



ZQ300 Plus Series: The Top 5 Reasons To Sell

This sales tool presents the benefits you'll enjoy as a partner when you sell the ZQ300 Plus Series, along with links to training and customer-facing resources to assist in your sales efforts. The 'sister' fact sheet, Why Should You Buy the ZQ300 Plus Series, is designed as a handout for your customers—it presents the top 5 benefits the ZQ300 Plus Series will provide to your customers, along with links to customer-facing sales collateral.

The ZQ300 Plus Series: Affordable Little Mobile Printers That Deliver Big Business Value

When you sell your customers the ZQ300 Plus Series, you give them the best value in the midrange printer class. Your customers get class-leading battery power, versatility, durability and easy remote management options for companies of all sizes. And there is a model to meet every need: an indoor mobile receipt and label printer, or an ZQ300 Plus Series outdoor mobile receipt printer, available in either a 2 in. or 3 in. model.



Why Should You Sell the ZQ300 Plus Series?

Top 5 Reseller Benefits

1

Pair it with everything.

Since you can easily pair the ZQ300 Plus Series with any NFC-enabled mobile computer—Zebra or non-Zebra—you double your sales opportunities. Sell the ZQ300 Plus Series as part of a Zebra mobile computer sale. Or sell the ZQ300 Plus Series to provide existing customers with non-Zebra mobile computers with robust and affordable mobile printing.

2

Put a budget buster in your toolkit.

This new mid-range printer completes our portfolio and expands your ability to serve your customers' needs—no more losing in the small business space. Now you have a printer that is priced for all your customers with tight budgets.

3

Double duty—a real multi-tasker.

No more losing to printers that have multiple capabilities—the ZQ300 Plus Series Indoor Mobile Computer prints both receipts and labels. Your retail customers get superior value—a single printer that can print barcode labels for items and tags, as well as receipts for purchases and returns.

4

And the revenue keeps rolling in.

When you sell the ZQ300 Plus Series, you get a built-in renewable revenue stream. The ZQ300 Plus Series requires authentic ZQ300 Plus Series Zebra batteries to achieve optimal printing quality and performance. In order to protect that performance, the printer will only power up if an authentic Zebra battery is installed, recognized by its embedded encryption chip.

5

Trade-in and win.

With Zebra's end-user trade-in program, you can offer your customers a cash incentive to make the sale. You can offer your customers a rebate credit for every printer and printer battery they trade in. Visit the [Go Zebra Trade-In Program website](#) for more information.

Reseller Resources

Retail

- Receipts (Mobile POS)
- Price management (markups/markdowns)
- Shelf labels

Transportation and Logistics

- Proof of service/delivery/pickup
- Invoices
- Bag and asset tags

Government (State and Local)

- Utility meter receipts
- Speeding/parking tickets

Manufacturing

- Invoices
- Vehicle maintenance and asset labels

Decision Makers

- IT Manager
- Operations Manager

Sales Resources

- [ZQ300 Plus Series on Zebra.com](#)
- [Partner Gateway](#)
- [The Source](#)
- [Print DNA Software](#)
- [Zebra Certified Supplies](#)
- [Zebra OneCare™ Services](#)



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