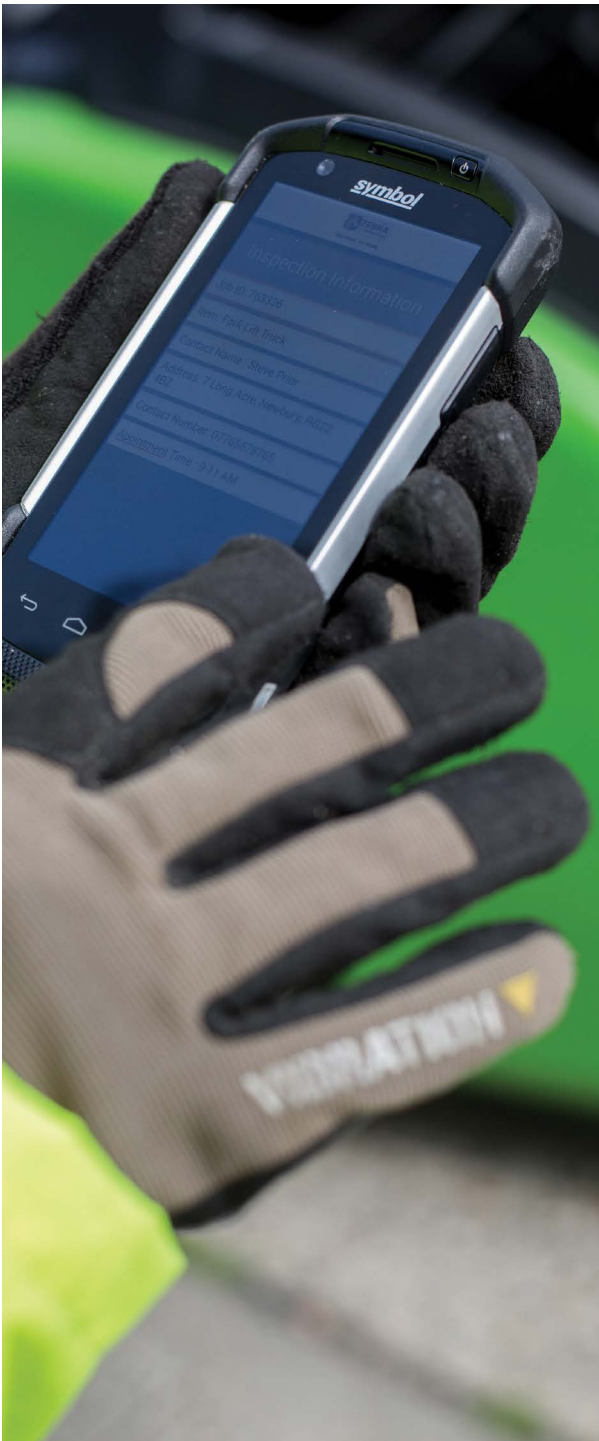
The TC75 Series gives these mobile workers all the tools they need to execute virtually any task, no matter where they are. Drivers deliver better customer service, and DSD operators enjoy a healthier and more profitable business.

DSD Drivers can now...	Benefits
Scan the barcodes on all items as they are removed from the truck, even if the barcodes are in poor condition — smudged, dirty or poorly printed	- Increased productivity — significantly faster scanning performance compared with consumer-grade scanning - Increased accuracy and customer satisfaction — customers will receive exactly what they ordered, every time
Capture entire documents, including invoices, in a single scan Capture customer signatures and process payments in real-time	- Increased productivity — drivers spend less time on paperwork and have time to make more stops each day - Shorter order-to-cash cycles for better cash flow
Scan the barcodes of products on shelves for a rapid inventory count	- Increased productivity — automate order creation - Better inventory management and reduction of stock-outs
Look up a wealth of product information, including pricing, availability and current promotions	- Better customer service — drivers are prepared to handle any customer question - Increased opportunities for upselling during the ordering process
Managers can now...	Benefits
Know exactly where drivers are at all times, along with the status of each customer delivery	- Increased customer satisfaction with on-demand visibility into shipment status - Better fleet utilization — resulting in lower fuel costs and vehicle wear-and-tear - Ability to dynamically modify routes to accommodate urgent customer orders

Vertical Markets

The TC75 Series in Field Service

Real-time work orders, mobile payment and on-site support



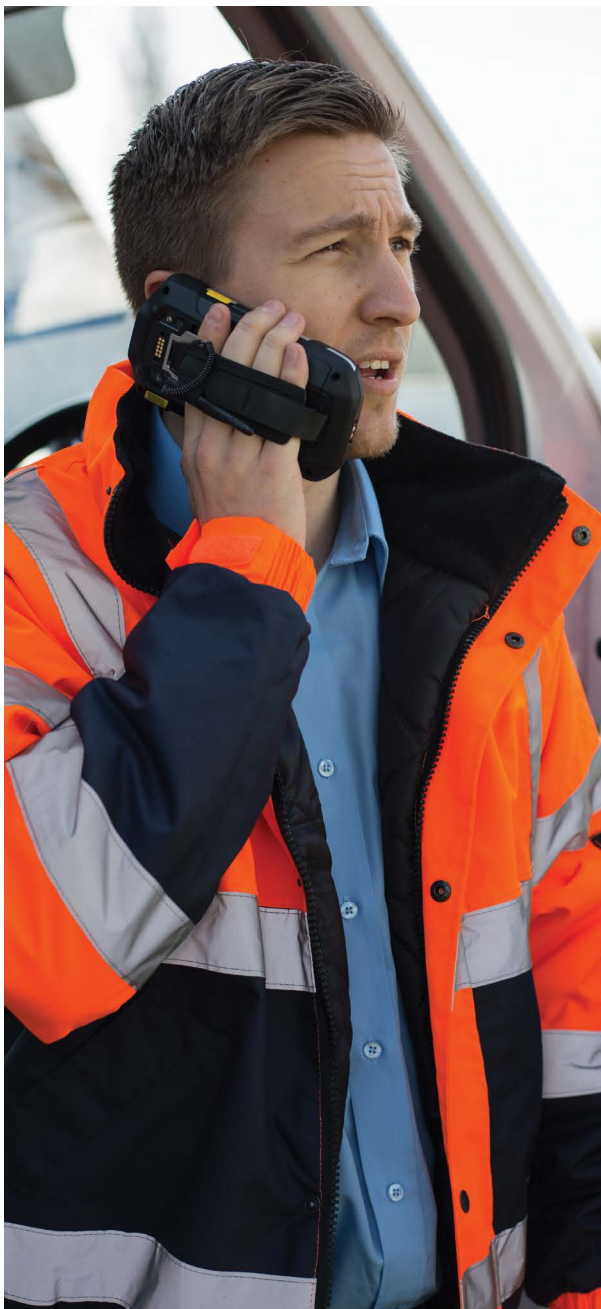
Field service technicians are often the only touch point a business has with its customers after a sale — and customer satisfaction and retention often hinge on the quality of the service this workforce delivers. The TC75 Series helps field service employees like repair technicians make the most of every visit. Electronic work orders eliminate paperwork and free up time for service, enabling technicians to make more service calls per day. On-site efficiency is improved. First time-to-fix rates are higher. All costs are accurately captured. And most importantly, customers are happier.

Field Service workers can now...	Benefits
Scan the barcode on the asset upon arrival to ensure accurate identification	- Ensures that the right parts are utilized - Ensures the warranty and service level agreement (SLA) information is accurate for proper charging - Increases opportunities for upselling — workers can access a list of products that the customer might be interested in purchasing, from service contract extension to a new accessory
Scan the barcodes on parts as they are used	- Ensures accurate capture of charges, preventing lost revenue - Provides real-time inventory visibility, helping prevent out-of-stocks that result in a long wait time for a repair appointment
Capture entire documents, including invoices and completed work orders, in a single scan Capture customer signatures and process payments in real-time	- Reduces the order-to-cash cycle for better cash flow - Fewer man hours associated with documentation — less paperwork to handle in the field and back in the office
Contact manufacturer tech support or other expert help via phone or video conference	- Enables field workers to get the help they need, when they need it for improved first-time fix rates - Fewer high-cost truck rolls per call

Vertical Markets

The TC75 Series in Government & Public Safety

Asset Management, eCitations and Security



Every day, government workers face a mounting set of challenges to protect lives and property, safeguard public health and safety, maintain critical infrastructure, and serve their constituents — all while contending with rising operational costs that can outpace annual budgets.

The TC75 Series is the answer to these challenges, providing instant information access, eliminating paperwork, boosting efficiency, and extending organizational knowledge into the field. With the TC75 Series, workers in state and local government agencies have the tools they need to act wherever they are — able to access, collect and submit information in real time.

Government workers can now...	Benefits
Scan the barcode on the asset upon arrival to ensure accurate identification	• Ensures that the right equipment, vehicle or asset is about to be inspected/ maintained at the right time • Streamlines regulatory requirements with electronic recordkeeping
Easily capture proof of asset condition and location — along with latitude, longitude, and date and time the photo was taken — all in just seconds	• Provides indisputable proof of condition, delivery, service, and location • Enables government agencies to cost-efficiently track assets without impacting productivity as well as comply with federal accounting mandates
Issue eCitations, along with geostamped photo — for example of vehicle location and condition in motor vehicle accidents	• Eliminates paperwork, reduces ticketing errors and increases productivity • Reduces number of disputed citations, helping local governments increase revenue and lower court costs
Scan badges of personnel in restricted areas	• Improves safety of first responders and the general public



Topline Sales Strategy: Key Attack Points

Industry's most advanced imager engine	Our proprietary PRZM Intelligent Imaging technology, a megapixel sensor and advanced optics capture practically any 1D or 2D barcode faster and more reliably. The SE4750 is 40% faster and provides over a 50% increase in scan range when compared to the proven industry standard prior generation imager (the SE4500).
Leading rugged design	You can drop the TC70/TC75 Series on concrete, in water, use it in the heat, cold, rain and snow. From IP65 and IP67 rating and Corning Gorilla glass to a punishing tumble test, the TC70/TC75 Series is more than ready for the demands of everyday life in the enterprise.
Latest Android OS with Mobility Extensions	Only device to include integrated features that make Android a more robust enterprise-class OS. And, only Zebra lets your customers choose their preferred Android strategy with Professional (non GMS) and Standard (GMS) configurations.
Industry's most advanced data capture solution	With Zebra's SimulScan Document Capture, workers can capture barcodes, text fields, phone numbers, images and even check boxes in the time it takes to press a button. Simulated tests show that SimulScan is ten times faster than Panasonic or Honeywell in task completion with reading barcodes. And tests using a popular shipping label showed that SimulScan reduced processing time by 75 percent compared to the Honeywell CN51.
Best-in-class audio	The TC70/TC75 Series is four times as loud as popular smartphones and features advanced noise cancellation technology for a superior voice experience.
Mobility DNA	Every strand of your customer's Android mobility platform is simpler with Zebra's Mobility DNA. That's because, from the start, they have the industry's most comprehensive suite of mobility must-haves to accelerate their solution. More off-the shelf end-user apps, more robust administration utilities and easier app development.
Flexible ShareCradle	Only the TC70/TC75 Series offers a unique multi-slot cradle that can accommodate future Zebra Technologies devices, making backroom management easy and cost-effective.
Optional trigger handle	The TC70/TC75 Series offers a trigger handle accessory, allowing workers to comfortably and easily tackle scan intensive tasks, such as inventory takes.
Vehicle cradle for on-the-go productivity	The TC75 Series can be equipped with a flexible vehicle cradle to increase productivity and convenience on the road. The cradle charges the device, even with snap-on accessories attached, and supports third party printers, third party telematics solutions, flash drive and more. A speaker version amplifies speaker volume for turn-by-turn directions and voice calls.
Industry-leading dual mode touch panel	Users can choose their preferred pair of data input methods: finger and gloved finger (ideal for workers who frequently wear gloves) or finger and stylus. The intelligent display automatically adjusts as needed, unlike competitive devices that require setting adjustments . And the capacitive touch screen even works when wet.
Integrated Workforce Connect PTT	Only the TC70/TC75 offers an integrated client that enables push-to-talk communications right out of the box with other TC70/TC75 mobile computers and any other Zebra mobile devices equipped with the Workforce Connect Push-to-Talk Express client.



Overcoming one of the top objections:

“WHY NOT JUST GIVE WORKERS A CONSUMER SMART PHONE?”

Some customers may believe that a consumer device is “good enough” to use in the enterprise. However, even though initial acquisition costs are less with a consumer device, these deployments result in productivity loss and a higher TCO in the enterprise. Here’s why:

Consumer devices are three times more likely to fail

Lack of durability translates into frequent device repairs and the need to replace the device more often than the enterprise class TC70/TC75 Series. Consumer devices are three times more likely to fail in the first year.* The average first year failure rate for rugged devices is 7 percent, compared with the 23 percent for consumer devices. The cause of 77 percent of those failures is a dropped device, which results most commonly in a cracked display.

Inferior scanning impacts productivity

The consumer-grade camera in smartphones does not offer the proper illumination required to guarantee proper barcode capture, nor can it capture dirty, scratched or poorly printed barcodes — the types of codes that are so common in the enterprise. Those same barcodes aren’t a challenge at all for the TC70/TC75 Series — its advanced scanning engine can capture any barcode in virtually any condition.

