

OVERVIEW

TC53/TC58 Mobile Computer

The TC53 and TC58 are the first members of a new generation of Zebra mobile computers designed to do more. New hardware redefines mobile computing performance. New solutions and sensor technologies redefine the world of possibilities. The TC53/TC58 features a significantly faster processor; the latest wireless connectivity; a larger, higher resolution display; a more advanced camera; a more lightweight and rugged design; and new data capture solutions. Your customers get the best of both worlds: the strong legacy of the TC5x family, with new cutting edge technology that will grow with their business for years to come.



Features & Benefits

Top 3 Customer Messages

- 1 Zebra's most advanced enterprise mobile computer yet**
- Blazing speed with the next generation Qualcomm 6490 octa-core processor, up to 8 GB of RAM and 128 GB of Flash, plus a 2 TB MicroSD card slot
 - 6-inch Full HD+ display that's easy to read inside or in bright sunlight
 - Only device in its class to offer support for Wi-Fi 6E, including the new 6 GHz spectrum, for faster wireless speeds and lower latencies
 - Support for 5G gives workers access to faster cellular speeds (TC58)
 - Premium voice and audio — the highest voice quality in its class

- 2 Solutions that define a new age of mobility**
- Industry-first integrated Time of Flight sensor to collect accurate 'legal for trade' parcel dimensions in just seconds (Certified models only)
 - Built-in support for the new generation of payment solutions
 - Ability to create a complete mobile-driven workstation or hybrid Point of Sale in seconds
 - Lightning fast cycle counting with UHF RFID sleds; Zebra eConnex™ technology allows for snap-and-go pairing
 - Support for advanced ARCore based augmented reality applications
 - Two-way radio and PBX capabilities with optional Zebra voice solutions

- 3 Unparalleled value with Mobility DNA**
- Built-in software applications, utilities and tools simplify every stage of your device's lifecycle
 - EMDK makes it easy to take advantage of device features; DataWedge lets you easily integrate captured data into your applications
 - Mx offers over a hundred features to improve the security, data capture support and more on Android
 - StageNow lets you easily stage devices
 - LifeGuard™ for Android™ provides security patches to keep devices secure
 - Get dependably superior Wi-Fi connections with Wireless Fusion

Additional Differentiating Features

SE55 1D/2D Advanced Range scan engine with IntelliFocus™ technology
Easily captures 1D/2D barcodes in a variety of conditions over a wide working range, in hand or across the room; scan top-shelf barcodes without a ladder and low barcodes without bending down

16 MP integrated rear camera
Highest resolution in its class; Optical Image Stabilization (OIS)* for better low light performance and support for ARCore applications
*Premium models only

More rugged
5 ft./1.5 m drops to tile over concrete across operating temp. range; 6 ft./1.8 m drops to concrete across operating temp. range with protective boot; 1,000 1.6 ft./0.5 m tumbles

Superior OS security support
LifeGuard™ for Android™ provides security patches to keep devices secure every day they are in service; devices can be updated automatically to ensure the latest security patch is always installed

What's New

Far more than an incremental upgrade in the TC5X Series, the TC53 and TC58 redefine enterprise mobility. Key advancements include:

Latest wireless technologies
Support for Wi-Fi 6E, 5G and CBRS (US only); faster, more reliable, future-ready connections

New, significantly faster processor
90% boost in CPU for improved application loading and speed (Qualcomm benchmark testing)

6-inch Full HD+ 600 NITs display
20% larger display; highest resolution and brightest display in its class

Enhanced camera
Higher resolution 16 MP rear camera; Optical Image Stabilization* for better low light performance (*Premium models only)

Time of Flight depth sensor (Premium/Certified models only)
Industry-first mobile parcel dimensioning solution

Advanced manufacturing and materials technology
Ergonomic design and more durable — even without a protective case

More advanced battery technology
Higher capacity standard battery, extended capacity battery, BLE battery and wireless charging battery

Markets/Applications

- TC53 (WLAN)**
- Retail (associates, managers and merchandisers)
- TC58 (WLAN/WWAN)**
- Field service technicians; postal carriers/courier drivers

Competitive Highlights

Following are the top competitive selling points for the four major competitive products. Complete competitive information can be found in the Selling Guide.

Honeywell CT45/CT45 XP



Light in software. Honeywell's Mobility Edge is seven years behind Mobility DNA. Key gaps include: no solution for disabling GMS, limited battery management, limited device lockdown tools, limited device diagnostics, no DataWedge equivalent, limited SDK, limited device tracking software and much more.

Shorter lifecycle. TC53/TC58 has a 4+4 lifecycle, providing up to 4 years of sales + 4 years beyond of service, compared with only 5 years of support for CT45 XP.

Inferior computing platform. Slower, older, less efficient processor; less memory.

Inferior wireless connectivity. CT45/CT45 XP does not support 5G, CBRS or Wi-Fi 6E (the new 6 GHz band). Wi-Fi 6 is optional on CT45 XP only.

Inferior display. CT45/CT45 XP has a smaller 5.0 in. display with lower resolution (CT45 XP: 1920 x 1080; CT45: 1280 x 720).

