



5 SUREFIRE WAYS

Kyle Company can Help Warehouses & DCs
Future-Proof Their Mobile Enterprise





Value-added resellers (VARs) need to be aware of how mobility is the future of the modern warehouse, and how you can leverage your technologies to meet the needs of warehouses and distribution centers (DCs). For instance, the average consumer today has an addiction to convenience—getting products as quickly and efficiently as possible. With this convenience addiction comes the increase in expectations for faster shipping and easier purchasing, ushering in a new era for warehouse operations.

Fortunately, engineers have been able to push the envelope and design new technology that can meet demand and propel shipping times to new, previously-impossible rates. The demand for speed will only continue to increase, however, and warehouses need to ensure that their mobile infrastructure is ready for the future.

As such, VARs who can position themselves well in demonstrating this will be more successful in helping warehouses and DCs leverage the right technologies to future proof their mobile operations.

1. OS Migration

It's no secret that the sun is setting on support and updates for Windows CE and Windows Mobile. As the reign of these once-dominant platforms comes to an end, warehouses are scrambling to [migrate to an alternative OS](#) and upgrade their devices before Microsoft ends support in 2020.

Android has emerged as the [dominant platform for enterprise mobility](#), in part because of its simple user-interface, open source platform, flexibility for hardware vendors to create innovative form factors, and the fact that enterprise mobility management (EMM) or mobile device management

(MDM) solutions now support only Android. However, migrating to a new OS can be complex and daunting, and warehouse operators are looking for expertise in making the [transition easier, more cost-effective, and with little downtime](#).

VARs can help supply chain partners move through this transition, as long as they offer the right technology. Enterprises have many needs and preferences for mobile devices across their organization, which inevitably lead to a vast array of operating systems, versions, and form factors.

Certifying and deploying individual devices costs time and money. In order to combat this, it is important to look for manufacturers that have built their platform with IT in mind, ensuring that enterprises can develop, test, and certify apps for their mobile fleet quickly, efficiently, at less cost, and less downtime than ever before. Zebra Technologies has not only developed hardware that helps [modernize the warehouse with Android](#) to solve the complex pain points of mobile deployment, but also has developed software that improves the enterprise performance of the Android OS—[Mobility DNA](#).

2. Mobility DNA

Many of the pain points operators have experienced in the past with Android were due to its consumer-grade roots. Manufacturers like Zebra have taken managing enterprise mobile fleets to the next level and have addressed many of these pain points common in mobile deployment by infusing their hardware devices with software that provides a “genetic code” that enhances Android’s OS with distinct enterprise capabilities.

[Mobility DNA](#) combines powerful enterprise productivity tools with Android’s easy-to-use interface. Despite Android’s widespread use on consumer-grade devices, it hasn’t always been capable of handling enterprise needs out of the box. Mobility DNA, however, changes this by [transforming the Android OS into an enterprise-ready force](#), with business, productivity, management, and deployment tools that simplify mobile device management and helps make enterprise operations a powerhouse of productivity. For example, with Zebra’s Mobility DNA AllTouch TE tool, devices can be deployed right out of the box via the conversion of legacy green screens into an all-touch, modern user experience.





3. 2G/3G Transition

When 2G and 3G first erupted into the business sphere, numerous operations invested in these networks for wireless service. Now that these networks are being phased out, and 4G/LTE technologies are rapidly expanding, the transition to these newer, faster wireless networks is already underway.

What does this transition mean for warehouses and distribution centers?

Several operations will need an overhaul of devices, as those that don't support 4G/LTE will not have wireless service. How can VARs help their customers make the best investments that will benefit their operation both today and tomorrow?

Know the right questions to ask. Does their workforce rely on battery-powered devices? Lower power consumption will be a key factor in determining which device is best for them. Do they rely on constant connectivity, even as they track mobile assets through remote areas? Point them towards satellite or LPWA connectivity. Or perhaps, they require more data bandwidth above all, and 4G LTE would be best.

