



DS6878-HC

PARTNER BRIEF

EXECUTIVE SUMMARY

Today's hospitals are facing two major challenges: the rise in the frequency of medical errors that threaten patient safety and the global movement towards the development and implementation of government regulations designed to help eradicate those errors and improve the quality of healthcare.

Bar code scanning can address both of these issues by enabling the double and triple checks required to eliminate medication errors and achieve cost-effective compliance with new regulations as well as streamline many other everyday processes — from admission to inventory management. For example, a scan of the bar code on patient wristbands, employee badges and medication closes the loop for patient safety and accountability by matching the patient ID to the medicine, dose, route and time administered. And the ability to scan controlled substances as they move throughout the hospital provides a highly accurate chain of custody — without adding paper trails that add to cycle times and decrease productivity.

To address this critical market need, Zebra has developed the Symbol DS6878-HC, a cordless 2D imager designed exclusively for healthcare applications. The device's matchless feature set meets the unique requirements of healthcare facilities — improving data accuracy, increasing productivity and streamlining everyday processes in patient rooms, admitting, laboratories and the pharmacy.

Designed for healthcare environments

The DS6878-HC is disinfectant-ready, with IP43 sealing and a specially designed plastic housing allows safe wipe-down and cleansing with a wide variety of harsh chemicals. And it is compatible with popular bedside medication administration software, including Cerner, Eclipsys, Epic, Meditech and Siemens. An intuitive and ergonomic design combines with dependable and rapid data capture, allowing caregivers to remain focused on the patient — not the technology. The DS6878-HC is easy to install virtually anywhere inside the hospital environment. The flexible base options enable easy mounting horizontally or vertically on walls, cabinets, workstations and medical carts, allowing the scanner to be placed comfortably within arm's reach, without taking up valuable workspace. Cordless freedom via Bluetooth allows users to easily move to the bar code, eliminating the hazards associated with cables. And the DS6878-HC can be charged over the USB cable, removing the need for a separate power supply, simplifying installation and removing cable clutter.

Split second dependable capture of virtually any bar code

Zebra's revolutionary SE4500 engine is integrated into the DS6878-HC, offering blazing performance on both 1D and 2D bar codes. The enhanced feature set allows the capture of any 1D or 2D bar code as well as signatures, documents, still photographs and video to error-proof and simplify a wide range of applications in the healthcare environment — from medication administration to specimen

collection, admitting, and inventory and dietary management. The unique ability to read identification information on drivers' licenses automates patient registration during admission. Omni-directional 1D and 2D scanning eliminates the need for caregivers to waste time orienting the bar code and scanner.

The DS6878-HC offers 2D bar code scanning to future proof this mobility solution. The GS1 DataBar initiative allows pharmaceutical manufacturers to begin using 2D GS1 Databar bar codes in 2010, with the global goal of full implementation by 2014. The 2D bar codes provide the data capacity to accommodate information that can further prevent medical errors, such as lot number, serial number, expiration dates, manufacturing location and more.

Protect your data with government grade security

Security is always a top concern for wireless devices. That's why our Bluetooth-enabled DS6878-HC bar code scanner is available with native FIPS 140-2 Level 1 certification, bringing government grade security to businesses and government agencies alike. This certification providing easy and cost-effective compliance with HIPAA, PCI and other industry security regulations, without requiring the added expense of additional infrastructure. (Note: FIPS compliance requires CRO078-P base.)

Industry-leading management and support

Zebra management solutions and support services help address one of the most costly aspects of any mobility solution — day-to-day management. Compatibility with Zebra's Remote Scanner Management (RSM) enables centralized and remote automated provisioning, updating of firmware and configurations and asset management, dramatically reducing the time and cost associated with managing the DS6878-HC — especially crucial for large, multi-scanner, multi-location environments. And Zebra's Service from the Start Advance Exchange Support program provides the service level required to ensure maximum device uptime in the mission critical environment of healthcare — next-business-day delivery of a replacement device.