“Enterprise” scanning requires After-Market Sled attachment

Sleds impact mobile device ergonomics and economics — sleds often cost two to three times that of the consumer mobile device, making total acquisition cost on par with the typical enterprise class device. Our own internal testing on one of the most-used third party sleds revealed a lack of durability and sealing, which will increase the failure rate, likely translating into the purchase of multiple sleds over the course of the lifespan of a mobile device.

Typical consumer battery won’t last a full shift

The typical consumer device battery will not last a full shift, especially since the device will be in constant use. When the battery runs low, if the batteries are not removable, the entire device must be charged. The TC70/TC75 Series’ PowerPrecision and PowerPrecision+ batteries use premium high-grade cells that have a longer lifecycle, while also giving IT the information needed to identify older batteries that need to be retired. Batteries can be swapped out in seconds, and multi-slot charging cradles simplify the backroom. As a result, your customers never have to worry about taking a TC70/TC75 Series out of use due to a low or dead battery.

Consumer devices aren’t built for the noisy enterprise

The TC70/TC75 Series delivers four times the loudness as popular smartphones from Apple and Samsung. Workers can hear every word on every call, no matter how noisy the environment.

Consumer devices can’t be shared

Your enterprise customers will need to assign one consumer smartphone per employee. But the TC70/TC75 Series is designed for device sharing; your customers can share a pool of devices across a number of workers — meaning fewer overall devices to purchase and maintain. The multi-user log-on also provides user-specific access to applications and functions based on job, tasks or need.

* Mobile Device TCO Models for Line of Business Solutions; Volume 1/Track 7: Enterprise Mobility Mobile Device TCO; David Krebs; VDC Research Group, Inc.; 2012 (Slides 4, 18, 28 and 29)

Where does the TC70/TC75 Series fit in the Zebra Technologies Knowledge Worker Portfolio?

	Mid Tier	Premier Tier
Microsoft Legacy OS/ Key Based	 MC55 WM 6.5	
Android Touch Centric	 MC40 ANDROID TC55 ANDROID  MC67 WM 6.5 ANDROID DUAL WAN	 TC70/TC75 Series ANDROID  ET50/ET55 ANDROID

The **TC70/TC75 Series** represents our premium tier all-touch mobile computer.

Zebra Technologies is committed to supporting Android as an enterprise-class operating system today — and in the future.

Where does the TC70/TC75 Series fit in the Zebra Technologies Android Portfolio?

The following chart will help you understand the differences between our enterprise-grade Android mobile devices — and when to lead with each one for your Android device sales opportunities.

			
TC70/TC75 SERIES ANDROID	TC55 ANDROID	MC40 ANDROID	MC3200 ANDROID
Lead with the TC70/TC75 Series for customers who need: • Wi-Fi only (TC70) or cellular+Wi-Fi (TC75) • Enterprise-class Wi-Fi performance • Highly ruggedized use cases/environments • Multiple 8 ft./2.4 m drop to concrete per MIL-STD 810G, Multiple 6 ft./1.8 m drop to concrete • 2,000 3.2 ft./1 m tumbles • Larger 4.7 in. HD display/ longer life backlight • Heavy 1D/2D scanning • NFC • Best-in-class megapixel imager • Full accessory ecosystem: ShareCradle system, payment, trigger and carrying solutions • Mobile payment support: encrypted snap-on MSR (*TC70/TC75 only) • Larger, easy swap battery — full shift runtime • Dual cameras — front and rear • Optimized audio for unified communications • 5 year lifecycle and support	Lead with the TC55 for customers who need: • Cellular connectivity (WWAN access required) • Phone first/data second use cases • Multi-touch capacitive form • Smaller form, lighter weight • Personal use scenarios • Lower acquisition cost • Light to medium 1D/2D barcode scanning (2D imager available only in KitKat configurations) • NFC • 3 year lifecycle & support	Lead with the MC40 for customers who need: • An enterprise durable device that enables robust voice in a noisy environment • Data and voice inside the four walls • A comprehensive accessory ecosystem • A more aesthetic elegant solutions for customer facing support • Mobile payment support: encrypted snap-on MSR • Larger, easy swap battery — full shift runtime • A more compact form factor • An all-touch device • Lower acquisition cost • 3 year lifecycle & support	Lead with the MC3200 for customers who need: • Heavy scanning applications • Basic input and data retrieval • Key input method is most efficient for workers • Data first, inside the enterprise walls • A touch navigation device — while key input is required, workers can navigate through applications easily via touch • A permanent gun-style form factor (one of three MC3200 variants) • A flexible adjustable scanning head (one of three MC3200 variants) • Push-to-talk (PTT) communications

Market Opportunity

OS Opportunities: Android in the Enterprise

Over the past decade, Windows CE and Windows Embedded Handheld 6.5 were the dominant OS platforms in the enterprise rugged mobile device space, with an installed base over 15 million devices. The platform gave enterprise customers stability, a broad portfolio of supported devices, well known development tools, and wide support from enterprise-focused ISVs. However, as of January 2015, WEH 6.5 is off Microsoft mainstream support (only security patches are available), and WEH 8.1 was adopted by only a small number of OEMs.

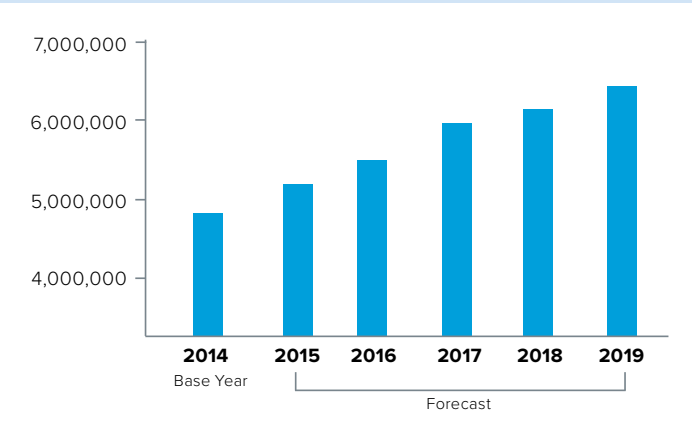
This opened the door for an alternative OS in the enterprise mobile device space, with Android emerging as the main candidate. Android enterprise rugged shipments began to reach critical mass in 2015, and VDC Research projects Android to supplant Microsoft as the leading platform for enterprise handheld devices in 2016. It's important to note that **Zebra currently enjoys a 64 percent market share in the Android enterprise rugged handheld market.**

Rugged handheld mobile computing sales to steadily grow

The small rugged market segment continues steady growth, providing a strong global sales opportunity. According to VDC Research, total worldwide sales in dollars and units are projected to rise with a CAGR of 5.6 percent in dollar sales from 2014 to 2019.

5.6% CAGR
in dollar sales
for rugged handheld
mobile computers
(2014-2019)

Total worldwide sales: rugged handheld devices in dollar volume (rugged handheld and rugged smartphones), in millions USD



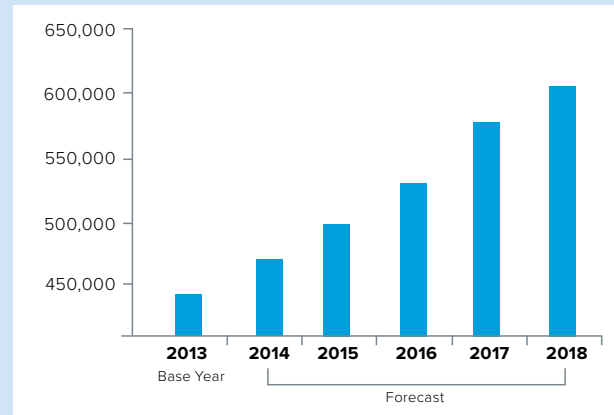
Source: VDC Research; Strategic Insights 2015: Enterprise Mobility Solutions, Track 2: Enterprise Hardware Dataset, Volume 1: Mobile Devices

TC70 Series Market Opportunity

Strong growth for rugged WLAN-only handheld mobile computers

VDC Research predicts a 6.4 percent growth rate for fully rugged WLAN-only handheld devices between 2014 and 2018

Fully rugged WLAN-only handheld devices in units
6.4% CAGR 2013-2018

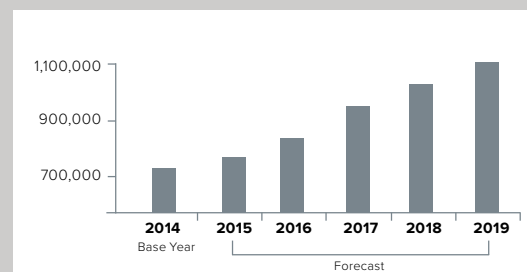


Source: VDC Research; 2014 Smartphones and Handheld Devices (Interim Findings), July 2014

Double-digit growth in the key TC70 Series vertical markets



RETAIL SERVICES



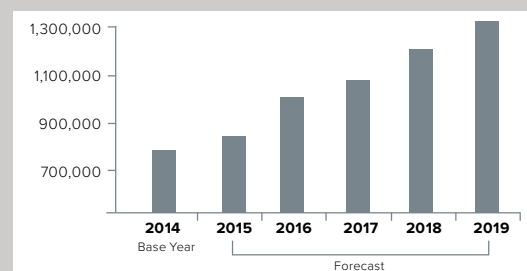
Source: VDC Research; Strategic Insights 2015: Enterprise Mobility Solutions, Track 2: Enterprise Hardware Dataset, Volume 1: Mobile Devices

Rugged handheld sales in units

CAGR 2014-2019: 10%



INDUSTRIAL/MANUFACTURING



Source: VDC Research; Strategic Insights 2015: Enterprise Mobility Solutions, Track 2: Enterprise Hardware Dataset, Volume 1: Mobile Devices

Rugged handheld sales in units

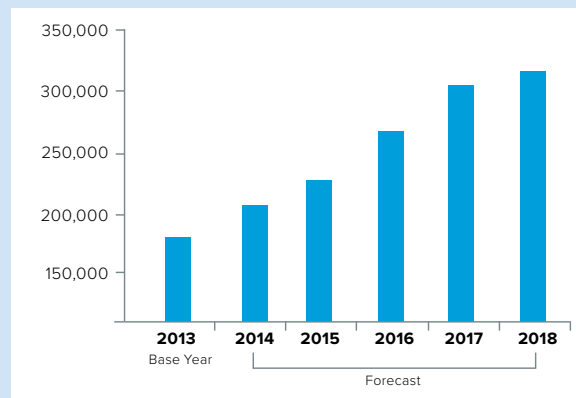
CAGR 2014-2019: 11%

TC75 Series Market Opportunity

Major sales opportunity for multi-mode WLAN/WWAN rugged mobile computers — the time is right for the TC75 Series

VDC Research predicts a 12.5 percent growth rate for fully rugged WLAN/WWAN devices over the next four years, with strong sales in the TC75's major vertical markets.

Worldwide sales: Fully rugged multi-modal wireless handheld devices (in units)
12.5% CAGR 2013-2018

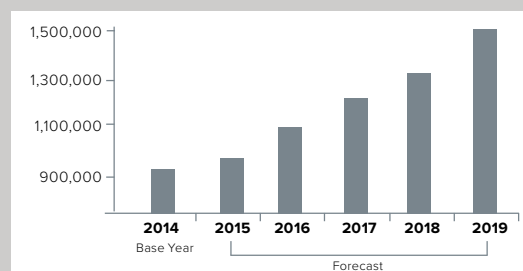


Source: VDC Research; 2014 Smartphones and Handheld Devices (Interim Findings), July 2014

Double-digit growth in the key TC75 Series vertical markets



T&L/DSD



Source: VDC Research; Strategic Insights 2015: Enterprise Mobility Solutions, Track 2: Enterprise Hardware Dataset, Volume 1: Mobile Devices

Rugged handheld sales in units

CAGR 2014-2019: 10%

Your customers in T&L, DSD/Route Accounting, as well as Field Service and Government, are looking for a rugged handheld computer to streamline their business processes outside the four walls. The TC75 Series is packed with all the ingredients your customers are looking for — an all-touch device built for business, Android for intuitive apps, a complete set of enterprise vehicle accessories and high performance enterprise-class data capture features that are unmatched in the industry.



Revenue Opportunities

EVERY SALE PROVIDES THE OPPORTUNITY FOR REVENUE FROM MULTIPLE AREAS: HARDWARE, ACCESSORIES, INTEGRATION AND SUPPORT SERVICES

Hardware Revenue: Devices and Accessories



The first line of opportunity is the sale of the TC70/TC75 Series devices and its accessories. The TC70/TC75 Series offers a full ecosystem of accessories, allowing your customers to tailor the solution for their application needs. Accessory products like a trigger handle and vehicle accessories complete the solution and represent a significant revenue opportunity for partners. Pricing details and your discount for all hardware and accessories are located in the Appendix of this document.

Software Revenue: Application Integration



Application development and integration provides an additional revenue opportunity, and there are multiple opportunities for application development with each TC70/TC75 Series sale:

- Update an existing application to work with the TC70/TC75 Series.
- Develop and integrate a range of vertical Android or Windows 10 IoT Mobile Enterprise applications, such as retail applications for price management, assisted selling, inventory management and more.