[The transition to LTE](#) will provide warehouse operations with wider coverage, shorter latency times, simultaneous voice and data access, improved audio and faster data speeds. By understanding the operational needs of each customer, VARs can position themselves as a trusted resource to guide clients through the transition easily and effectively.

4. Mobile Device Management

A core component of an enterprise's mobile fleet is the ability to efficiently manage it. Enterprise mobility management (EMM) or mobile device management (MDM) solutions are essential for providing the necessary level of management and security for Android deployment. With increasing reliance on mobile devices within warehouse and manufacturing operations, there is also increased risk and complexity when it comes to IT. When devices aren't properly managed, productivity decreases and potential for security threats increases.

For a truly future-proof mobile enterprise, manufacturers and warehouses need the right tools in place so they can properly manage their devices, from fast deployment across multiple devices, to solid application rollout, and assurance of industry-leading security. The leading MDM solutions also allow IT administrators to control devices remotely, manage data thresholds, provide location tracking and reporting, and instantly lock down or wipe should a device become lost or stolen.

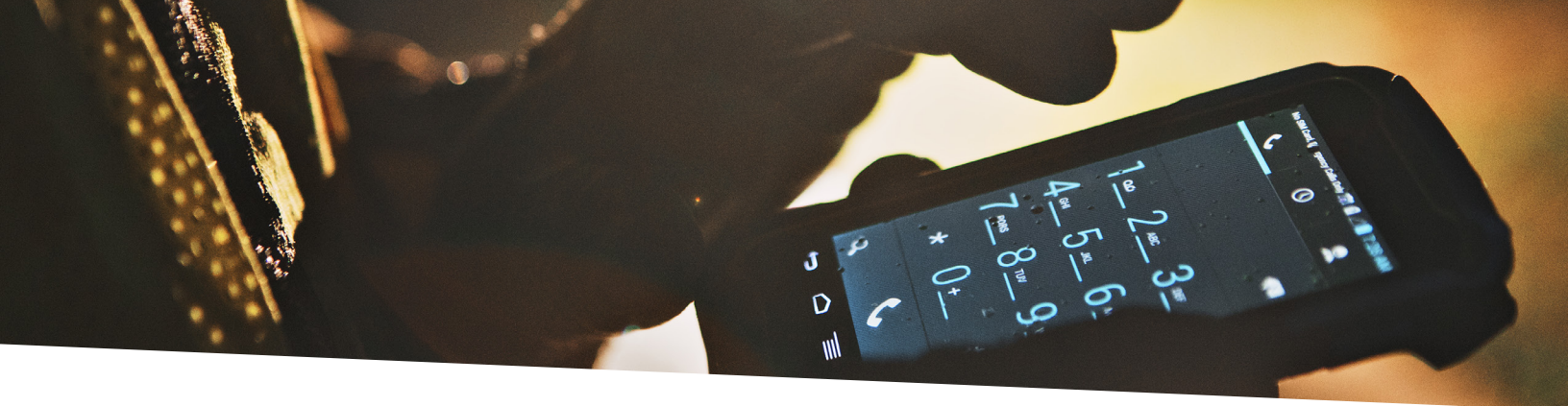
Easy, simple management: MDM solutions remove the complexity of managing many different devices throughout the device lifespan, starting from deployment, all the way up until retirement once the lifespan has ended.

Productivity: When IT doesn't have to spend as much time managing each and every device, they are free to focus their time on more pressing matters. Similarly, warehouse staff can be more productive when devices are up-to-date, configured to have exactly what is needed, and are free from distractions.

Viability: MDM allows for better control and more transparency into each device's usage. With this, workers can be kept more accountable when devices are in their possession, and assets are more easily tracked.

Essentially, MDM solutions allow operators to quickly and easily deploy devices, securely manage apps and content, and eliminate downtime from mobile devices. These are all important for enterprises to get the most out of their investment while minimizing any risks associated with mobile technology.