THE MARKET OPPORTUNITY

The following market assessment takes a look at the size of this recession-proof market, and the drivers that can lead to sales.

What the experts are saying

IDC: Healthcare it is a fast-growing recession-proof market

Technology is a key focus in healthcare, as organizations look to curb rising costs in healthcare delivery, prevent

errors and cost-effectively comply with increasing government regulations. In their report, IDC noted that IT spending in the U.S. healthcare sector will remain strong — in fact, in terms of IT spending, the U.S. healthcare industry is one of the fastest-growing verticals. IDC stated: "We are identifying healthcare IT, and the specific market opportunities associated with systems that create efficiencies in care delivery, as one of the areas we expect to be less affected by the global recession."

Zebra 2009 healthcare mobility barometer: Healthcare IT primary drivers and benefits

A Zebra survey of healthcare organizations confirms the importance of technology in the future of healthcare. Figure 1 reveals that 80 percent of respondents stated that mobile technologies are more important today than in 2008.

This same survey revealed the key drivers behind the investment in healthcare IT [Figure 2]. Three of the top five drivers can be effectively addressed with the DS6878-HC — medication administration, electronic health recordkeeping and inventory management — presenting a strong opportunity to help your healthcare customers solve their chief concerns.

Additionally, survey participants were asked about productivity gains from mobile technology. The responses indicate that the utilization of healthcare mobility applications saves mobile employees 39 minutes per day — offering your customers a strong value proposition to deploy mobile technology at the patient bedside, admissions, pharmacy, laboratory and more.

VDC research group: The size of the healthcare handheld scanner market

According to the VDC Research Group, the overall global market for handheld scanners in the healthcare sector is projected to experience modest growth over the next few years — starting at 53 million in 2009 and reaching 58.9 million in 2013 [Figure 3]. VDC notes particular strength in 2D imaging technology for healthcare applications, as it provides enriched value and more versatile applications. In particular, VDC focused on the application of reading drivers' licenses to automate forms during patient registration.

While the 2D imager market is a smaller subset of the overall handheld scanner market, VDC expects a more aggressive growth rate over the next few years [Figure 3],

1 - Healthcare Provider IT Strategies: Industry Developments and Models; Health Industry Insights, an IDC Company; March 2009.
2 - 2009 Enterprise Mobility Barometer: State of Mobility in Healthcare; April 2009.

particularly as lower prices and enhanced performance strengthen imaging's position as a viable alternative. This increased interest in the enhanced capabilities of 2D imagers presents an excellent opportunity for the DS6878-HC, as it represents the leading 2D imagery technology in

a handheld and is designed specifically for the healthcare environment. DS6878-HC customers do not need to sacrifice scan performance and productivity in order to benefit from the increased versatility of a 2D imager.

Figure 1: Importance of healthcare rises
Source: 2009 Enterprise Mobility Barometer, Zebra

Q: "Mobile technologies are more important to my organization today than they were last year"

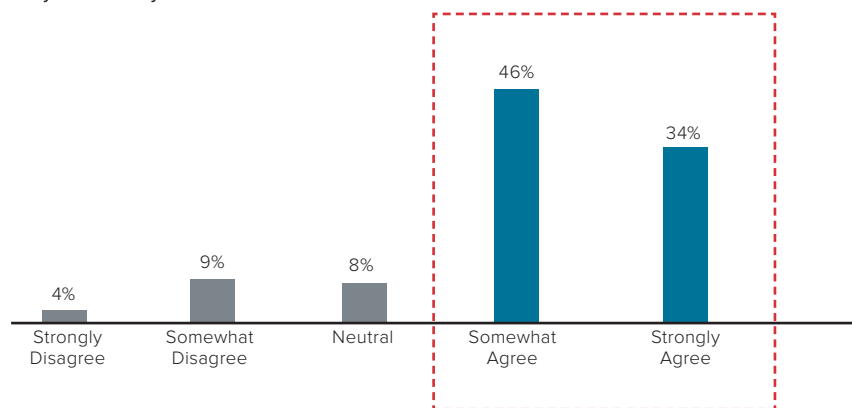
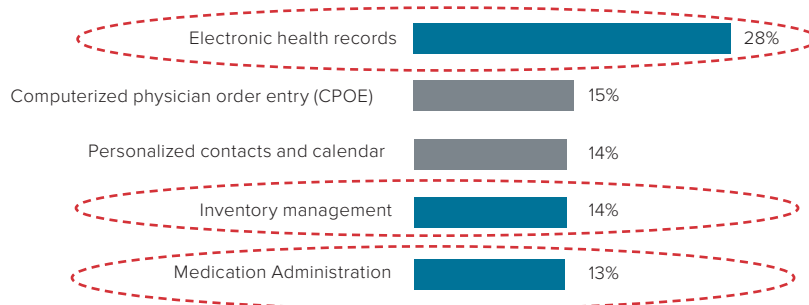