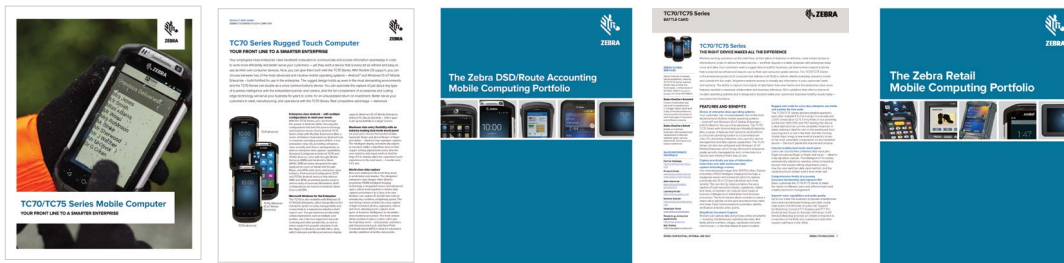
Services Revenue: Complete End-to-End Support



Selling services as part of the complete solution provides a significant opportunity to deliver more value to the enterprise customer as well as increase revenue. Zebra Technologies flexible services are designed to provide customers with assistance at every stage of the TC70/TC75 Series solution, from planning to deployment and post-deployment support. Service contracts can play a significant role in helping ensure complete customer satisfaction with reduced risks, faster deployment time and a substantial reduction in overall service delivery costs, reducing downtime, IT time and cost and the total cost of ownership. Your own experience plus industry research shows that customers are more likely to select service plans when they're bundled up front with a hardware quote as part of a complete solution. When your customer purchases Zebra Technologies exceptional services, everyone benefits. The size of the sale is increased. And there's no better way to give your customers total service peace of mind, with protection for their investment from day one.

Sales Tools:

EVERYTHING YOU NEED TO SELL THE TC70/TC75 SERIES



POSTED ON THE SOURCE/PARTNER CENTRAL

<https://zebra.gosavo.com>
<https://partnerportal.zebra.com>

Zebra Services:
www.zebra.com/services

Learning Portal:
<http://learning.zebra.com>

Solution Builder:
<https://solutionbuilder.zebra.com>

Developer Tools:
www.zebra.com/software

TC70/TC75 Series Selling Guide

This comprehensive document contains all the information you need to sell the TC70/TC75 Series Touch Computer.

TC70/TC75 Battle Card

This four-page battlecard provides a quick at-a-glance look at features and benefits, competition and available support services.

TC70/TC75 Series Product Descriptions

Short, medium and long product descriptions to use in proposals, emails and other marketing materials.

ZEBRA'S GRAPHICS LIBRARY

Product and application photos:
<http://medialibrary.zebra.com>

PUBLIC FACING ASSETS

TC70 Series and TC75 Series Specification Sheets

These two-page documents discuss the key features of the TC70/TC75 Series, along with product specifications. Spec sheets are available for the TC70 Series and TC75 Series.

TC70/TC75 Series Product Brochure

Provides a high-level overview of the TC70/TC75 Series, including its key features and value in various markets.

Accessories Brochure

Provides details on the TC70/TC75 Series accessory family.

Retail Portfolio Brochure

Updated to include the TC70 Series.

DSD/Route Accounting Brochure

Updated to include the TC75 Series.

KEY DATES

Public Announcement (TC70x/TC75x): October 11, 2016; Press release/live home page

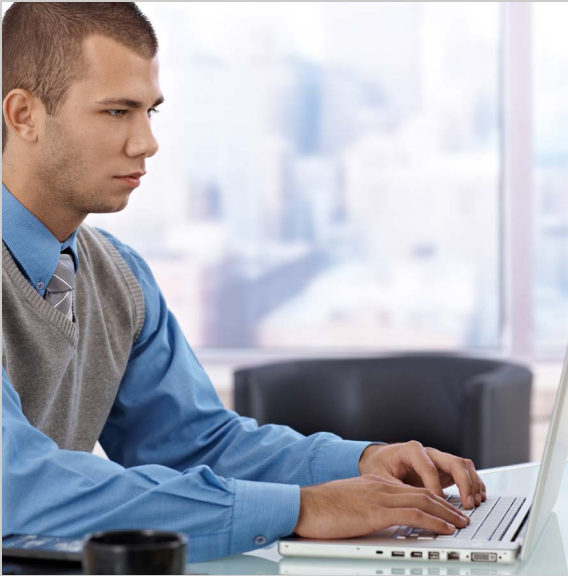
Public Announcement (TC70/TC75): October 21, 2014 (TC70); May 12, 2015 (TC75); Press release/live home page.

Sales Tools:

YOUR INVESTMENT, PRODUCT CLASS AND TRAINING

PRODUCT CLASS	YOUR INVESTMENT	TARGET PROSPECT BY TITLE
The TC70/TC75 Series is a Class 2 Product. Partners that meet this segmentation designation have authorization to sell the device. While training is not required, free training materials are available to assist you in your sales efforts.	How much of an investment do you need to make to sell the TC70/TC75 Series? ZEBRA SALES TOOLS: \$0 No cost — see Sales Tools section for list of available complimentary collateral, including collateral that can be customized with your company name, logo and contact information. CERTIFICATION COSTS: \$0 This Class 2 product does not require certification.	Target decision-makers for a TC70/TC75 Series sale include: • CIO / CTO • IT Manager • General Manager • CFO • Business Line VP or Director (for example: operations, customer service) • RFP Project Manager/ Purchasing Director

TRAINING



Course Code: MBC1005
Course Title: Technical Enablement for TC70/TC75 Series

This course is designed to provide technical personnel a technical overview of the TC70/TC75 Series touch computer. Major topics covered include: Product Overview, Technical Specifications, Applications, Application Development, Operating System, Installation, Configuration, Booting Sequences, General Operation, Maintenance and Basic Troubleshooting.

Course Code: MBC1006
Course Title: Sales Enablement for TC70/TC75 Series

This course is designed to provide sales personnel a sales overview of the TC70/TC75 Series touch computer. The course defines TC70 and TC75 key features, positioning, benefits, capabilities, and target applications. Major sales concepts covered include: “What Business Problems are Solved”, “Key Selling Points”, “ROI and TCO”, “Service and Support Options” and how to “Differentiate” this product from our competition.

TC70 Series Specifications

PHYSICAL CHARACTERISTICS	
Dimensions	6.3 in. L x 3.3 in. W x 1.1 in. D 161 mm L x 84 mm W x 28 mm D
Weight	13.3 oz./376 g
Display	4.7 in. High Definition (1280 x 720); exceptionally bright, outdoor viewable; optically bonded to touch panel
Imager Window	Corning Gorilla Glass
Touch Panel	Dual mode capacitive touch with stylus, finger or gloved fingertip input (conductive stylus sold separately); Corning Gorilla Glass
Backlight	LED backlight
Power	 PowerPrecision/PowerPrecision+: Improved battery technology for longer cycle times and real-time visibility into battery metrics for better battery management. Li-Ion 3.7 V, 4620 mAh
Expansion Slot	TC70: User accessible MicroSD with 32GB SDHC and up to 64GB SDXC TC70x: User accessible MicroSD with 32GB SDHC and up to 128GB SDXC
Network Connections	USB 2.0 OTG High Speed (host and client); WLAN
Notification	Audible tone; multi-color LEDs; vibration
Keypad	On-screen keypad; Enterprise Keyboard
Voice and Audio	Three microphone support with noise cancellation; vibrate alert; speaker; Bluetooth wireless headset support
PERFORMANCE CHARACTERISTICS	
CPU	TC70: 1.7 GHz dual core processor TC70x Android-O: 1.8 GHz hex core 64 bit processor
Operating System	 TC70: Android 5.1 Lollipop with Zebra's Mobility Extensions (Mx) TC70x: Android O (Oreo) with Mx
Memory	TC70: 1 GB RAM / 8 GB Flash pSLC TC70x: 2 GB RAM / 16 GB Flash pSLC
USER ENVIRONMENT	
Operating Temp.	-4° F to 122° F/-20° C to 50° C
Storage Temp.	-40° F to 158° F/-40° C to 70° C
Humidity	5% to 85% non-condensing
Drop Specification	Multiple 6 ft./1.8 m drop to concrete across full operating temperature range, Multiple 8 ft./2.4 m drop to concrete at room temperature per MIL-STD 810G
Tumble Specification	2,000 3.2 ft./1.0 m tumbles; meets and exceeds IEC tumble specifications
Sealing	IP65 and IP67 per applicable IEC sealing specifications
Vibration	4 g's PK Sine (5 Hz to 2 kHz); 0.04g2/Hz Random (20 Hz to 2 kHz); 60 minute duration per axis, 3 axis

USER ENVIRONMENT (CONTINUED)	
Thermal Shock	-40° F to 158° F/-40° C to 70° C rapid transition
Electrostatic Discharge (ESD)	+/-15kVdc air discharge +/-8kVdc direct discharge +/-8kVdc indirect discharge
AUDIO	
High quality speaker phone with up to 108 dB SPL volume; wireless (Bluetooth) headset support; PTT headset support; handset/ speakerphone modes	
INTERACTIVE SENSOR TECHNOLOGY (IST)	
Light Sensor	Automatically adjusts display backlight brightness
Motion Sensor	3-axis accelerometer for dynamic screen orientation
DATA CAPTURE ²	
Scanning	SE4750 imager (1D and 2D); extraordinary range: Scan range – Code 39 barcode: 20 Mil: 1.8 in. to 32.0 in./4.5 cm to 81.3 cm 3 Mil: 3.1 in. to 5.6 in./7.9 cm to 14.2 cm
Camera	Rear – 8 MP autofocus; f/2.4 aperture (TC70) Rear – 13MP autofocus (TC70x Android-O) Front – 1.3 MP fixed focus (TC70/TC70x)
NFC	ISO 14443 Type A, B, FeliCa ³ , and ISO 15693 cards. P2P mode and Card Emulation via UICC and Host
WIRELESS LAN	
Radio	TC70: IEEE 802.11a/b/g/n/d/h/i/k/r TC70x: IEEE 802.11a/b/g/n/d/h/i/l/r/ac
Data Rates	TC70 5GHz: 802.11a/n — up to 150 Mbps; 2.4GHz: 802.11b/g/n — up to 72.2 Mbps TC70x 5GHz: 802.11a/n/ac — up to 866.7 Mbps; 2.4GHz: 802.11b/g/n — up to 144.4 Mbps
Operating Channels	TC70: Chan 1 - 13 (2412 - 2472 MHz); Chan 36 - 165 (5180 - 5825 MHz); Channel Bandwidth: 20, 40 MHz TC70x: Chan 1 - 13 (2412 - 2472 MHz); Chan 36 - 165 (5180 - 5825 MHz); Channel Bandwidth: 20, 40, 80 MHz Actual operating channels/ frequencies depend on regulatory rules and certification agency
Security and Encryption	TC70: WEP (40 or 104 bit); WPA/WPA2 Personal (TKIP, and AES); WPA/WPA2 Enterprise (TKIP, and AES) — EAPTTLS (PAP, MSCHAP, MSCHAPv2), EAP-TLS, PE APv0-MSCHAPv2, PE APv1-EAP-GTC, EAP Fast and LEAP TC70x: WEP (40 or 104 bit); WPA/WPA2 Personal (TKIP, and AES); WPA/WPA2 Enterprise (TKIP, and AES) — EAP TTLS (PAP, MSCHAP, MSCHAPv2), EAP-TLS, PEAPv0-MSCHAPv2, PEAPv1-EAP-GTC and LEAP

TC70 Series Specifications (continued)

WIRELESS LAN (CONTINUED)	
Multimedia	TC70/TC70x Android: Wi-Fi Multimedia™ (WMM) and WMM-PS
Certifications	TC70: WFA (802.11n, WMM, WMM-PS, Wi-Fi Direct, Miracast, Soft-AP, WPS 2.0) and Cisco CCXv4 TC70x Android: WFA (802.11n, WMM-PS)
Fast Roam	TC70/TC70X Android: PMKID caching, Opportunistic Key Caching (OKC), Cisco CCKM and FT (802.11r)
WIRELESS PAN	
Bluetooth	Class 2, Bluetooth v4.0 (Bluetooth® Smart technology) BT Wideband support HFPv1.6 Bluetooth v4.1 LE (TC70x only)
COMMUNICATION AND MESSAGING	
 Workforce Connect PTT Express (included) provides instant push-to-talk small group communications across Wi-Fi networks. Workforce Connect PTT Pro (supported) provides a scalable network agnostic push-to-talk solution which also includes messaging, location services and two-way radio integration. Workforce Connect Voice client (supported) enables the TC70 Series to function as a full featured mobile telephone with multi line capability across Wi-Fi networks.	
Skype for Business (TC70x Windows 10 Mobile Enterprise only); Skype for Business Voice requires Zebra WLAN infrastructure for optimal performance.	

ADDITIONAL MOBILITY DNA SOLUTIONS	
 Mobility DNA solutions help you get more value out of our mobile computers by adding functionality as well as simplifying deployment and management of our mobile devices. For more information on these Zebra-only features, please visit www.zebra.com/mobilitydna	
 Enterprise Keyboard	 Enterprise Home Screen
 Stage Now	 AppGallery
 EMDK	 Enterprise Browser
 SimulScan	
Mobility DNA is available on Android only and supported features may vary by model.	
WARRANTY	
Subject to the terms of Zebra's hardware warranty statement, the TC70 Series is warranted against defects in workmanship and materials for a period of 1 (one) year from the date of shipment. For complete warranty statement, please visit: www.zebra.com/warranty	
RECOMMENDED SERVICES	
Zebra OneCare; Managed Device Service	

- 1. PowerPrecision+ batteries are available only on TC70x Android models and provide advanced state of health and advanced state of charge metrics.
- 2. Please refer to the TC70 Series User Guide or Integrator Guide for full data capture specifications.
- 3. ISO 14443 Type FeliCa supported on TC70x models only.

