

Zebra Workforce Mobility

MOBILITY ASSET REFRESH BUSINESS CASE



Encouraging buy-in from around the business can be one of the major hurdles for any mobility asset refresh. Follow these steps and you will find it easier to overcome any doubts while compiling a compelling business case that leads to an implementation agreed by all.

Step 1 – State your intentions

Business leaders will want to know how a mobility refresh can positively impact what they are doing. Instead of focusing on the technology, you can set the scene with language they will understand—as shown in this example executive summary for a proposed mobile project:

Step 2 – Show the value of mobility to the business

You can prove how vital mobility assets are to day-to-day operations by linking your use cases to business KPIs. Use the following table to record all mobile use and what it means to the organization. Then update the example challenge statement below to reflect the impact on your overall activities.

SITUATIONAL ASSESSMENT:

USE CASE	BUSINESS KPIs	BUSINESS IMPORTANCE

CHALLENGE STATEMENT:

Edit the challenge statement below

Step 3 – Highlight the gaps

Business leaders may not be aware of the full requirements of mobile systems and how they support the organization behind-the-scenes. Use this table to document what your organization expects and what you are able to deliver right now. Any gaps in your assessment will help to explain why these areas should become a priority.

Tick the relevant boxes

CATEGORY	IMPORTANCE TO US			CURRENT ASSESSMENT		
Security	Low	Med <input checked="" type="checkbox"/>	High	Low	Med	High
Operating System Platform (OS)	Low	Med	High	Low	Med	High
Wireless Networking Performance	Low	Med	High	Low	Med	High
Scanning Capabilities / Speed / Accuracy	Low	Med	High	Low	Med	High
Device & Battery operational for full 8 hours	Low	Med	High	Low	Med	High
Compatibility with ERP Platform and Applications	Low	Med	High	Low	Med	High
Communication Capabilities	Low	Med	High	Low	Med	High
Ruggedness Durability	Low	Med	High	Low	Med	High
Repair-ability	Low	Med	High	Low	Med	High
Total Cost of Ownership (TCO)	Low	Med	High	Low	Med	High
Availability of Applications	Low	Med	High	Low	Med	High
Ergonomics	Low	Med	High	Low	Med	High
Device Management	Low	Med	High	Low	Med	High
Price	Low	Med	High	Low	Med	High
Number of Features (Bluetooth, voice commands, etc.)	Low	Med	High	Low	Med	High
Experience with brand and products	Low	Med	High	Low	Med	High
User Preference	Low	Med	High	Low	Med	High
	Low	Med	High	Low	Med	High
	Low	Med	High	Low	Med	High
	Low	Med	High	Low	Med	High

Step 4 – Provide a cost-benefit analysis

Giving your business leaders a proper cost-benefit analysis will help them see why a mobile refresh is essential. The following tables provide you with some examples of what you may want to consider including in your own analysis.

BENEFITS OF REFRESHING TO NEW MOBILITY ASSETS

Edit the examples below

	HARD	SOFT
DIRECT		
INDIRECT		

COSTS OF NOT REFRESHING MOBILITY ASSETS

Edit the examples below

	HARD	SOFT
DIRECT		
INDIRECT		

Step 5 – Create a high-level plan

Show the rest of the business how you plan to overcome any particular mobile challenges by writing down your high-level plan. The following example illustrates how you can set out your scoping statement and key deliverables.

Edit the scoping statement below

SCOPING STATEMENT:

KEY DELIVERABLES:

Edit the examples below

DELIVERABLE	PURPOSE / OUTCOME

Armed with your business case, get in touch with us and see how we can help you implement your mobile workforce plans.

**FOR ADDITIONAL INFORMATION, VISIT:
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