Figure 2: Mobile application drivers in healthcare
Source: 2009 Enterprise Mobility Barometer

Q: "Please indicate up to three applications that are highly important drivers behind your company's investment in mobile and wireless technologies?"



"We are identifying healthcare IT, and the specific market opportunities associated with systems that create efficiencies in care delivery, as one of the areas we expect to be less affected by the global recession." - IDC

Market positioning

The DS6878-HC is a premium offering in Zebra's ADC portfolio, providing industry-leading imager performance and advanced cordless ergonomics. Designed and targeted for healthcare applications, the DS6878-HC has one major competitor, the Honeywell Xenon 1902. At a similar price point, the DS6878-HC features several major advantages over the 1902, including:

- Excellent performance reading barcodes on small medicine vials, IV bags, syringes wrapped in plastic and suppositories
- Choice of Disinfectant-Ready Standard or Hands-Free Base Cradles
 - Standard Base Cradle mounts horizontally or vertically to a COW or wall in a patient room, keeping work surfaces clear.
 - Adjustable pincers in Standard Base Cradle hold scanner securely, preventing scanner from getting knocked out inadvertently – a common hospital complaint
- Scanner sealed to IP43 for extra protection against liquids and dust, including spray from spills

Figure 3:
Source: AutoID and Transaction Automation Practice; VDC Research Group; 2009

Forecasted global shipment in healthcare vertical: 2009-2013
(millions of dollars)

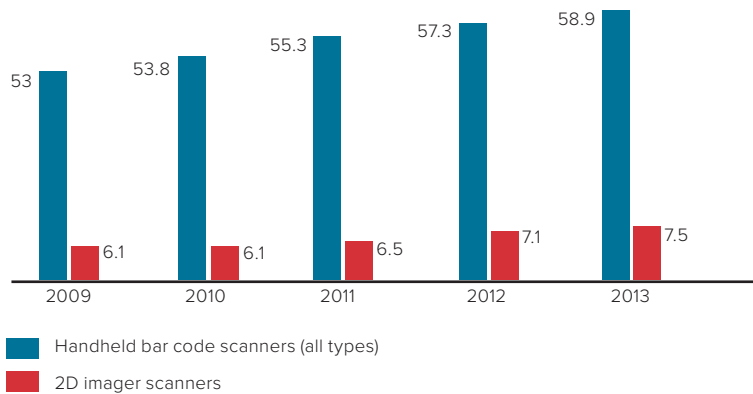
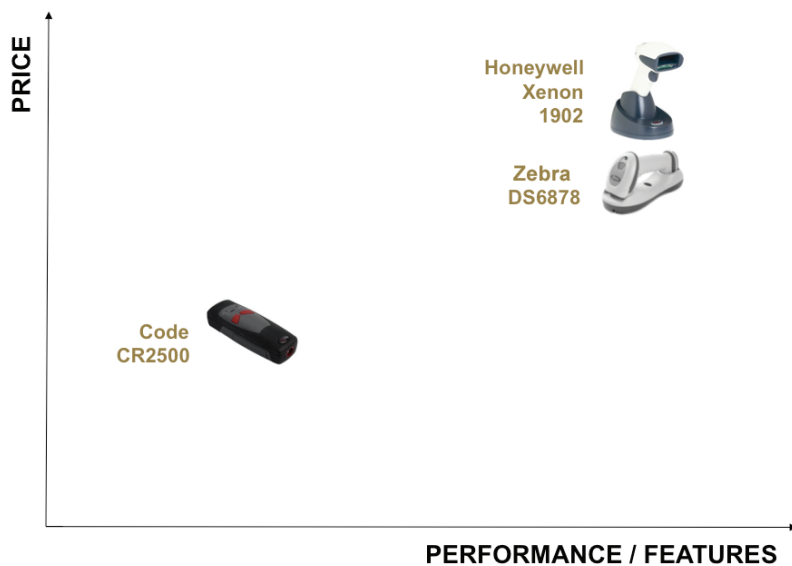