Specifications subject to change without notice and some features may vary by model.

TC75 Series Specifications

PHYSICAL CHARACTERISTICS	
Dimensions	6.3 in. L x 3.3 in. W x 1.1 in. D/ 161 mm L x 84 mm W x 28 mm DD
Weight	13.3 oz./376 g
Display	4.7 in. High Definition (1280 x 720); exceptionally bright, outdoor viewable; optically bonded to touch panel
Imager Window	Corning Gorilla Glass
Touchpanel	Dual mode capacitive touch with stylus or bare or gloved fingertip input (conductive stylus sold separately); Corning Gorilla Glass
Backlight	LED backlight
Power	 PowerPrecision/ PowerPrecision+2: Improved battery technology for longer cycle times and real-time visibility into battery metrics for better battery management Li-Ion 3.7 V, 4620 mAh typical; battery swap function
Expansion Slot	TC75: User accessible MicroSD up to 32GB SDHC and up to 64 GB SDXC TC75x: User accessible MicroSD up to 32GB SDHC and up to 128 GB SDXC
SIM	2 Nano SIM slot (4FF); 1 Mini SIM/SAM slot (2FF)
Network Connections	USB 2.0 High Speed (host and client); WLAN
Notification	Audible tone; multi-color LEDs; vibration
Keypad	On-screen keypad; Enterprise Keyboard
Voice and Audio	Three microphone support with noise cancellation; vibrate alert; speaker; Bluetooth wireless headset support; High quality speaker phone; PTT headset support; Cellular circuit switch voice; HD Voice
PERFORMANCE CHARACTERISTICS	
CPU	TC75: 1.7 GHz dual core processor TC75x: 1.8 GHz hex core 64 bit processor (Snapdragon 650/Android-O)
Operating System	 TC75: Android 5.1 Lollipop with Zebra's Mobility Extensions (Mx) TC75x: Android O (Oreo) with Mx
Memory	TC75: 1 GB RAM / 8 GB Flash pSLC TC75x: 2 GB RAM / 16 GB Flash pSLC or 4 GB RAM / 32 GB Flash pSLC
USER ENVIRONMENT	
Operating Temp.	-4° F to 122° F/-20° C to 50° C
Storage Temp.	-40° F to 158° F/-40° C to 70° C
Humidity	5% to 85% non-condensing
Drop Specification	Multiple 8 ft./2.4 m drop to concrete at room temperature per MIL-STD 810G, Multiple 6 ft./1.8 m drop to concrete across full operating temperature range
Tumble Specification	2,000 3.2 ft./1.0 m tumbles; meets and exceeds IEC tumble specifications

USER ENVIRONMENT (CONTINUED)	
Sealing	IP65 and IP67 per applicable IEC sealing specifications
Vibration	4 g's PK Sine (5 Hz to 2 kHz); 0.04g2/Hz Random (20 Hz to 2 kHz); 60 minute duration per axis, 3 axis
Thermal Shock	-40° F to 158° F/-40° C to 70° C rapid transition
Electrostatic Discharge (ESD)	+/-15kVdc air discharge +/-8kVdc direct discharge +/-8kVdc indirect discharge
INTERACTIVE SENSOR TECHNOLOGY (IST)	
Light Sensor	Automatically adjusts display backlight brightness
Motion Sensor	eCompass, 3-axis Gyro, 3-axis accelerometer
DATA CAPTURE	
Scanning	SE4750 imager (1D and 2D); extraordinary range: Scan range – Code 39 barcode: 20 Mil: 1.8 in. to 32.0 in./4.5 cm to 81.3 cm 3 Mil: 3.1 in. to 5.6 in./7.9 cm to 14.2 cm
Camera	Rear – 8 MP autofocus; f/2.4 aperture (TC75) Rear – 13MP autofocus (TC75x) Front – 1.3 MP fixed focus (TC75/TC75x)
NFC	ISO 14443 Type A and B; Felica, and ISO15693 cards. P2P mode and Card Emulation via UICC and Host
WIRELESS WAN DATA AND VOICE COMMUNICATIONS	
Radio Frequency Band	TC75 <i>Worldwide:</i> LTE: 800/850/900/1800/2100/2600 (FDD 20,5,8,3,1,7); UMTS/HSPA/HSPA+: 850/900/1900/2100; GSM/GPRS/EDGE: 850/900/1800/1900 <i>Americas:</i> LTE: 700/850/1900/AWS/2100 (FDD 17,5,2,4,1); UMTS/HSPA/HSPA+: 850, 900, AWS, 1900, 2100; GSM/GPRS/EDGE: 850/900/1800/1900 TC75x <i>Worldwide:</i> LTE: 700,800/850/900/1800/2100/2600 (FDD 28,20,5,8,3,1,7); UMTS/HSPA/HSPA+: 850/900/1900/2100; GSM/GPRS/EDGE: 850/900/1800/1900 <i>Americas:</i> LTE: 700/850/1900/AWS/2100, (FDD 13,12,17,5,26,2,25,4,1); UMTS/HSPA/HSPA+: 850, 900, AWS, 1900, 2100 GSM/GPRS/EDGE: 850/900/1800/1900; CDMA: 850,1900 (BC0, BC10, BC1)
GPS	TC75: Integrated, Autonomous, Assisted GPS (A-GPS), Navstar, GLONASS TC75x: Integrated, Autonomous, Assisted GPS (A-GPS), Navstar, GLONASS, Beidou

TC75 Series Specifications (continued)

WIRELESS LAN	
Radio	TC75: IEEE® 802.11a/b/g/n/d/h/i/k/r TC75x: 2x2 MIMO; IEEE 802.11a/b/g/n/ac/d/h/i/r
Data Rates	TC75 5GHz: 802.11a/n — up to 150 Mbps; 2.4GHz: 802.11b/g/n — up to 72.2 Mbps TC75x 5GHz: 802.11a/n/ac — up to 866.7 Mbps; 2.4GHz: 802.11b/g/n — up to 144 Mbps
Operating Channels	TC75 Chan 1 - 13 (2412 - 2472 MHz); Chan 36 - 165 (5180 - 5825 MHz) Channel Bandwidth: 20, 40 MHz TC75x Chan 1 - 13 (2412 - 2472 MHz), Chan 36 - 165 (5180 - 5825 MHz), Chan 138, Chan 142 Channel Bandwidth: 20, 40, 80 MHz Actual operating channels/ frequencies depend on regulatory rules and certification agency
Security and Encryption	WEP (40 or 104 bit); WPA/WPA2 Personal (TKIP, and AES); WPA/WPA2 Enterprise (TKIP and AES) — EAP-TTLS (PAP, MSCHAP, MSCHAPv2), EAP-TLS, PEAPv0-MSCHAPv2, PEAPv1-EAP-GTC, EAP Fast³ and LEAP
Features	TC75: Wi-Fi Multimedia™ (WMM), Soft AP, Wi-Fi Direct, Miracast TC75x: Wi-Fi Multimedia (WMM), Soft AP, MIMO with 2 Spatial Streams, 256 QAM Modulation on 5G GHz radio; Maximum Ratio Combining (MRC), Tx/Rx Low-Density Parity Check (LDPC), Transmit Beamforming(TxBF) and Beamformee (BFee) capability, Full IEEE 802.11 a/b/g/n legacy compatibility
Certifications	TC75: WFA (802.11n, WMM-PS, Wi-Fi Direct, WPS, Miracast) TC75x: WFA (802.11n, 802.11ac, PMF, WMM-PS, WMM-AC and Voice Enterprise)
Fast Roam	PMKID caching, Cisco CCKM, 802.11r, OKC

1. Magnetic Stripe Reader not supported on TC75x.
2. PowerPrecision+ batteries are available only on TC75x models and provide advanced state of health and advanced state of charge metrics.
3. EAP Fast supported on TC75 models only.

Specifications subject to change without notice and some features may vary by model.

WIRELESS PAN	
Bluetooth	Class 2, Bluetooth v4.0 (Bluetooth® Smart technology) BT Wideband support HFPv1.6 Bluetooth v4.1 LE (TC75x only)
COMMUNICATION AND MESSAGING	
 Workforce Connect PTT Express (included) provides instant push-to-talk (PTT) small group communications across Wi-Fi networks. Workforce Connect PTT Pro (supported) provides a scalable network agnostic push-to-talk solution which also includes messaging, location services and two-way radio integration. Workforce Connect Voice client (supported) enables the TC75 Series to function as a full featured mobile telephone with multi-line capability across Wi-Fi networks.	
ADDITIONAL MOBILITY DNA SOLUTIONS	
 Mobility DNA solutions help you get more value out of our mobile computers by adding functionality as well as simplifying deployment and management of our mobile devices. For more information on these Zebra-only features, please visit www.zebra.com/mobilitydna	
 Enterprise Keyboard	 Enterprise Home Screen
 Stage Now	 AppGallery
 EMDK	 Enterprise Browser
 SimulScan	
Available Mobility DNA features may vary by model.	
WARRANTY	
Subject to the terms of Zebra's hardware warranty statement, the TC75 Series is warranted against defects in workmanship and materials for a period of 1 (one) year from the date of shipment. For complete warranty statement, please visit: www.zebra.com/warranty	
RECOMMENDED SERVICES	
Zebra OneCare; Managed Device Service	

Configurations

The following TC70/TC75 Series configurations are available. Refer to [Solution Builder](#) for the latest configuration, availability and pricing information.

TC70/TC75 Series Configurations			
Part Number	Description	Discount Category	List Price
TC70 Series Android Configurations			
TC700H-KC11ES-NA	TC70, Android, WLAN for North America (USA, Canada), 802.11a/b/g/n, BT, NFC, Decoded SE4750 Imager, Front and Rear Cameras, 1G/8GB, English, 1X Std Battery. Battery and hand strap included	A1	\$2,095
TC700H-GC11ES-NA	TC70, Android, GMS, WLAN for North America (USA, Canada), 802.11a/b/g/n, BT, NFC, Decoded SE4750 Imager, Front and Rear Cameras, 1G/8GB, English, 1X Std Battery. Battery and hand strap included	A1	\$2,095
TC700H-KC11ES-IN	TC70, Android, WLAN for Europe, Africa (EA), Asia Pacific, Middle East (APME), LATAM, 802.11a/b/g/n, BT, NFC, Decoded SE4750 Imager, Front and Rear Cameras, 1G/8GB, English, 1X Std Battery. Battery and hand strap included	A1	\$2,095
TC700H-GC11ES-IN	TC70, Android, GMS, WLAN for Europe, Africa (EA), Asia Pacific, Middle East (APME), LATAM, 802.11a/b/g/n, BT, NFC, Decoded SE4750 Imager, Front and Rear Cameras, 1G/8GB, English, 1X Std Battery. Battery and hand strap included	A1	\$2,095
TC700H-KC11ES-IA	TC70, Android, 802.11, BT, NFC, SE4750 Imager, Front and Rear Cameras, 1G/8GB, English, 1X Std Battery. Battery and hand strap included. India Only	A1	\$2,095
TC700H-GC11ES-IA	TC70, Android, GMS, 802.11, BT, NFC, SE4750 Imager, Front and Rear Cameras, 1G/8GB, English, 1X Std Battery. Battery and hand strap included. India Only	A1	\$2,095
TC700K-6MB22A0-A3	TC70X, Android O, GMS, Secure NFC, BT 4.X, 2GB RAM/16GB Flash, SE4750 SR Imager, 1.3MP Front/13MP Rear Camera, 1 SAM/No SIM, Micro SD, US + Taiwan	A1	\$2,195
TC700K-6MB22A0-A6	TC70X Android O, GMS, Secure NFC, BT 4.X, 2GB RAM/16GB Flash, SE4750 SR Imager, 1.3MP Front/13MP Rear Camera, 1 SAM/No SIM, Micro SD, Rest of World	A1	\$2,195
TC75 Series Android Configurations			
TC75EK-2MB22AB-US	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, US only. <i>Planned first book date: Q1 2017.</i>	A1	\$2,695
TC75EK-2MB52AB-US	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, IRDA, US only. <i>Planned first book date: Q1 2017.</i>	A1	\$2,695
TC75EK-2MF22AB-US	TC75X, Android O, GMS, SE4750 Imager, 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, US only. <i>Planned first book date: Q1 2017.</i>	A1	\$2,670
TC75FK-2MB22AD-A6	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, EMEA/APAC.	A1	\$2,695
TC75FK-2MB22AD-BR	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, Brazil.	A1	\$2,695
TC75FK-2MB22AD-IA	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, India.	A1	\$2,695
TC75FK-2MB22AD-ID	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, Indonesia.	A1	\$2,695
TC75FK-2MF22AD-A6	TC75X, Android O, SE4750 Imager, 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, EMEA/APAC	A1	\$2,670
TC75GK-2MB22AD-A6	TC75X, Android O, GMS, SE4750 Imager, 1.3MP Front/ 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, Americas excluding US. <i>Planned first book date: Q1 2017.</i>	A1	\$2,695
TC75GK-2MF22AD-A6	TC75X, Android O, GMS, SE4750 Imager, 13MP Rear Camera, 2 SIM/1 SAM/ 1 Micro SD, Americas excluding US.	A1	\$2,670

Accessories

The following charts list the available accessories for the TC70/TC75 Series. Please refer to [Solution Builder](#) for the latest information and pricing.