5. Mobile Device Security

In the past, network security was relatively simple, and the focus was on protecting the standard desktop computer, and in some cases, a laptop. With mobility becoming the norm, and with the rising number of essential enterprise devices connected to the internet, security has become exceedingly more complicated, yet increasingly more important.

Enterprises now depend on mobile computers, rugged tablets, enterprise handhelds, wearables, and other portable devices that all store sensitive data, and that all must be protected. Threats to these devices are numerous and come in many forms like malicious mobile apps, phishing scams, data leakage, spyware, unsecure WiFi, and more. Because of this, VARs must look for a manufacturing partner that truly understands security for the enterprise.

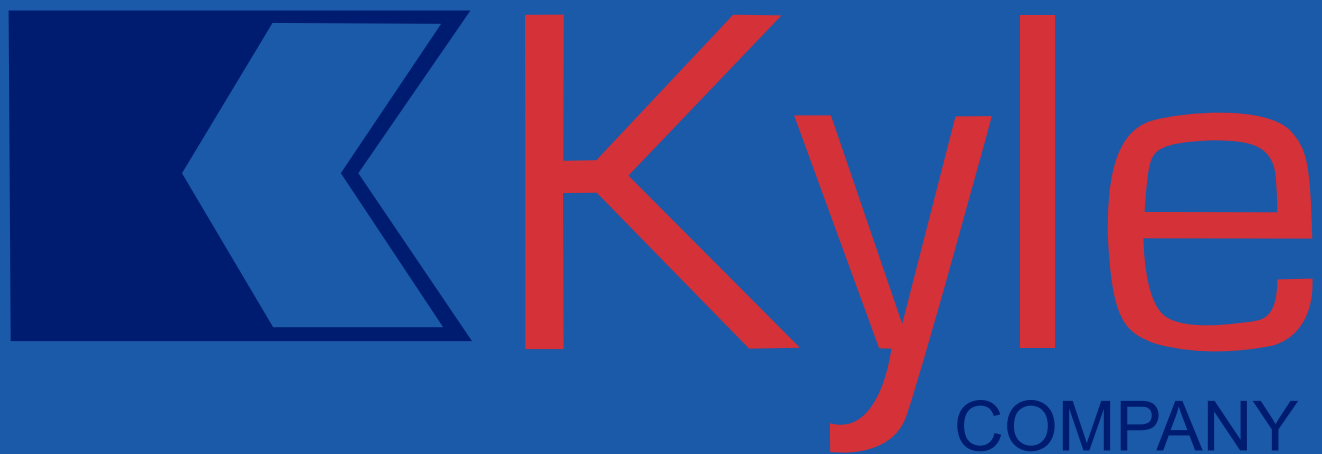
An example of this would be [Zebra's Mobility Extensions](#) (MX) for Android, (another Mobility DNA tool) which adds a layer of features often missing in mobile devices that run standard Android. These extensions are part of what makes Zebra Android-based mobile computers enterprise-ready.

Zebra's MX offers many different factors that make it easier for warehouses and distribution centers to manage their mobile enterprise, while future-proofing their investment:

- Zebra's Restricted Mode, which allows IT teams to control services, including Google Mobile Services (GMS) in order to easily deactivate and reactivate devices.
- Peripheral and feature lockdown.
- Government-grade granular data encryption.
- Security updates, like [Zebra's LifeGuard for Android](#), which extends the lifecycle of Android devices to at least 5+ years, and provides security updates through the next two Android versions (P and Q), even after Google stops support.

Why Does This Matter for VARs?

In order to successfully help your clients get the most from their mobile investments, you have to understand what challenges they will face regarding the transition from Windows to Android, and how they can best navigate these challenges while planning for the future. By understanding how the technology solutions you offer can work to solve the pain points of manufacturers and distribution centers, you can sell deeper into the industry while also positioning yourself as a go-to resource for future-proofing the mobile fleet of an enterprise.



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