Figure 4: Price performance comparison: DS6878-HC



Target market and applications

The DS6878-HC is specifically designed to meet the needs of a variety of applications in the healthcare market, including:

- Patient identification
- Medication administration
- Specimen collection
- Patient admission
- Caregiver accountability and audit trail
- Dietary management
- Wound management
- Chain of custody for controlled substances
- Inventory management

Target customer: Prospect titles

IT Management is driving mobility strategies in healthcare; according to a survey on the state of mobility in healthcare, 67 percent of respondents stated that IT Management had final purchase and decision-making authority for mobility solutions.

In addition to the CIO and IT Managers/Directors, you can expect to work with the following other players during the DS6878-HC sales cycle:

- Nurses
- Nurse Managers (influencers)
- Physicians
- Clinical Managers
- Pharmacy Managers

BUSINESS PROPOSITION

This section outlines the investment required to sell the DS6878-HC, the revenue opportunities associated with hardware and accessories, as well as the incremental revenue opportunities associated with software application development and enhanced services.

Your investment

The investment required by Zebra business partners to sell the DS6878-HC is summarized in the following chart:

DESCRIPTION	APPROXIMATE COST
Zebra Sales Tools	Available at no cost
Certification Costs	Not required
Cost for Demo Kit	Available in limited quantities

“Patient safety and operational improvement initiatives are driving the healthcare industry to adopt handheld scanners in the pharmacy, at the bedside and in support of admitting.”
- VDC Research

THE MANY REVENUE OPPORTUNITIES

Hardware revenue: Product and accessories

The following charts list the available DS6878-HC configurations, as well as the available accessories and peripherals.

For a complete and up-to-date list of all available configurations and accessories for the DS6878-HC, please refer to [Solution Builder](#).

DS6878-HC Configurations

CUSTOMER ORDER P/N	DESCRIPTION	DISCOUNT CATEGORY	LIST PRICE
DS6878-HC2000BWR	Digital Scanner, Cordless Bluetooth®, Disinfectant-Ready Healthcare White	1A	\$850
DS6878-HC2F09BWR	Digital Scanner, FIPS 140-2 Certified Cordless Bluetooth®, Disinfectant-Ready Healthcare White. Requires CR0078-PC1F09BWR Hands-Free Disinfectant-Ready Healthcare Base, 12V Power Supply, Line Cord and Interface cable to be ordered separately.	1A	\$1,050