TC70/TC75 Series Accessories			
Part Number	Description	Discount Category	List Price
PowerPrecision Batteries			
BTRY-TC7X-46MAH-01	4620 MAH LI-ON PowerPrecision Battery (Single Pack). For use with TC70x Win 10 and TC70/TC75.	A1	\$100.00
BTRY-TC7X-46MAH-10	4620 MAH LI-ON PowerPrecision Battery (10-PK). For use with TC70x Win 10 and TC70/TC75.	A1	\$999.99
PowerPrecision+ Batteries			
BTRY-TC7X-46MPP-01	4620 mAh Li-Ion PowerPrecision Plus Battery (Single Pack). (For TC70x/TC75x Android Only). Not compatible with older accessories: 4-Slot Battery Charger: SAC-TC7X-4BTYC1-01; TC7X 2-slot Charge only: CRD-TC7X-SE2CU1-01 Share cradle; TC7X 2-slot USB/Ethernet: CRD-TC7X-SE2EU1-01 Share cradle.	A1	\$100.00
BTRY-TC7X-46MPP-10	4620 mAh Li-Ion PowerPrecision Plus Battery (10 Pack). (For TC70x/TC75x Android Only). Not compatible with older accessories: 4-Slot Battery Charger: SAC-TC7X-4BTYC1-01; TC7X 2-slot Charge only: CRD-TC7X-SE2CU1-01 Share cradle; TC7X 2-slot USB/Ethernet: CRD-TC7X-SE2EU1-01 Share cradle.	A1	\$950.00
ShareCradle System			
CRD-TC7X-SE2CU1-01	TC7X 2-Slot Charge Only ShareCradle for 1x TC7X & 1x spare battery, PowerPrecision. Power Supplies (PWRS-14000-148R) and country specific AC Line Cord sold separately.	A1	\$270.00
CRD-TC7X-SE2EU1-01	TC7X 2-Slot Charge/USB/Ethernet ShareCradle for 1x TC7X & 1x spare battery, PowerPrecision. Power Supplies (PWRS-14000-148R) and country specific AC Line Cord sold separately.	A1	\$350.00
CRD-TC7x-SE2CPP-01	TC7X 2-Slot Charge Only ShareCradle for 1x TC7X & 1x spare battery, PowerPrecision+. Power Supplies (PWRS-14000-148R) and country specific AC Line Cord sold separately.	A1	\$270.00
CRD-TC7x-SE2EPP-01	TC7X 2-Slot Charge/USB/Ethernet ShareCradle for 1x TC7X & 1x spare battery, PowerPrecision+. Power Supplies (PWRS-14000-148R) and country specific AC Line Cord sold separately.	A1	\$350.00
CRD-TC7X-SE5C1-01	TC7X 5-Slot Charge Only ShareCradle. Configurable to accommodate either 5x TC7X's or 4 TC7X's and 4 Spare Batteries. Power Supplies (PWRS-14000-241R), DC Line Cord and country specific AC Line Cord sold separately.	A1	\$475.00
CRD-TC7X-SE5EU1-01	TC7X 5-Slot Ethernet ShareCradle. Configurable to accommodate either 5x TC7X's or 4 TC7X's and 4 Spare Batteries. Power Supplies (PWRS-14000-241R), DC Line Cord and country specific AC Line Cord sold separately.	A1	\$800.00
SAC-TC7X-4BTYPP-01	TC7X Drop in style 4-Slot PowerPrecision+ Battery charger with LEDs to indicate Charge State. Can be docked & powered in the 5-Slot Cradle via adapter cup (sold separately) or used standalone. When used stand-alone requires Power Supply (PWRS-14000-148C) and country specific AC line cord sold separately.	A1	\$200.00
CUP-SE-BTYADP1-01	ShareCradle 4-Slot Battery Charger Adapter Cup. Allows for a TC7X 4-Slot Battery Charger to be charged and docked on the 5-Slot ShareCradles.	A1	\$45.00
BRKT-SCRD-SMRK-01	Rack/Wall bracket, allows to install any multi-slot ShareCradle on a wall or a 19 in. IT rack and provides a holder for power supplies and line cords. Includes screws required for installation	A1	\$200.00
Payment			
MSR-TC7X-SNP1-01	TC70/TC75 Snap-on Mag Stripe Reader. Reads Tracks 1, 2, & 3. Offers Point-to-point encryption (P2PE) w/ Encryption for Tracks 1, 2, & 3, supporting TDES/DUKPT & AES/DUKPT. Compatible w/ Hand strap, Holster, Charge-Only Cradles, and Charging Cable Cups. Not compatible with other snap-on accessories, TC70x, TC75x	A1	\$265.00

Accessories (continued)

TC70/TC75 Series Accessories			
Part Number	Description	Discount Category	List Price
Cables			
CHG-TC7X-CBL1-01	Charging Cable Cup. Snaps onto the bottom of TC7X, allowing the users to charge their TC7X while another accessory is attached. Requires PWR-BUA5V16W0WW and requires a DC line cord: CBL-DC-383A1-01. Country specific AC Line Cord sold separately.	A1	\$60.00
CBL-TC7X-USB1-01	Snap-On USB/Charge Cable. Connects to the IO connectors on the rear of TC7X. For charging, PWR-BUA5V16W0WW and requires DC line cord: CBL-DC-383A1-01. Country Specific sold separately.	A1	\$120.00
CBL-TC7X-SERL1-01	Snap-On Serial Cable. Provides Serial communication as well as Power via PWR-BUA5V16W0WW and requires DC line cord: CBL-DC-383A1-01 and country specific line cord (cords sold separately).	A1	\$100.00
CBL-TC7X-DEX1-01	Snap-On Cable for DEX Communication.	A1	\$115.00
3PTY-BTEK-DX30	DX30 Key Fob / 620mAh Battery (charging accessories and SmartDex License sold separately).	A1	\$350.00
Audio Accessories			
KIT-TC7X-AUDL35-01	Kit for ADP-TC7X-AUD35-01 (3.5 Audio Nugget) and ADP-LOCK-3.5HT1-01 (Lock)	A1	\$110.00
ADP-TC7X-AUD35-01	Snap-On 3.5MM Audio Jack Adapter for TC7X. Note: Headsets sold separately.	A1	\$75.00
ADP-35M-QDCBL1-01	3.5MM to QD Audio Cable Adapter.	A1	\$45.00
HDST-35MM-PTVP-01	3.5MM Headset for PTT + VoIP w/ rotating ear piece for right/ left ear wearing and built in cord wrap. Includes inline microphone and PTT Button.	A1	\$75.00
RCH51	Premium Rugged Headset optimized for voice-directed applications & voice communication for workers in harsh environments.	A1	\$265.00
25-124387-02R	RCH50/RCH51 adapter cable to 2.5mm barrel jack.	A1	\$45.00
Soft Goods			
SG-TC7X-HLSTR1-02	TC7X Series Soft Holster for vertical orientation with open bucket design to accommodate hands trap + snap-ons such as the MSR for easy insertion and removal. Includes loop and tether point for optional stylus.	A1	\$85.00
SG-TC7X-RHLSTR1-01	TC7X Series Rigid Holster with snap in design. Rotating belt clip with ability to insert in either direction. Compatible with Snap-on accessories excluding the Trigger Handle.	A1	\$85.00
SG-TC7X-HSTR2-03	TC7X Series 3-Pk of Hand Straps. Made of leather and hypalon, this adjustable hand strap provides comfort to support a wide range of hand sizes while resisting wear in rugged environments. The hand strap also provides a loop and tether point for the optional stylus.	A1	\$75.00
SG-TC7X-STYLUS1-03	TC7X Series Stylus with tether 3-Pk. Made of conductive carbon-filled plastic material, this rigid plastic stylus is optimized for enterprise durability. Clip & tether point to reduce loss.	A1	\$25.00
Scanning			
TRG-TC7X-SNP1-02	TC70/TC75 Snap-On Trigger Handle. Easily attaches to bottom housing and easily removed to access battery. Compatible with the Charge-Only 5-Slot & 2-Slot ShareCradles or Charging Cable Cup. The trigger handle includes a wrist tether that is attached to the trigger and the bottom housing of the device.	A1	\$300.00
ADP-TC7X-CLHTH-10	TC7X Trigger Handle Clip and Handstrap (10-Pack)	A1	\$20.00

Accessories (continued)

TC70/TC75 Series Accessories			
Part Number	Description	Discount Category	List Price
Vehicle Accessories			
CRD-TC7X-VCD1-01	TC7X Data Communication Vehicle Cradle (includes USB Hub), Sold Separately for POWER CLA (CHG-AUTO-CLA1-01) and HARDWIRE (CHG-AUTO-HWIRE1-01)	A1	\$565.00
CHG-TC7X-CLA1-01	TC7X Auto Charging Cable Cup. Snaps onto the bottom of TC75, allowing the users to charge their TC75 via a Vehicle's Cigarette Light Adapter (CLA).	A1	\$150.00
CRD-TC7X-CVCD1-01	TC75 Charge Only Vehicle Cradle. Supports snap on TC7X accessories excluding the Trigger Handle. Power Supplies (CHG-AUTO-CLA1-01 or CHG-AUTO-HWIRE1-01) and Optional Windshield Mounting Hardware sold separately.	A1	\$175.00
CHG-AUTO-CLA1-01	CLA (Cigarette Light Adapter) Auto Charge Cable for The TC75 Vehicle Cradle. Does not work without Cradle (sold separately).	A1	\$100.00
CHG-AUTO-HWIRE1-01	Hardwire Auto Charge Cable for the TC75 Vehicle Cradle. Allows for installation into vehicle's fuse box. Does not work without Cradle (sold separately).	A1	\$100.00
RAM-B-166U	RAM Twist Lock Suction Cup with Double Socket Arm and Diamond Base Adapter; overall length: 6.75 in.	A1	\$40.00
RAM-B-238U	RAM 2.43 in. x 1.31 in. Diamond Ball Base w/ 1 in. Ball.	A1	\$9.00
Power Supplies			
PWR-BGA12V50W0WW	Power Supply: 100-240 VAC,12VDC,4.16A for TC70/TC75 Series 2-Slot Cradles and 4-Slot Battery Chargers. Requires country specific three wire grounded AC Line Cord and a DC line cord: CBL-DC-388A1-01 (cords sold separately).	A1	\$49.00
PWR-BGA12V108W0WW	Power Supply: 100-240VAC,12VDC,9A for TC70/TC75 5-Slot Cradles. Requires country specific three wire grounded AC Line Cord and a DC line cord:CBL-DC-383A1-01 (cords sold separately).	A1	\$105.00
PWR-BUA5V16W0WW	Power Supply: 100-240VAC, 5.4 VDC, 3A for Charging Cable Cup, Serial Cable, and USB/Charge Cable. Requires country specific two wire grounded AC Line Cord and a DC line cord: CBL-DC-383A1-01 (cords sold separately).	A1	\$38.00
CBL-DC-383A1-01	DC Line Cord for PWR-BGA12V108W0WW and PWR-BUA5V16W0WW.	A1	\$8.00
CBL-DC-388A1-01	DC Line Cord for PWR-BGA12V50W0WW.	A1	\$9.00

Accessories (continued)

TC70/TC75 Series Accessories			
Part Number	Description	Discount Category	List Price
AC Line Cords for PWR-BGA12V50W0WW + PWR-BGA12V108W0WW			
23844-00-00R	US AC Line cord, 7.5 feet long, grounded, three wire. Associated Countries: United States.	A1	\$10.00
50-16000-217R	AC Line Cord, 1.9M, grounded, three wire, AS 3112 plug. Associated Country: Australia, China, New Guinea.	A1	\$10.00
50-16000-218R	AC Line Cord, 1.8M, grounded, three wire, NEMA 1-15P plug. Associated Countries: Japan.	A1	\$10.00
50-16000-219R	AC Line Cord, 1.8M, three wire, grounded BS1363 plug. Associated Countries: Hong Kong, Iraq, Malaysia, Singapore, United Kingdom.	A1	\$15.00
50-16000-220R	AC Line Cord, 1.8M, grounded three wire, CEE 7/7 plug. Associated Countries: Europe, Abu Dhabi, Bolivia, Dubai, Egypt, Iran, Korea, Russia, Vietnam.	A1	\$10.00
50-16000-221R	AC Line Cord, 1.8M, grounded, USA NEMA 5-15P. Associated Country: United States.	A1	\$15.00
50-16000-256R	AC Line Cord, 1.8M, grounded, three-wire, CEE7/7 plug. Associated Country: Korea.	A1	\$10.00
50-16000-257R	AC Line Cord, 1.8M, grounded, three wire, IEC 60320 C13 plug. Associated Country: China.	A1	\$10.00
50-16000-669R	AC Line Cord, 1.9 M grounded, three wire, BS 546 plug. Associated Country: India.	A1	\$15.00
50-16000-671R	AC Line Cord, 1.8M grounded, three wire. CIE 23-16 plug. Associated Country: Italy.	A1	\$15.00
50-16000-672R	AC Line Cord, 1.9M grounded, three wire, S132 plug. Associated Country: Israel.	A1	\$15.00
50-16000-678R	AC Line Cord, 36"L grounded, three wire. Associated Country: United States.	A1	\$10.00
AC Line Cords for PWR-BUA5V16W0WW			
50-16000-255R	AC Line Cord, 1.8M ungrounded, two wire, CEE7/16. Associated Countries: KR, VN, BE, FR, DE, IT, NL, ES, S E, AR, CL	A1	\$6.00
50-16000-182R	US AC Line cord, ungrounded, two wire. Associated Countries: United States	A1	\$5.00
50-16000-664R	AC Line Cord, 1.8M ungrounded, two wire, GB 2099-1-1996 plug. Associated Country: China	A1	\$10.00
50-16000-666R	AC Line Cord, 1.8M ungrounded, two wire AS 3112 plug. Associated Countries: AU, NZ	A1	\$10.00
50-16000-668R	AC Line Cord, 1.8M ungrounded, BS 546 Plug. Associated Country: India	A1	\$10.00
50-16000-670R	AC Line Cord, 1.8 M ungrounded, two wire, BS 1363 Plug. Associated Countries: Bermuda, Hong Kong, Iraq, Malaysia, Singapore, and United Kingdom.	A1	\$15.00