Inferior long range scanning option. Zebra's SE55 scan engine offers enhanced performance, better expected working ranges and faster trigger to beep than Honeywell's FlexRange. The TC53/TC58's green laser aimer is up to 7x more visible than Honeywell's red aimer and its large pattern is significantly easier to pick out than Honeywell's single dot.

Inferior rear-facing camera. CT45/CT45 XP has a lower resolution rear camera (13 MP) and lacks OIS support.

Inferior battery. CT45/CT45 XP's battery is hard to remove and there's no hot swap option. It has a smaller standard battery and no extended capacity option; no wireless charging option.

Light in solutions. No CPOC payment support; no certified mobile dimensioning; limited workstation solutions; no offline device tracking.

Honeywell CT60 XP



Older Android version. CT60 XP is currently shipping with Android 9.

Light in software. Honeywell's Mobility Edge is seven years behind Mobility DNA. Key gaps include: no solution for disabling GMS, limited battery management, limited device lockdown tools, limited device diagnostics, no DataWedge equivalent, limited SDK, limited device tracking software and much more.

Inferior computing platform. Slower, older, less efficient processor; half the memory; uses MLC memory instead of faster, more efficient UFS.

Heavier. CT60 XP is 23% heavier, even though it has a smaller battery and display.

Inferior wireless connectivity. CT60 XP does not support 5G, CBRS, Wi-Fi 6 or Wi-Fi 6E.

Inferior display. CT60 XP has a smaller 4.7 in. display with lower resolution (1280 x 720).

Inferior rear-facing camera; no front camera. CT60 XP has a lower resolution rear camera (13 MP) and lacks OIS support. It does not have a front-facing camera for video calls.

Inferior battery. CT60 XP's battery is hard to remove and there's no hot swap option. It has a smaller standard battery and no extended capacity option; no beacon or wireless charging option.

Light in solutions. Customers must rely on third party PTT applications; no CPOC payment support; no certified mobile dimensioning; limited workstation solutions; no advanced range scanning option; no offline device tracking.

UROVO DT50 5G



Older Android version. DT50 5G currently ships with Android 10; UROVO does not publish its future OS support.

Limited software ecosystem and value-add tools. UROVO does not offer any kind of software ecosystem similar to Mobility DNA. There's limited value beyond the hardware and deployment, integration, application development and device/OS management will be more complex and expensive.

Inferior computing platform. Slower, older, less efficient processor; maximum RAM is 6GB (compared with 8GB for TC53/TC58).

Inferior wireless connectivity. While the DT50 5G does support 5G, it lacks CBRS and Wi-Fi 6/Wi-Fi 6E.

Inferior battery. DT50 5G does not support warm swap or hot swap mode. It has a smaller standard battery and no extended capacity option; there's no beacon battery or wireless charging battery option.

Light in solutions. Customers must rely on third party PTT applications; no CPOC payment support; no certified mobile dimensioning; no workstation solutions; no advanced range scanning option; no offline device tracking.

Qualifying Questions

Q Do you need to boost productivity and output without increasing labor costs?

A By redefining mobile computing performance, the TC53/TC58 will enable you to achieve new levels of operational efficiency and workforce productivity. Best-in-class processing power and wireless connectivity deliver virtually instant response times in the most demanding applications, enabling workers to close out orders, look up information and more, faster than ever before. Enterprise-class data capture technology can support a wide range of applications, including advanced range scanning that lets workers easily scan a barcode across the room, on a top shelf or lower rack. With Zebra Dimensioning Certified Mobile Parcel, workers can collect accurate 'legal for trade' parcel dimensions anywhere with the press of a button. The bright Full HD+ 6-inch screen displays more information and screens are crisp and easy to read indoors and outside. Workers never need to worry about downtime from a dead battery — the TC53/TC58 has the highest capacity battery in its class, along with extended battery options, warm swap (Standard models) and hot swap (Premium models), as well as superior battery manageability. And unlike competitive devices, changing the battery on the TC53/TC58 is quick and simple.

Q Are you looking for a mobility solution that you can build on for many years?

A With the latest wireless technologies, significantly faster processor and new data capture solutions, the TC53/TC58 is more than ready to meet your workflow needs today and tomorrow. Support is built-in for the new generation of payment solutions. Pair with Zebra's industry leading RS5100 Ring Scanner to enable cutting edge hands-free workflows that substantially improve productivity. The enhanced camera supports next generation ARCore applications. Workstation Connect gives workers a true workstation experience, enabling you to replace hardwired desktop PCs for employee training, assisted sales and more. If you use RFID in your workflows, you can add UHF RFID capability via the innovative eConnex™ adapter. A Time of Flight depth sensor enables enterprise applications such as certified mobile parcel. By investing in the latest technology today, you can build a bridge to the future.

Q Does your IT organization spend significant time supporting your current mobile computers?