DS6878-HC Kits and Accessories

CUSTOMER ORDER P/N	DESCRIPTION	DISCOUNT CATEGORY	LIST PRICE
DS6878-TCBU0100ZWR	KIT: Cordless Bluetooth® Digital Healthcare Scanner, Standard Healthcare Base, USB Cable. Scanner and base are both Disinfectant-Ready.	1A	\$1,085
DS6878-PCBUF100AWR	KIT: FIPS 140-2 Certified Cordless Bluetooth® Digital Healthcare Scanner, Hands-Free Healthcare Base, 12V PS, AC Line Cord, USB Cable. Scanner and base are both Disinfectant-Ready.	1A	\$1,350
CR0078-SC1009BWR	Standard Disinfectant-Ready Healthcare Base. If used with an external power supply in a healthcare environment, the included ferrite must be attached to the power supply cable.	1A	\$210
CR0078-PC1F09BWR	Hands-Free Disinfectant-Ready Healthcare Base. Required for: Hands-Free scanning, image capture, OCR, FIPS; Requires 12V Power Supply; Requires shielded cable for USB interface.	1A	\$220
CBA-U01-S07ZAR	USB Cable 7 ft. Straight. For use with Standard Disinfectant-Ready Healthcare Base.	1A	\$27
CBA-U21-S07ZAR	USB Cable, Shielded, 7 ft. Straight. For use with Hands-Free Disinfectant-Ready Healthcare Base.	1A	\$30
PWRS-14000-148R	12V Power Supply. For use with Hands-Free Disinfectant-Ready Healthcare Base; Requires AC Line Cord to be purchased separately.	1A	\$45
Power Cord	AC Line Cord for 12V Power Supply	1A	\$10

Software revenue

Application development and integration provides an additional revenue opportunity. Many customers will require the development of new end-user or other supporting software, as well as the ability to extend existing business applications and integrate with back-end business systems (such as Electronic Medical Record systems) to the DS6878-HC.

Integration and Enhanced Services Revenue

Selling Enterprise Mobility Services as part of the complete solution provides you with a significant opportunity to earn more revenue and increase your profit margin. Zebra's flexible, channel-ready services are structured to allow for a seamless lifecycle model, fostering complete customer satisfaction and reduced overall service delivery costs. In addition, they deliver ongoing support and maintenance post deployment, helping to ensure maximum uptime and peak system performance for your customers. When you resell Zebra's Enterprise Mobility Services, you ensure your customers get the services they need — when they need them.

Industry research shows that customers are more likely to select service plans when they're bundled with a hardware quote. As our partner in selling Zebra products, it benefits you, as well as your customer, to include Zebra's industry-leading services into each sale. There's no better way to give your customers total service peace of mind by ensuring their investment is protected.

KEY SELLING POINTS

In this section, we take a look at the value proposition the DS6878-HC delivers to your healthcare customers, the key product differentiators and questions that can help you qualify a DS6878-HC solution sales opportunity.

The value proposition

From patient rooms and admissions, to laboratories and the pharmacy, the DS6878-HC cordless imager delivers a number of benefits throughout the healthcare environment:

- **Prevents medical errors and improves patient safety and quality of care:** Bar code scanning provides instant access to the highly accurate critical patient information right at the point of care — providing the automated cross-checks needed to make sure the right patient is about to receive the right medication or the right procedure at the right time. And the DS6878-HC's intuitive design and cordless freedom make technology second nature, so caregivers can remain focused on the patient, not the technology.
- **Increases caregiver productivity:** The DS6878-HC delivers the performance, features and ergonomics to automate data capture, streamline processes and maximize caregiver productivity, in even the busiest healthcare environments.
 - Built on Zebra's revolutionary SE4500 scan engine, the cordless imager delivers rapid fire, omni-directional scan performance for virtually any type of bar code, even poor quality and damaged bar codes. As a result, more items get scanned with less time spent preparing to scan or rescanning after an error.

- Cordless freedom via Bluetooth enables caregivers to easily move to the bar code.
- The DS6878-HC's versatility automates a wide range of healthcare applications — including capturing signatures to obtain necessary authorizations at point of care, scanning driver's licenses to auto-populate applications, capturing insurance cards, healthcare proxies and other documents.
- The imager's advanced ergonomic design is lightweight and comfortable to hold all shift long, minimizing hand fatigue for any sized hand.

- **Offers outstanding investment protection:**

The DS6878-HC supports a wide range of value-added applications, such as image capture and auto-population of forms, enabling your customers to take advantage of cost-saving applications today, and tomorrow. The versatile imager supports the 1D bar codes on today's medication labels, as well as the 2D bar codes (such as 2D GS1 DataBar) that pharmaceutical manufacturers have already begun to adopt. And Zebra's groundbreaking imaging performance ensures that your healthcare customers will no longer need to sacrifice 1D scan performance to benefit from the versatility of 2D data capture.