Features and Benefits

Feature	Benefit
High Powered Platform	
Mobility Extensions (Mx) Software — Android fortified for the enterprise	The TC70/TC75 Series comes equipped with Android OS, the world's most popular operating system. Every Android TC70/TC75 Series ships with Mobility Extensions (Mx), a series of features that make Android a more robust enterprise-class operating system. Mx minimizes IT support time and maximizes worker productivity and device uptime by providing better control of your mobile devices, application access and Wi-Fi performance and security.
Industry-leading dual mode touch panel	The display is where users interface with applications — that's why we've chosen technology that provides users with maximum input flexibility. Users can choose their preferred pair of data input methods: finger and gloved finger (ideal for workers who frequently wear gloves) or finger and stylus — ideal for workers who need to capture crisp, clear signatures. And if a worker is out in the rain or spills liquid on the screen, no worries — the touch panel takes the capacitive touch experience to the next level — it works even if it's wet. <i>* Glove support and dual mode touch panel are available on Android only.</i>
1.8 GHz hex core 64 bit processor; 2 GB RAM / 16 GB Flash pSLC or 4 GB RAM /32 GB Flash pSLC (TC70x/TC75x) 1.7 GHz dual core processor; 1 GB RAM / 8 GB Flash pSLC (TC70/TC75)	Provides a premium platform that delivers the power to run multiple demanding applications simultaneously. Ensures an elegant and intuitive end user experience to boost productivity. • 64-bit processor offers better performance than devices with 32-bit chips; enables IT to standardize on 64-bit images and 64-bit apps • High reliability pSLC Flash memory provides long lifecycle storage to support frequent reads and writes
Rugged construction	
Rugged and ready for everyday enterprise use: IP65 and IP67 sealing, drop-tested to 8 ft./2.4 m to concrete, and subject to 2,000 consecutive 3.2 ft./1 m tumbles in our punishing tumble test	Built for life in the enterprise, the TC70/TC75 Series gives your customers the durability that Zebra Technologies is famous for. The TC70/TC75 Series is dust-tight and can survive complete immersion in water, making it ideal for use in the retail backroom, warehouse floor, in outdoor shopping areas or outside on a receiving dock. Gives your customers a device that looks and feels like a popular consumer smartphone without compromising on Zebra's reputation for field-proven, rugged construction.
Corning Gorilla Glass touch panel and scanner exit window	Two of the most vulnerable components on any mobile device have been fortified with Corning Gorilla Glass for a new level of durability. The glass can flex with most everyday bumps and drops without shattering or scratching.

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Features and Benefits (continued)

Feature	Benefit
World Class Data Capture Technology	
Patented PRZM next generation Intelligent imaging technology — only from Zebra	Our advanced imager (the SE4750) offers Zebra's proprietary PRZM Intelligent Imaging technology, a megapixel sensor and advanced optics to capture practically any 1D or 2D barcode faster and more reliably. In lab testing, the SE4750 proves to be 40% faster as well as provides more than a 50% increase in scan range when compared to the proven industry standard prior generation imager (the SE4500) used in devices such as the MC40.
Scan virtually any barcode on any medium	Scans 1D, 2D and PDF417 barcodes printed on paper labels or displayed on mobile phones or computer screens, providing the flexibility to support many different types of applications — from mobile POS and inventory takes in a retail store to scanning asset labels on the manufacturing floor.
 SimulScan Next-generation automated data capture	SimulScan Document Capture* takes process automation to the next level by enabling workers to capture the contents of an entire form in a single scan — including barcodes, text fields, phone numbers, images, signatures, and even check boxes. For example, SimulScan can capture the paper form for bill of lading in T&L or the invoice in DSD applications, then instantly populate the business application. As a result your customers can move information right from the point of work to their business systems in the time it takes to press a button — delivering substantial increases in worker efficiency, processing accuracy and cycle times.
High resolution rear-facing camera and an additional front-facing camera	With the high-resolution rear camera, workers can easily capture photos for proof of condition for a returned item, videos to help with training or equipment repair, signatures for payment transactions and more. And the second camera in the front enables video calls to provide customers with a more personal touch and enable more efficient issue resolution.
Near Field Communications (NFC)	Ideal for automated identity validation at facility entry points. Provides future proofing — when your customers are ready to implement NFC applications, the TC70/TC75 Series is ready to go. In addition, Android support for secure NFC with SAM offers a closed loop mobile payment solution for ticketing applications.
Comprehensive family of accessories	
Accessories designed with the business user in mind	It's easy to customize the TC70/TC75 Series to meet the needs of different users and different tasks. For example, enable mobile payment with a snap-on magnetic stripe reader and easy inventory takes with a snap-on trigger handle.
PowerPrecision and PowerPrecision+ batteries	Smart battery technology enables IT and operations managers to make intelligent decisions about their battery pool to prevent unplanned downtime due to a dead or unhealthy battery. Technology inside PowerPrecision batteries track and maintain the metrics required to provide real-time visibility into more meaningful battery statistics — such as total cycle usage of the battery, whether the battery is old and should be retired or how long a battery will take to fully charge. PowerPrecision batteries* provide state of health and state of charge information, while PowerPrecision+ batteries* provide additional intelligence — for example, remaining charge capacity is calculated based on the current usage profile, while predictions for end-of-life are improved through access to the historical usage and aging of the battery. * TC70 and TC75 models offer PowerPrecision batteries, while the TC70x and TC75x Android come with PowerPrecision+ batteries.
ShareCradle	Offers a customizable cradle system in multi-slot and 2-slot charge-only and data variants designed to drive down your backroom costs over the long run. Built to accommodate the future Zebra Technologies devices with the swap of a cup. The 5-slot cradling system offers a lower per-charge slot cost over 4-slot alternatives.

Features and Benefits (continued)

Feature	Benefit
Advanced Voice Capabilities	
 Integrated Workforce Connect Push-to-Talk Express	Integrated client enables two-way radio style voice communications right out of the box, creating a highly collaborative workforce that can respond instantly to customer needs.
Workforce Connect Push-to-Talk Professional	By adding the Workforce Connect PTT Professional client, the TC70/TC75 Series can support push-to-talk calls over Wi-Fi and cellular, so field personnel can reach each other, workers inside the four walls can reach each other, and workers inside and outside the four walls can reach each other.
Workforce Connect Voice	By adding the Workforce Connect Voice client, your customers can turn their devices into fully-featured deskphones, able to receive and place calls through the enterprise PBX, with powerful features that make it easy for users to manage calls, eliminating the need for separate mobile PBX handsets. Your customers can maximize the value of their TC70/TC75 mobile computers, essentially doubling the functionality and value of the device.
Crystal clear voice	Three microphones and advanced algorithms deliver premium noise canceling performance. And the front facing speaker delivers up to 108 dB SPL, which is louder than a passing subway train at 10 ft./3 m and up to four times louder than many popular smart phones. The result? Callers on both ends can easily hear every word.
Class-leading wireless communication	
802.11a/b/g/n/d/h/i/r/ac* * 802.11ac supported on TC70x and TC75x models only	The TC70/TC75 Series can deliver desktop wired-line style performance on the most complex applications. Support for the latest 802.11ac standard provides three times higher throughput than 802.11n – important for your customers's graphic-intense applications. If your customers aren't currently deploying 802.11ac today, the TC70x and TC75x provide a future-proof platform that's ready for their future network enhancements. Expanded Wi-Fi support for 802.11 d, h, i and r enhances Wi-Fi performance and security: • 802.11h: Limits supported channels on 5 GHz band to avoid interference with commercial radar (sites located near airports). • 802.11i: WPA2 encryption enhancements • 802.11r: Support for improved wireless device roaming between AP's
WWAN: 4G LTE * TC75 Series only	Keeps workers connected out on the road with high-performance wireless broadband voice and data; maximizes field workforce productivity, response times and business process automation. The TC75 Series can support up to three SIM cards on three different networks— ideal for field personnel who travel large areas or through different countries supported by multiple carriers.
Autonomous and Assisted GPS * TC75 Series only	Gives your customers GPS services in more areas. Workers can count on dependable GPS access to real-time directions and geostamps that automatically capture information for applications. Provides the flexibility to operate in either standalone or assisted GPS (aGPS) mode (carrier dependent) for faster positioning — especially in challenging areas such as urban canyons and indoors.

Zebra Global Services

Zebra’s comprehensive portfolio of services is built upon a lifecycle approach to our customers at every phase: Plan, Implement and Run. We help both with their immediate mobility needs and in building successful long-term strategies. Our deep domain expertise in government and enterprise technologies, along with more than 6,100 service professionals and 25,000 world-class channel partners gives us the unique ability to provide our customers with best-in-class solutions. Our services-led solutions for video, network security and resiliency, and next-generation retail can transform technology into powerful solutions.

Support Services for the TC70/TC75 Series

Zebra’s Global Solutions and Services include the complete portfolio of Support Services, including Zebra OneCare through software support programs. Seamless integration with Zebra’s Support Services team helps ensure ongoing support for your customer’s complete solution. Our experienced support engineers are available to assist customers with problem diagnosis and resolution — helping to ensure their mission-critical systems are always up and running at peak performance.

The following support services are available to keep the TC70/TC75 Series operating at peak performance throughout its lifecycle:

Customer Services	Service Description	Time of Purchase	Length of Coverage	Service Part Number
Zebra OneCare Essential	- Multiple years of seamless coverage at a one-time cost - Covers: normal wear and tear; internal and external components damaged through accidental breakage; and select accessories that ship with the TC70/TC75 Series (including styluses, screen protectors, hand straps and battery doors where applicable) - Depot repair with 3-day in-house turnaround time for Essential-level service	Up front with the hardware (prepaid) or within 30 days thereafter	Three years Five years	SSE-TC70XX-30 SSE-TC70XX-50 SSE-TC75XX-30 SSE-TC75XX-50
Zebra OneCare Select	- Advance device replacement for Select-level service - Service Dashboard included with Select-level service 24/7 Level one support included with Select-level service - Automatic application of engineering changes - Full access to technical support resources - Rights to download and use software releases and supporting documentation			SSS-TC70XX-30 SSS-TC70XX-50 SSS-TC75XX-30 SSS-TC75XX-50

Note: Refer to [Solution Builder](#) for the most up-to-date information, including global pricing.

Qualifying Sales Questions

Uncover the opportunity and areas where the strengths of the TC70/TC75 Series are key selling points

- Have you considered consumer smartphones for your workforce, and if so:
 - Are you concerned about product lifecycle?
 - Are you concerned about durability of the device?
 - Are you concerned about data security?
 - Are you concerned about how IT will manage these devices?
 - Are you concerned about who will support the hardware, OS and software?
- In what type of environmental conditions will the devices be used? Is sealing important? And drop specification?
- Are device size and weight important? Do some enterprise mobile computers seem too cumbersome or 'outdated' for customer-facing applications?
- Would you like to be able to take advantage of all the benefits of the Android operating system, but are too concerned about application compatibility, security, device management and the ability to utilize an enterprise-class feature set?
- Is battery life a factor? Would you like to give IT a way to know the health of batteries and which are no longer capable of holding a full charge?
- Would you like workers to share a pool of devices? Would you like to limit access to applications and data based on the specific job functionality of each user?
- Do field workers cover a large territory and multiple cellular carriers? Would you be interested in lowering roaming costs with the ability to support 3 different SIM cards?
- What barcode symbologies do you need to support? Do you need to support 2D symbologies now or in the future? Do your current devices support 2D symbologies?
- How do you deal with damaged or smudged barcodes in your environment?

- Do you need to capture barcodes from mobile phone or computer displays, either now or in the future?
- Do your employees waste time lining up the scanner around trying to get a positive scan?
- Would productivity increase if employees could capture an entire document in a single scan?
- Do you utilize NFC-enabled tags? In what applications?

Questions for retail opportunities

- Do managers have difficulties distributing tasks to employees? Do they know when a task has been completed?
- Could your organization benefit from improved intra-employee communication?
- Do you experience high staff turnover rates? Do you struggle with inconsistent service quality among associates?
- How do store associates currently find information — price, availability and location?
- Do your store associates have a way to share detailed product information with customers?
- Are checkout lines long during peak shopping times? Do you have a solution in place for line busting/mobile POS?
- Can managers access key information like planograms and KPI dashboards on the sales floor, or do they need to return to their office?

Questions for manufacturing opportunities

- Do managers have difficulties distributing tasks to employees? Do they know when a task has been completed?
- Could your organization benefit from improved intra-employee communication?
- How noisy is your environment? Do workers or managers have trouble hearing or being heard during a phone call?

