

# THE L10: THE TOP 5 REASONS TO SELL



This sales tool presents the benefits you'll enjoy as a partner when you sell Zebra's L10 Android Rugged Tablet family, along with links to training and customer-facing resources to assist in your sales efforts. The 'sister' fact sheet, *Why Should You Buy the L10*, is designed as a handout for your customers at the start of the sales process — it presents the top 5 benefits the L10 will provide to your customers, along with links to customer-facing sales collateral.

## THE ULTIMATE XPAD, XBOOK 2-IN-1 AND XSLATE 10.1 INCH 'GO-ANYWHERE' TABLETS

The extremely rugged L10 family is now available with Android 8.1 (Oreo) with Zebra Mobility DNA. Three different models meet the needs of workers out in the field in oil and gas, mining, telecommunications, construction and government — as well as in warehouses and manufacturing plants. The rugged go-anywhere design is at home indoors, outside, in driving rain, sub-zero cold and blazing heat, mounted in forklifts and trucks, and even in bright sunshine.



## WHY SHOULD YOU SELL THE L10 ANDROID RUGGED TABLET?

### TOP 5 RESELLER BENEFITS

# 1

#### Present the right tablet for every need.

Three different models meet the needs of different kinds of workers out in the field, in warehouses, manufacturing plants and more. Whether workers need a rugged tablet solution designed for heavy data entry, an easy-to-carry tablet with an integrated handle or a traditional tablet design, you can offer just the right solution. You'll win more sales and your customers will benefit from the simplicity of deploying a single tablet family to meet multiple worker needs.

# 2

#### An ultimate feature set that practically sells itself.

Your customers get a leading edge platform with the L10. Far tougher than any rugged tablet in its class, the L10 is at home indoors, outside, in snow and rain, sub-zero cold and blazing heat, in forklifts and trucks. Customers also get one of the most advanced processors, the latest wireless connections, best-in-class data capture options including a 13MP camera, unmatched battery power and an optional ultra-bright sunlight-viewable View Anywhere® display.

# 3

#### Put more money in your pocket with mix-and-match accessories.

There's so much more to sell than just the tablet. One of the most robust accessory families allows you to customize tablets to best meet application and user needs, while you increase revenue and margins. Bundle the L10 with different carrying options. Add a rugged backlit keyboard or a vehicle dock, industrial dock or car charger. Sell spare batteries and extended batteries. No matter what models your customers choose, they get one enterprise-class accessory family that works with them all.

# 4

#### The Mobility DNA Android advantage.

Zebra's Mobility DNA is the industry's most mature and broadest offering of value added tools, offering a distinct sales advantage. It puts Zebra's enterprise-class Android devices in a class of their own, with unmatched enterprise-class security, functionality and manageability. Ten of the thirteen available tools are no cost to your customers. And through LifeGuard™ for Android™, only Zebra offers operating system security support every day Zebra Android devices are in service.

# 5

#### You've got a trusted partner for your Android opportunities.

Since 2011, Zebra has more experience with Android in the enterprise market than any other vendor. We have the industry's largest and most diverse portfolio of Android mobile computers, along with the most mature suite of productivity and development tools. When you sell a Zebra Android solution, you get a partner with a deep understanding of Android to help you streamline deployments and help your customers maximize the benefits of their Android investment, today and tomorrow.

## RESELLER RESOURCES

### TARGET MARKETS

- Warehousing and cold storage
- Telecommunications
- Manufacturing — shop floor
- Oil and Gas
- Mining
- Field service
- Service bay
- Construction
- Government
- Public Safety

### SALES RESOURCES

[The Source \(for internal Zebra only\)](#)

[Partner Gateway](#)

- L10 Spec Sheet
- L10 Brochure
- L10 Battlecard
- L10 Customer and Selling Guide Presentations



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