- **Reduces total cost of ownership (TCO):** With best-in-class drop specifications and IP43 sealing, the DS6878-HC easily meets the tough environmental requirements in the healthcare industry. The DS6878-HC easily endures everyday disinfecting, drops, bumps and wipedowns, ensuring dependable performance and maximum uptime. And while the DS6878-HC is built for the heavy demands of the healthcare environment, accidents happen — and when they do, your customers want to know that the support they need to maintain peak operational efficiency is right at their fingertips. Service from the Start Advance Exchange Support is an easy, fast and reliable service that will provide your customers with next-business-day replacement of devices, maximizing uptime, protecting productivity and reducing TCO.

Differentiators

The DS6878-HC offers a number of strategic and technical product differentiators including:

- **Designed for deployment on a computer or workstation on wheels (COW or WOW):** The DS6878-HC is specifically designed for the healthcare environment. The cradle attaches directly to the cart (either vertically or horizontally) to leave all work surfaces clear, while ensuring the scanner is always in easy reach.
- **Disinfectant-ready:** Both the DS6878-HC and cradle feature a hygienic design that allows safe wipe-downs and sanitizing with the standard disinfectants utilized in healthcare — including bleach, alcohol and soap and water — without harming the housing or the sensitive scanning components.
- **Compatible with popular bedside medication administration software, including Cerner, Eclipsys, Epic, Meditech and Siemens:** Since the DS6878-HC can be used with these commonly-used software packages, deploying the DS6878-HC into a typical hospital workflow is straightforward. Plus the hospital staff is already familiar with the application, so virtually no training is needed.
- **Excellent performance:** Easily captures the most challenging bar codes in healthcare environments, including those on small medicine vials, IV bags, syringes wrapped in plastic and suppositories.
- **Native FIPS 140-2 certification (DS6878-HC1F):** With government grade security right out of the box, your healthcare customers can comply with HIPAA and other stringent security regulations easily and cost-effectively — there is no additional infrastructure to purchase and manage. (Note: FIPS compliance requires a FIPS validated scanner and the FIPS validated CR0078-P base.)
- **Lightweight ergonomic design:** Easy to hold regardless of hand size; reduces fatigue; enables all day scanning comfort to protect productivity in scan-intensive applications.
- **Superior durability for demanding healthcare environments:** The DS6878-HC features leading durable construction to endure the rigors of all day, every day use in healthcare:
 - Best-in-class drop specification: 6 ft./1.8 m drops to concrete
 - IP43 sealing to ensure reliable operation in spite of spills, dust and daily cleaning. Competitive devices in its product class offer only IP41 sealing, which is insufficient for spray cleaning.
 - Scratch-resistant tempered glass lens
- **Comprehensive advanced data capture support:** The DS6878-HC brings a new level of versatility and performance to healthcare applications, by combining a 1D and 2D bar code scanner, along with the capture of signatures, documents, images and video. No matter what type of data capture is required at the patient's bedside, in the operating room, admissions or inventory, the DS6878-HC has the feature set to streamline everyday processes.
- **Aggressive 1D and 2D scan performance with industry-leading motion tolerance:** With amazing swipe speeds and laser-like performance on 1D and 2D bar codes, the DS6878-HC ensures rapid fire scanning of medications and specimens. With Zebra's scanning technology, healthcare workers can scan damaged, scratched or smudged labels with a high degree of accuracy on the first scan, eliminating the need to rescan — a requirement which could waste crucial seconds in a life or death situation.
- **Simple USB charging connection:** The DS6878-HC charges via a USB connection to the cradle — eliminating the need to have a separate power supply and cord on the medical cart or workstation.
- **Support for drivers' licenses:** The DS6878-HC is able to read the barcodes on drivers' licenses — enabling the auto-populating of forms at patient admissions and the pharmacy to increase throughput and prevent data entry errors. (Applicable in the US and other geographies where drivers licenses or national ID cards include PDF-417 barcodes.)
- **Supports 123Scan scanner configuration tool** for rapid and easy customized set-up through a free, wizard-based PC software tool.