Qualifying Sales Questions (continued)

Questions for manufacturing opportunities (continued)

- Would managers be more effective if they could spend more time on the manufacturing floor — and not miss a critical phone call, email or message?
- Do your managers have mobile access to VMI applications and KPI dashboards?

Questions for field service opportunities

- Do your field service employees have to manage/ carry multiple devices, such as cell phones, laptops, scanners, printers, digital cameras and two-way radios?
- Would you like to close out your work tickets faster, complete with electronic proof of completion — including an automatic time and location stamp as well as a signature and even a photograph of the equipment or other asset that was serviced?
- Do your field crews need access to service history or service level agreements?
- Do your field crews need to order inventory or transfer assets between trucks?
- Do you need to know where your crews and equipment are throughout the day to improve first time call resolution, response time and crew utilization?

Questions for T&L opportunities

- Do managers/dispatch have difficulties distributing route updates/new orders to drivers?
- Would the productivity and effectiveness of your field force be improved with the ability to confirm delivery and document damage right from the customer site?
- Would you like to speed up billing cycles with electronic invoicing, including onsite mobile payment processing and electronic signature capture?
- Would customer service improve with real-time tracking and delivery verification?
- Could GPS location-based applications improve utilization of drivers and vehicles?

Service-related questions

- What level of post-sales service and support do you expect?
- How long can you afford to be without your product?
- Is turnaround time flexible? Is cost more important than turnaround time?
- What is the impact of downtime on your business?

FAQs

General

Q Why should an organization purchase Zebra Technologies' TC70/TC75 Series over consumer-grade products with sled attachments or any other available mobile computer?

A Unlike most mobile computers on the market today, the TC70/TC75 Series touch computer has been designed for the enterprise. It offers a comprehensive suite of enterprise-class features and accessories including:

- Ability to be a password-protected shared device that can be instantly provisioned for each employee
- Ability to create a fully-encrypted file system that protects enterprise and customers' data
- Remotely manageable, configurable, and controllable without end user intervention
- Durable design to withstand multiple bumps and drops typical of retail, back-rooms and factory floor uses
- Battery swappable and independently rechargeable battery
- Single and multi-slot chargers to optimize backroom management
- Support for Bluetooth devices such as mobile printers

Q How do the models differ in the TC70/TC75 Series?

A There are subtle differences highlighted in the Specifications section; but in general:

- TC70: WLAN only, 1.7 GHz dual core processor, Android Lollipop
- TC75: WWAN/WLAN, 1.7 GHz dual core processor, Android Lollipop
- TC70x: WLAN only, 1.8 GHz hex core processor, Android Oreo
- TC75x: WWAN/WLAN, 1.8 GHz hex core processor, Android Oreo

Q With the introduction of the TC70x/TC75x, will the TC70/TC75 be end of life soon?

A There is no immediate plan to announce the end of life of the popular TC70/TC75.

Q What are the benefits of using the TC70/TC75 Series instead of a consumer device?

A There are a number of benefits that enterprises can recognize through the usage of an enterprise-class mobile computer. For example, the TC70/TC75 Series:

- Is easy for IT to manage, secure, and provision to be shared among multiple users with different access needs
- Improves the productivity of task workers
- Provides lifecycle stability for enterprise deployments allowing for better ROI
- Combines an enterprise-hardened Android OS with a state-of-the-art user experience
- Offers enterprise-specific accessories like user-swappable batteries and multiple charging and storage racks.

Q Is Mobility DNA a new software offering from Zebra Technologies?

A Mobility DNA is unique to Zebra Technologies and adds distinct differentiation to the company's Android mobile computer portfolio that no other rugged or commercial mobile computer manufacturer offers. Mobility DNA is the collection of differentiated offerings that are unique to Zebra Technologies. Comprised of complementary enterprise solution end-user apps (i.e. Workforce Connect, SimulScan, TekSpeech Pro), more robust administration utilities (i.e. StageNow, Mobility Extensions (Mx), and more effortless app development tools (i.e. EMDK for Android, Rho Mobile Suite, Enterprise Browser) that makes ease, confidence and value intrinsic to a customer's investment and our full line of Android mobile computers. Mobility DNA simplifies enterprise customers experience by elevating Android functionality with solutions that enterprise applications require (i.e. SimulScan, Keyless Optimization Tool).

Q What is the product access code for the TC70/TC75 Series?

A The TC70/TC75 Series is product access Code 2.

FAQs (continued)

Q What vertical industries is the TC70 Series designed for?

A The TC70 Series is designed for indoor environments such as Retail, Warehousing, Manufacturing, Hospitality and Public Sector where an ease of use, large display and rugged design are essential.

Q Could you provide examples of how these workers would use the TC70 Series?

A Typical use cases in retail-oriented environments include:

- Associates: customer-facing tasks:
 - Price checks
 - Inventory checks
 - Item locator
 - Price changes/ price audits
 - Line busting
 - Assisted selling
 - Product comparison
 - Electronic coupons (mobile phone displays)
 - Market research
 - Store inventory transfers
 - Bridal registry lookup
 - Financial/loyalty applications
 - Click and mortar/ catalogue orders
 - Training
- Mobile payment (Android only)
- Inventory management
- Voice communications
- Managers:
 - Workforce management
 - Planogram management
 - Promotion compliance
 - Merchandising

Typical use cases in manufacturing environments include:

- Knowledge workers
- Supervisors/managers
 - Workforce management
 - Supplier management
 - Management of customer data
 - Management of product information

Q What vertical industries and applications is the TC75 Series designed for?

A TC75 Series typical uses and environments are:

T&L

- Proof of delivery
- Asset management
- Asset tracking
- Scheduling
- Routing
- Location services

Field Service

- Asset management
- Parts inventory
- Invoicing
- Task management
- Location based services
- Technical assistance
- Appointment scheduling
- Service automation

**Direct Store Distribution (DSD)/
Route Accounting**

- Order automation
- Delivery tracking
- Inventory management
- Store setup
- Customer support

Government and Public Safety

- Alternate to two-way radio
- Data collection
- Records query
- Real time data and voice
- ID validation / ticketing
- Location services
- Resource deployment
- Document on the scene video and photos

FAQs (continued)

Q Can you elaborate on the enterprise software features that Zebra will provide?

A From an IT management perspective, the TC70/ TC75 Series offers the ability to secure and manage the enterprise’s information. For example:

- Application control and lockdown — permitting access only to applications approved by the enterprise
- Data security — encryption for data both at rest in motion
- Device management — enabling updates to firmware, the Operating System, and applications in an unattended mode (requiring no user interaction with the mobile computer)
- Multi-user login and provisioning
- Enterprise-class WLAN security
- Robust data capture options built into the enhanced Android operating system
- Support for RhoElements — Zebra’s cross-operating systems application development framework
- Voice over IP Clients — Mobile Extension & Direct Clients offer flexible deployment options for wireless telephony.

Q Can you elaborate on the enterprise hardware features that Zebra will provide?

A Enterprise hardware features include:

- Enterprise elegance — surviving the bumps and bangs of all-day, everyday use, while delivering a modern, appealing design language.
- High output loudspeaker that provides up to 108 db SPL volume
- Dual (front and back) cameras
- State of the art integrated scan engine (SE4750 SR)
- Connectivity — charging and communications options for simple back-room management (single and multi-slot cradles and battery chargers) and peripheral connections (Ethernet connectivity, Bluetooth printers, and more)

Q Can I use StageNow to stage TC75 Series devices?

A StageNow is Zebra Technologies’ next-generation Staging Solution for our Android mobile devices including the TC75 Series. As seen in the picture below, download the free StageNow Workstation Tool and use it to create Staging content (Profiles) that generate Staging barcodes or NFC tags for the TC75 Series. Download / support link:

<https://www.zebra.com/us/en/products/software/mobile-computers/mobile-app-utilities/stagenow.html>

Then, scan these Staging barcodes or NFC tags with the StageNow Client on the TC75 Series to connect to a network, configure TC75 Series settings and security, perform OS updates, install and launch application, wipe and reset the TC75 Series device, or enroll in your MDM.

StageNow allows your customers to stage TC70/TC75 Series Android devices quickly and easily.



FAQs (continued)

Data Capture Features

Q Does SimulScan come ready to use out of the box?

A The client comes pre-installed on TC70/TC75 Series Android devices but just needs to be configured with user-specific templates. User templates can be created using the free online Template Builder tool. See the SimulScan documentation for more details.

Q Can the scanner read mobile barcodes or QR codes?

A Yes, it can read 1D and 2D barcodes displayed on smart phones.

Q Can I use the camera and the imager for SimulScan Document Capture?

A Yes, both can be used for capturing barcodes and text simultaneously on the TC70/TC75 Series.

Q Do I need a license for SimulScan Document Capture?

A The premium features such as Optical Character Recognition (OCR) and Optical Mark Recognition (OMR) require a license. The multicode feature, which allows capturing several barcodes in a single scan, does not require a license.

Q How can I use SimulScan features in my own custom application?

A SimulScan includes an extensible API for integrating with your application and taking advantage of the powerful capture and automatic image processing features offered by SimulScan.

Q Does SimulScan require a data connection to a server?

A No online connectivity is required. All data processing is done locally on the device, even for web-based applications.

Q Does the TC70/TC75 Series support the RS507 ring scanner?

A Yes, it does. It can be wirelessly connected via Bluetooth (SSI profile).

Q Does the TC70/TC75 Series support secure NFC? How?

A Yes. Secure NFC can be supported using SW only or HW/SW using SAM.

- SW only — customer application can implement a secure transaction including needed authentication and encryption using Android API.
- SAM —TC70/TC75 Series includes one slot supporting Mifare, FeliCa or Calypso SAM, and Middleware supporting the same technologies.
- The customer's application can implement a secure transaction using Android API with EMDK API supporting Smartcard interface and Mifare, Calypso and FeliCa Middleware.
- Please refer to the specifications for additional details on supported NFC standards and card types.

Q Will there be a UHF RFID scan sled accessory?

A A UHF RFID scan sled for the TC70/TC75 Series is being evaluated. As plans are finalized, we will issue a product notice to our partners and distributors at the appropriate time. The TC70/TC75 Series already supports integrated HF-RFID.

Q Does Zebra provide Key Injection service for the encrypting MSR?

A Yes, please contact your TA or sales rep for details.

Voice and Messaging

Q Will the TC70/TC75 Series support PTT Express (Push to Talk)?

A Yes. The Zebra PPT Express client will be preloaded on all TC70/TC75 Series Android models.

Q Will a VoIP Telephony-client be preloaded on the TC70/TC75 Series?

A No. Customers will acquire the VoIP telephony client of their choice and install it separately. Proper client testing and network setting optimization is highly recommended.

FAQs (continued)

Q Does Zebra offer an Enterprise VoIP Client (Workforce Connect) for the TC70/TC75 Series?

A Yes. A full featured SIP Voice client called *WorkForce Connect Voice Client* is available for TC70/TC75 Series Android models. Initial support for deployment will be focused on North America only and expanding to other regions. Contact your local account manager for additional information.

Q Zebra claims the TC70/TC75 Series offers four times the loudness over popular smartphones. How do you measure that?

A We performed testing for maximum volume output measured in db SPL in a certified acoustic test chamber on our products, competitors and consumer devices under industry accepted test conditions. The doubling of loudness is recognized to be 6-8 db SPL. Our measurements consistently exceed twice that value.

Management

Q Which MDM solutions are compatible with TC70/TC75 Series?

A SOTI and Airwatch are the supported MDM solutions for the TC70/TC75 Series. Zebra is committed to offering the best-in-class Mobile Device Management (MDM) portfolio to support our enterprise customers and their business needs. By partnering with AirWatch and SOTI, we are able to provide a broad set of device management features. These third-party MDMs enable the complete solution consisting hardware, software and services and allow end-to-end management for the complete lifecycle. Reduce the time, effort and cost of deployment of the TC70/TC75 Series in the field by simplifying the staging process right out of the box. MDM software makes it easy to secure, monitor and update your TC70/TC75 Series and make the most of your investment.

Android Lollipop, and GMS

Q Do the TC70/TC75 Series Android models support GMS (Google Mobile Services)?

A Yes, all TC70/TC75/TC70x Android enabled models support both Professional (non-GMS) and Standard (GMS) options.

Q Why would a customer choose a Professional option without GMS?

A The most common concerns are privacy and security and logistics overhead (setting up a Google Account per user). Also the forced Application and GMS software updates may mean that Applications relying on GMS may behave differently after these forced updates.

Q Will new SKUs be introduced with Android Lollipop?

A No there will be no new Android Lollipop part numbers created. Current TC70 and TC75 part numbers will ship with the new Android Lollipop OS. Customers can back rev to Android KitKat by downloading the KitKat OS from Support Central.

Q When will the GMS Android Lollipop software be available?

A The GMS software will be available at the same time as the non-GMS software versions.

Q Can a non-GMS device be updated with the GMS build in the field?

A Yes, with a software contract, a non-GMS device can be updated with the GMS software release.

If the software is updated in the field and is returned to service, the software that was on the device when originally purchased will be re-installed, not the software release that the end user loaded. Please note that a valid contract must be in place to obtain the software release.

Continued on next page...

FAQs (continued)

Q What level of NFC/HF-RFID support does the TC70/TC75 Series offer?