A Our powerful Mobility DNA suite and large community of third-party applications differentiate Zebra mobile computing devices from any in the industry. With LifeGuard™ for Android™, you can easily keep devices secure very day they are in service. StageNow makes it easy to stage a handful or thousands of devices. NFC Tap and Pair offers quick, trouble-free pairing with printers and other devices. Device Tracker lets you quickly locate misplaced or missing devices even if the device is turned off or the battery is dead. Wireless Insights enables an industry-first network-wide single pane of glass that makes it easy to monitor, troubleshoot and resolve Wi-Fi connection issues for your TC53/TC58 users. And you can test major device systems to eliminate unnecessary trips to the repair depot with Device Diagnostics.

Sales/Reference Materials

The Source (for internal Zebra only):
<https://zebra.showpad.biz>

TC53/TC58 Product Home:
www.zebra.com/tc53-tc58

Partner Gateway:
<https://partnerportal.zebra.com>

Services:
www.zebra.com/services

Support pages:
www.zebra.com/support

Mobility DNA:
www.zebra.com/mobilitydna

Accessories

With a robust accessory ecosystem, your customers can customize their solution, while you increase revenue. Complete a TC53/TC58 solution sale with:

- Variety of charging options including a single slot cradle that can charge a device and spare battery; ShareCradle and multi-slot battery chargers
- Adapter cups for backward compatibility with existing TC5x multi-slot ShareCradles
- Cradle solutions that enable the TC53/TC58 to double as a mobile-driven workstation or hybrid Point of Sale
- Rugged protective case that adds another level of durability
- Trigger handle for scan-intensive workflows
- Holsters, arm mounts and hand straps
- Variety of batteries: standard, extended, wireless charging and BLE for advanced device tracking
- Wireless vehicle charging cradle, vehicle holder (non-charging)

Objection Handling

Technology Decision Maker: Purchasing	Operations Manager	IT Manager
<p>“Our current mobility solution is working well enough. Why should we upgrade to the TC53/TC58?”</p>	<p>“We need a solution that will grow with our business for many years to come.”</p>	<p>“We can’t afford to disrupt our operations by integrating a new mobile computer and platform right now.”</p>
<p>Response:</p>	<p>Response:</p>	<p>Response:</p>
<p>Migrating to the latest technology will enable you to keep pace with the skyrocketing competition and heightened expectations of the on-demand economy.</p> <ul style="list-style-type: none"> • Next generation Qualcomm 6490 octa-core processor provides a more future-proof platform; the TC53/TC58 is the fastest device in its class • Latest wireless connectivity with support for Wi-Fi 6E and optional 5G (TC58); offers access to the fastest wireless networks • New manufacturing technologies make the TC53 and TC58 thinner — yet even more rugged • Premium voice and audio performance • Enhanced image capture with 16 MP rear-facing camera and Optical Image Stabilization* (*Premium models only) • Unmatched battery technology with higher capacity standard battery, extended battery, BLE battery and Wireless charging battery 	<p>By offering new communications, data capture technologies and integrated solutions, the TC53/TC58 provides the capabilities your business needs for the next 8 to 10 years.</p> <ul style="list-style-type: none"> • Future proof connectivity provides increased bandwidth and lower latency, enabling advanced ARCore based applications like augmented reality • Industry first Time of Flight depth sensor for enterprise applications such as certified mobile parcel • Built-in support for the new generation of payment solutions • eConnex™ adapter enables snap-and-go pairing with advanced UHF RFID sleds • Ability to create a complete mobile-driven workstation or hybrid Point of Sale • Support for Zebra’s industry leading RS5100 Ring Scanner for cutting edge hands-free workflows 	<p>The TC53/TC58 are the first members of a new generation of Zebra mobile computers and ready for the future with Qualcomm’s latest chipset. While it’s a new generation, you can count on solutions to ease your migration.</p> <ul style="list-style-type: none"> • Simple setup with Zebra’s StageNow tool — including the unique ability to control GMS features; devices can even provision themselves right out of the box with Zebra Zero-Touch • Shared management and development tools across Zebra’s Android portfolio — including LifeGuard™ for Android™ • Unmatched experience that comes from the TC5x’s wide customer base, use cases, deployments and environments • Mobility DNA offers the most mature and broadest set of solutions for simpler management and easier integration • Compatibility with existing TC5x multi-slot ShareCradles via an adapter cup

NOTE: Workstation Connect and Certified Mobile Parcel available in 2H 2022



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What’s in the Box?

In addition to the mobile computer, also included are: battery and Regulatory Guide.

Services

Keep your customers’ mobile computers operating at peak performance and enable their mission-critical operations with **Zebra OneCare® Maintenance Plans**, which help eliminate unexpected repair costs, maximize device uptime, and generate more revenue and margin on your device sales.

Zebra OneCare is never one-size-fits-all. Your customers can choose the right level of support they need, then further tailor their plan with flexible enhancements, including:

- Battery Maintenance and Battery Refresh services
- Expedited shipping and logistics options
- Device commissioning services that provide returned or replaced devices with the right software and application versions, ready to use right out of the box
- VisibilityIQ™ Foresight for unparalleled insight into the health, usage and performance of devices