

PARTNERCONNECT PRODUCT ACCESS MODEL

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Zebra simplifies product access for our resellers by providing easy access to most of the products in our portfolio. The **Zebra® PartnerConnect Product Access Model** enables you to deliver the complete solutions your customers want. Just as important, it helps you more easily expand your revenue—and your relationship with Zebra.

All of our products have been assigned to one of four product access categories. Most products do not require resellers to meet criteria for access. However, by placing more complex products into criteria-driven categories, we reward you for investing in the expertise needed to sell these products, while ensuring that you have the knowledge required to meet customer needs.

Before you quote a product, make sure you have access to it.

OPEN ACCESS PRODUCTS

A large percentage of our products are available to all PartnerConnect resellers as well as resellers not participating in the program. Note: These products may be referred to as Class 1 or Code 1 products.

Printers	<ul style="list-style-type: none">• All barcode printers and accessories, except print engines• All RFID printers and accessories, except print engines• All card printers and accessories, except ZC10• All printheads and aftermarket kits for barcode and card printers
Mobile Computers	<ul style="list-style-type: none">• MC21, MC36, MC55, TC20, TC25, TC55, tablets (ET1 and ET50), all accessories
Scanners	<ul style="list-style-type: none">• All scanners and accessories, except Direct Part Marking (DPM) products, MP7XXX-scale and scan engines
RFID	<ul style="list-style-type: none">• All RFID products
Services	<ul style="list-style-type: none">• All services
Managed Services	<ul style="list-style-type: none">• Operational Visibility Service (OVS) and Asset Visibility Service (AVS)
Supplies	<ul style="list-style-type: none">• All printer supplies except LaserBand

QUALIFICATION ACCESS PRODUCTS

Select products are available only to resellers that have completed product qualification training.

Completing this training not only gives you access to the respective product, but also enables you to better serve customers through expanded knowledge. *Note: These products may be referred to as Class 4 or Code 4 products.*

- For your company to receive access to these products, **training must be completed by one individual** and must be renewed every two years.
- The training curricula are generally composed of **one or more free online courses**, and typically will require less than 1.5 hours to complete.
- Experienced personnel have the option of proceeding straight to the exam.
- **Training is associated with the individual**, not the company. If your company no longer meets program requirements because an individual that completed the training leaves your company, another team member must complete the training within six months.

Mobile Computers	<ul style="list-style-type: none">• MC18, MC32XX, MC33, MC92NX, RS419, RS4000, RS5000, RS507X, RS6000, TC8000, TC51XX, MC55X, SB1, TC56, TC70, TC75, VC70XX, VC80, VC80 Android, VH10, WAP4, WT41N0, WT6000, XT15	Required Training MCGEN-PA-011 - Enterprise Mobile Computing Product Qualification Training
	<ul style="list-style-type: none">• <i>Narrowband</i>: 9160, VH10, XT15	Required Training MCNWB-PA-001 - Narrowband Product Qualification Training
Scanners	<ul style="list-style-type: none">• <i>Direct Part Marking Scanners</i>: DS3608-DP, DS3678-DP	Required Training BSGPS-PA-001 - Direct Part Marking (DPM) Product Qualification Training

SPECIALIST ACCESS PRODUCTS

Select products are available only to resellers that are participating in certain PartnerConnect specialisations. *Note: These products may be referred to as Class 3 or Code 3 products.*

Print Engines	<ul style="list-style-type: none">• All print engines	Learn about the Print Engine Specialisation
Spare Parts (Printers)	<ul style="list-style-type: none">• Card printers spare parts• Barcode printer spare parts• Mobile printer spare parts• Print engines spare parts	Learn about the Printer Repair Specialisation

APPROVAL ACCESS PRODUCTS

Select products are available only to resellers that have received approval from Zebra. *Note: These products may be referred to as Class 5 or Code 5 products.*

Products	<ul style="list-style-type: none">• ZC10 card printer• Network Connect products• MP7000 scale• Scan engines• Workforce Connect (Voice)• LaserBand supplies	To request approval, contact your channel account manager (CAM) or the Partner Interaction Center .
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