A The TC70/TC75 Series supports the following NFC cards:

NFC TEST CARDS					
NO.	CARD TYPE	COMMENT	DATA STANDARD (A)	CARD SIZE	DETAILS / TEST CARD
1	Mifare Standard	ISO 14443 Type A	NXP Proprietary	Full (B)	Mifare Standard (4K, MF1S70)
2	Mifare Ultralight	ISO 14443 Type A	NXP Proprietary	Full	Mifare Ultralight (64 bytes, non NDEF)
3	Mifare Ultralight C	ISO 14443 Type A	NXP Proprietary	Full	Mifare Ultralight C
4	Mifare Plus X	ISO 14443 Type A	NXP Proprietary	Full	Mifare Plus X (2K)
5	Mifare Plus S	ISO 14443 Type A	NXP Proprietary	Full	Mifare Plus S (2K)
6	Mifare DESFire	ISO 14443 Type A	NXP Proprietary	Full	Mifare DESFire (D81, 8K)
7	NXP i-Code SLI-X	ISO 15693	NXP Proprietary	Full	NXP i-Code SLI-X (1K, ISO 15693)
8	TI tag-it Plus	ISO 15693	TI Proprietary	Full	TI tag-it Plus (2K, ISO 15693)
9	FeliCa	ISO 14443 FeliCa	Sony Proprietary	Full	FeliCa (RCS 965 224 bytes)
10	NFC Tag Type 1	ISO 14443 Type A	NFC Forum	Full	NFC Tag Type 1 (NDEF Topaz)
11	NFC Tag Type 2	ISO 14443 Type A	NFC Forum	Full	NFC Tag Type 2 (NDEF NTAG 203)
12	NFC Tag Type 3	ISO 14443 FeliCa	NFC Forum	Full	NFC Tag Type 3 (NDEF FeliCa)
13	NFC Tag Type 4	ISO 14443 Type A	NFC Forum	Full	NFC Tag Type 4 (NDEF DESFire)
14	Calypso CD21	ISO 14443 Type B	Calypso Proprietary	Full	Calypso (CD21)
15	Gemalto MultiApp ID	ISO 14443 Type A	Gemalto Java Card	Full	Gemalto MultiApp ID IAS ECC 72K

A: Features and data structure of proprietary cards can be found in card specific data sheet. NFC Tag information available in the NFC Forum standards.

IMPORTANT NOTES:

- If customers require the use of NFC card(s) not listed above, they will have to be properly evaluated and tested via a CPR request.
- Please bear in mind that it is possible that some NFC cards might be removed and others added to the above planned support list.

Competitive Comparison

TC70/TC75 SERIES VS. COMPETITION: ANDROID MODELS

The following charts will help you understand how the TC70/75 Series stacks up against the competition. Blue shading indicates a category-leading feature, while red text highlights a disadvantage within a category.

	Zebra TC70/TC75 Series	Honeywell CT50	Panasonic FZ-E1	Panasonic FZ-N1	Pidion BP30	Pidion EF500R*	Why it Matters
Platform							
Operating System	TC70x/TC75x: Android 7.0 (N) TC70/TC75: Android 5.1 (L)	Android 6.0	Android 4.2.2 (K)	Android 5.x (L)	Android 4.x (K)	Android 5.1 or WEHH 8.1	The TC70/TC75 Series allows your customers to take advantage of the latest version of Android
Processor	TC70x/TC75x: 1.8 GHz hex core; TC70/TC75: 1.7 GHz dual core	2.26 GHz quad core, 32-bit	1.7 GHz quad core, 32-bit	2.3 GHz quad core	1.5 GHz dual core, 32-bit	1.2 GHz quad core	The TC70x/TC75x is based on Qualcomm's next gen 8x56 Hex core processor; delivers better speed and efficiency
Memory (RAM/ROM)	TC70x/TC75x: 2GB/16GB pSLC or 4 GB RAM /32 GB Flash pSLC TC70/TC75: 1GB/8GB pSLC	2GB/16GB eMLC	2GB/32GB	2GB/16GB eMMC	1GB/8GB (with option to double)	2 GB/8 GB	The TC70/75 Series' pSLC memory provides better performance and greater endurance than MLC memory
Battery Capacity	4,620 mAh	4,040 mAh	6,200 mAh	3,200/6,400 mAh	4,500 mAh	3200 mAh (standard) 6400 mAh (extended)	The TC70/75 Series offers an optimal balance between full-shift power and lightweight ergonomics. Other devices offer a larger extended battery, but it significantly increases the weight and bulk of the device
Battery Swap	Yes	No	Yes	Yes	Internal backup battery for hot-swap function	Yes	The TC70/TC75x features hot swap batteries for continual productivity — resulting in almost zero lost sessions. And with PowerPrecision+ diagnostics technology, your customers won't be caught unaware when batteries need replacing
Display	4.7 in. Works when wet; works with gloves	4.7 in. Does not work when wet; works with gloves	5 in. Works when wet; works with gloves	4.7 in. Works when wet; works with gloves	5 in. Does not work when wet; works with gloves	5 in. Works when wet; works with gloves	The TC70/75 Series takes the capacitive touch experience to the next level — it works even if it's wet. Critical for outdoor applications
Communications							
WWAN * WAN supported on TC75 Series only	Dual WAN- 4G VoLTE (VZW/ATT), HSPA+, GSM, GPRS, EDGE, EVDO FB; Verizon is supported on TC75x only	Dual WAN: 4G LTE- (no VZW LTE), HSPA+, GSM/ GPRS/ EDGE, EVDO FB	Dual WAN (VZW/ ATT) 4G LTE, HSPA+, UMTS, EDGE, GPRS, CDMA 1x, EVDO	4G LTE, HSPA+, UMTS, EDGE, GPRS, GSM, CDMA 1x, EVDO Rev.A	HSPA+/HPA/ UMTS/EDGE/ GSM (no 4G LTE/ Dual WAN)	GSM, LTE	The TC75x offers multi-carrier 4G WWAN, for the fastest cellular voice and data connections in any territory

Competitive Comparison

TC70/TC75 SERIES VS. COMPETITION: ANDROID MODELS (CONTINUED)

Blue shading indicates a category-leading feature, while red text highlights a disadvantage within a category.

	Zebra TC70/TC75 Series	Honeywell CT50	Panasonic FZ-E1	Panasonic FZ-N1	Pidion BP30	Pidion EF500R	Why it Matters
Communications (continued)							
WLAN	TC70x/TC75x: a/b/g/n/d/h/i/r/ac TC70/TC75: 802.11a/b/g/n/d/ h/i/k/r	802.11a/b/g/n/ac	802.11a/b/g/n/ac	802.11 a/b/g/n/ac	802.11a/b/g/n	802.11 a/b/g/n/ d/h/i	The TC70/TC75x supports 802.11ac for the fastest Wi-Fi speeds available today for a future-proof platform when your customers move to 802.11ac. Expanded support for 802.11 d, h, i, k and r enhances Wi-Fi performance and security
Data Capture							
Barcode scanning	1D/2D SE4750	1D/2D	1D/2D (SE4750), takes 6X longer time to beep	1D/2D	1D/2D	1D/2D SE4710	The TC70/75 Series offers Zebra's proprietary PRZM Intelligent Imaging technology, a megapixel sensor and advanced optics, which work together to deliver data capture performance in a class of its own. While other devices OEM our scan engine, the TC70/75 delivers superior performance.
Camera	TC70x/TC75x: 13MP rear, 1.3MP front; TC70/TC75: 8MP rear, 1.3MP front	8MP rear, no front	8MP rear, 1.3MP front	8MP rear, 5MP front	8MP rear, 1.3MP front	13 MP Rear, 1.3 MP Front	The TC70x/TC75x offer a best-in-class 13 MP rear camera, offering higher resolution for proof of condition/proof of compliance applications
Environmental							
Sealing	IP65 and IP67	IP67	IP68	IP65 and IP67	IP65	IP67	The TC70/75 Series features both IP65 and IP67 sealing — offering protection against dust, jetting water and complete immersion to 1 m
Drop Spec.	8 ft./2.4m; 6 ft./1.8 m	5 ft./1.5 m	10 ft./3 m	6 ft./1.8 m	6 ft./1.8 m	4 ft./1.2 m (EF500) 7.8 ft./2.4 m (EF500R)	The TC70/75 Series features a rugged 6 ft./1.8 m drop spec. While the Panasonic FZ-E1 claims to have a higher drop spec, the device did fail Zebra's internal testing
Tumble Spec.	2,000 1 m tumbles	1,000 1 m tumbles	No tumble spec	1,000 1 m tumbles	No tumble spec	2,000 1 m tumbles	The TC70/75 Series supports a best-in-class tumble spec. Our rigorous tumble test simulates the real-world tumbling that occurs after a drop
Other							
Accessories	Large solution enabling ecosystem: high density configurable ShareCradles; trigger handle; comm; audio; charging; vehicle mounting; DEX; carrying; 2 piece RFID	Lower density cradles with no shared design; poor design on trigger handle; NO audio, comm, or vehicle solutions; NO DEX, serial; NO standard carrying solutions	Lower density cradles; NO trigger handle; Many wearing solutions; Charge-only vehicle cradle (no audio/comm for vehicle cradle)	Lower density cradles; NO DEX, serial; Charge- only vehicle cradle (no audio/ comm for vehicle cradle)	Lower density cradles; NO trigger handle; 2 battery options; Charge-only cup; NO vehicle solutions	Limited accessories; lower density cradles; NO spare battery charger; NO trigger handle; NO enterprise vehicle solutions; NO enterprise snap-on charging; NO Ethernet	The TC70/75 Series has a robust accessory family to meet any enterprise need. Multi-slot battery chargers and the unique ShareCradle — a multi-slot cradle that can accommodate the TC70/75 Series and future Zebra devices — make backroom management easy and cost effective

Competitive Fight Sheet

HONEYWELL CT50 VS. TC70/TC75 SERIES (ANDROID)



HONEYWELL CT50 WEAKNESSES COMPARED WITH TC70/TC75 Series

- **ANDROID 6.0:** Lacks Enterprise OS extensions like Mx.
- **RUGGED DESIGN:** Offers much less rugged design with 1.5 m drop spec and 1,000 tumbles.
- **COMPUTING PLATFORM:** 32-bit processor and eMLC Flash memory (less reliable than the TC70x/TC75x's pSLC Flash memory).
- **Cellular:** Does not support LTE on Verizon.
- **Wi-Fi:** Does not support 802.11d/h/i/r (e.g. doesn't support WPA2 encryption enhancements with 802.11i or improved roaming with 802.11r).
- **ACCESSORIES:** Very few enterprise accessories. No ShareCradle or 5-slot charger, making backroom management more expensive. Trigger handle is poorly designed.
- **BATTERY:** Battery doesn't offer enough capacity to support a full shift. Poor design with the battery removal.
- **DISPLAY:** Doesn't work when wet.

HONEYWELL CT50 STRENGTHS COMPARED WITH TC70/TC75 Series

- **FORM FACTOR:** Compact, lighter form factor.
- **PRICING:** Known for low market pricing.

Competitive Fight Sheet

PANASONIC FZ-N1 VS. TC70/TC75 SERIES (ANDROID)



PANASONIC FZ-N1 WEAKNESSES COMPARED WITH TC70/TC75 Series

- **ANDROID 5.x:** Lacks Enterprise OS extensions like Mx.
- **ACCESSORIES:** Very few enterprise accessories. No ShareCradle or 5-slot charger, making backroom management more expensive.
- **BATTERY:** Offers 2x battery for more capacity, but this impacts overall ergonomics (device is bulkier and heavier).
- **Wi-Fi:** Does not support 802.11d/h/i/r (e.g. doesn't support WPA2 encryption enhancements with 802.11i or improved roaming with 802.11r).
- **HISTORY:** Panasonic has a history of missing specs.

PANASONIC FZ-N1 STRENGTHS COMPARED WITH TC70/TC75 Series

- **FORM FACTOR:** Smaller and lighter with the standard battery (but much bulkier with 2x battery).
- **DISPLAY:** May offer improved wet/glove usage (but unknown at this time).
- **BATTERY:** Offers quick charge @ 2.5A. Also offers 2x large battery option (but this makes the device heavier and bulkier).

Competitive Fight Sheet

PIDION BLUEBIRD EF500R VS. TC70/TC75 SERIES (ANDROID)



PIDION EF500R WEAKNESSES COMPARED WITH TC70/TC75 Series

- **ANDROID 5.x:** Lacks Enterprise OS extensions like Mx.
- **RUGGED DESIGN:** Offers much less rugged design, with unknown tumble specs and only 1.2 m drop spec (at time of publication).
- **COMPUTING PLATFORM:** Has an underpowered chipset (1.2 GHz quad core).
- **Wi-Fi:** Does not support 802.11r/ac; doesn't support improved roaming with 802.11r; doesn't offer 802.11ac Wi-Fi speeds.
- **ACCESSORIES:** Very few enterprise accessories. No ShareCradle spare battery charger or 5-slot charger, making backroom management more expensive. No trigger handle, no vehicle, DEX, or audio accessories.

PIDION EF500R STRENGTHS COMPARED WITH TC70/TC75 Series

- **FORM FACTOR:** Attractive consumer design.
- **BATTERY:** Large battery options.
- **PRICING:** Known for low market pricing.

**THE TC70/TC75 SERIES. THE RIGHT
DEVICE MAKES ALL THE DIFFERENCE.**

**FOR MORE INFORMATION, PLEASE
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* Specifications subject to change without notice and some features may vary by model.



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