- **Supports Zebra’s Remote Scanner Management (RSM) for unprecedented simplicity in day-to-day device management:** The addition of Zebra’s RSM enables healthcare organizations to configure, deploy, provision and manage bar code scanners across all locations from a centralized remote location. This remote management solution reduces the time and costs typically associated with the management of mobile devices, and keeps IT free to focus on additional strategic technology initiatives
- **Investment protection:** Enterprise Mobility Services are one of the top differentiators of Zebra products. Customers rely on Zebra to keep their businesses running. Now they can rely on the most complete services that Zebra has ever offered. The DS6878-HC is eligible for Service from the Start Advance Exchange Support, which speeds response time through next-business-day replacement of devices requiring repair. This service includes Comprehensive Coverage, which covers normal wear and tear, as well as internal and external components damaged through accidental breakage for no additional charge. In addition, it entitles customers to the technical software support and software downloads they need to help keep their DS6878-HC operating at peak performance levels. There’s no better way to give your customers total peace of mind.

QUALIFYING YOUR CUSTOMER

The following questions will help uncover underlying needs that can be addressed with the DS6878-HC cordless imager.

Uncover the specifics of the opportunity and areas where the strengths of the DS6878-HC are key selling points:

- Are you interested in reducing errors and improving efficiency throughout the hospital with automated data capture applications, including:
 - Medication administration at the point of care
 - Transfusion verification

- Specimen collection
- Inventory management
- Patient admitting
- What bar code symbologies do you need to support? Do you need to support 2D symbologies (including 2D GS1 DataBar) now or in the future? Do your current scanners support 2D symbologies?
- Can your current scanners read bar codes on small medicine vials, syringes, suppositories and IV bags?
- Is space at a premium on your computer or workstation on wheels (COW/WOW)?
- Would you like to eliminate the hazards associated with cables and take advantage of the freedom that Bluetooth wireless provides?
- Do you require a hygienic design that allows safe wipe-downs and sanitizing with bleach, alcohol, soap and water and more?
- Is your IT staff spending time manually performing routine management activities such as initial provisioning, updating and asset tracking? Are your scanners installed across multiple locations?
- Do the mobile devices you deploy need to meet strict security requirements, such as HIPAA?

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?
- If we could offer you a service plan that covers your DS6878-HC investment from accidental breakage for a one-time, upfront cost, would you be interested?

ENTERPRISE MOBILITY SERVICES OPPORTUNITY

As our partner in selling Zebra products, you can benefit from offering your customers a complete solution that includes Enterprise Mobility Services. Selling services up front with the product results in a higher attachment rate. In addition, it provides a unique opportunity to increase your profit margin while providing a renewable revenue stream for your business.

Zebra's flexible, channel-ready services are designed to give your customers the services they need — when and where they need them. In addition, Enterprise Mobility Services benefit your customers' businesses by:

- Providing expert product repair and telephone technical support
- Protecting product uptime
- Ensuring they get the most value from their Zebra investment
- Protecting their investment in our technology

The following Enterprise Mobility Services are available to keep the DS6878-HC operating at peak performance throughout its lifecycle:

ENTERPRISE MOBILITY SERVICES	SERVICE DESCRIPTION	TIME OF PURCHASE	LENGTH OF COVERAGE	SERVICE PART NUMBER
Service from the Start Advance Exchange Support	<ul style="list-style-type: none"> • Advance replacement of devices requiring repair • Includes Comprehensive Coverage • Includes coverage for cradles • Full access to technical support resources • Rights to download and use software releases and supporting documentation 	Up front with the hardware (prepaid) or within 30 days thereafter	Three years	SXB-DS6878-30
Advance Exchange Support	<ul style="list-style-type: none"> • Rights to download and use software releases and supporting documentation 	Any time	One year	AXB-DS6878-10
Service from the Start – Bronze	<ul style="list-style-type: none"> • Multiple years of seamless coverage at a one-time cost • Covers normal wear and tear • Includes all materials, parts and labor • Includes coverage for cradles • Bronze-level service delivers depot repair with 3-day in-house turnaround time 	Up front with the hardware (prepaid) or within 30 days thereafter	Three years	SSB-DS6878-30
Service from the Start – Gold	<ul style="list-style-type: none"> • Gold-level service includes advance device replacement and the Commissioning service • Full access to technical support resources • Rights to download and use software releases and supporting documentation 			SOG-DS6878-30
Service Center Support – Bronze	<ul style="list-style-type: none"> • Seamless coverage, renewable in one-year increments • Covers normal wear and tear • Includes all materials, parts and labor • Includes coverage for cradles • Bronze-level service delivers depot repair with 3-day in-house turnaround time 	One year	Any time	SCB-DS6878-10
Service Center Support – Gold	<ul style="list-style-type: none"> • Gold-level service includes advance device replacement and the Commissioning service • Full access to technical support resources • Rights to download and use software releases and supporting documentation 			SCG-DS6878-10
Enterprise Mobility Software Support	<ul style="list-style-type: none"> • Full access to technical support resources • Rights to download and use software releases and supporting documentation 	Any time	One year	SWS-EMTS-10
			Three years	SWS-EMTS-30

Please refer to [Solution Builder](#) for the most up-to-date information, including global pricing and available options.

YOU HAVE AN EXCELLENT OPPORTUNITY TO UPSELL SERVICE FROM THE START PROGRAMS WITH THE DS6878-HC. SERVICE FROM THE START PROGRAMS PROVIDE ENHANCED SUPPORT FOR YOUR CUSTOMERS' CRITICAL MOBILITY OPERATIONS. CUSTOMERS CAN PAY "A LITTLE NOW" FOR EXTENDED SERVICES OR PAY **A LOT LATER IN THE EVENT OF A REPAIR AND LOST DOWNTIME.**

SALES TOOLS

This section details the product classification, where you can find additional information, available training and certification programs.

Sales and reference materials

For the latest information and sales support materials, please visit the following resources:

Partner Central:

<http://partnercentral.zebra.com>

DS6878-HC Product Home:

www.zebra.com/ds6878hc

Enterprise Mobility Services:

Public: www.zebra.com/services

Partners: www.zebra.com/partners

Solution Builder:

<https://solutionbuilder.zebra.com>

Developer Tools:

www.zebra.com/software

Product classification and certification

The DS6878-HC is a Class 1 open channel product. Enrollment in a partner program is not necessary. While training and certification are not required, free online training is available online along with additional marketing collateral to support your DS6878-HC sales opportunities.

FOR MORE INFORMATION ON HOW THE DS6878-HC AND OTHER ZEBRA ENTERPRISE MOBILITY SOLUTIONS CAN HELP YOUR HEALTHCARE CUSTOMERS, PLEASE CONTACT US AT 1.800.423.0442, OR VISIT US ON THE WEB AT: WWW.ZEBRA.COM

WHY ZEBRA

Zebra Technologies Corporation is a global leader respected for innovation and reliability. Zebra offers an extensive range of asset-tracking technologies incorporating mobile computing, data capture, barcode, wireless LAN, RFID, location systems and Zatar™, the cloud-based Internet of Things (IoT) platform. These technologies make businesses as smart and connected as the world we live in. Zebra's tracking and visibility solutions transform the physical to digital, creating the data streams businesses need in order to simplify operations, know more about their business, and empower their mobile workforce.

Zebra's products and solutions are used around the world by industries including healthcare, retail, transportation and logistics, manufacturing and sports—for a variety of applications from improving patient safety; to eliminating checkout lines with mobile devices; to streamlining warehouse operations and adding a new dimension to professional sports and entertainment with real-time information.



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