



**GLOBOScan**   
DIE BARCODEFACHMESSE 2019

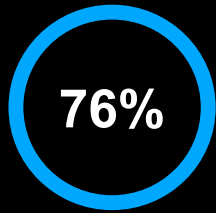
# Future Ready Warehouse

**Björn Stier**

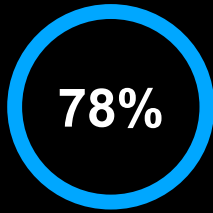
Regional Channel Manager DACH Region

Zebra Technologies Germany GmbH

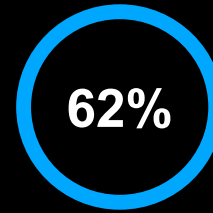
# Increasing Demands On Supply Chain



Increase in volume of items shipped by 2023



Of logistics companies expect to provide same day delivery by 2023



Increase in annual inventory turns by 2023



FREIGHT VOLUME

FASTER CUT TIME

LABOR AVAILABILITY

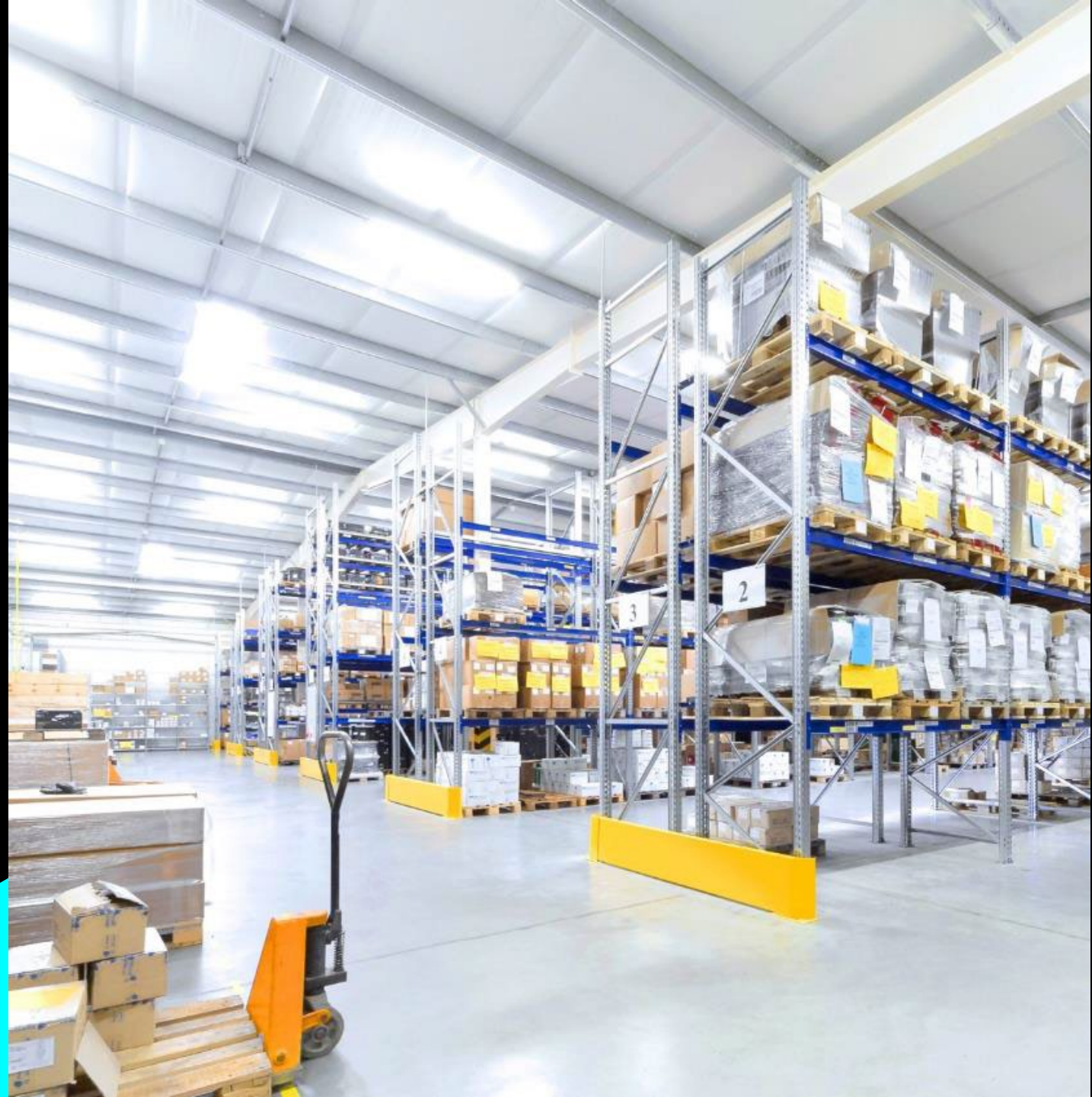
- Shipping Air
- Improper Loading
- Manual Paperwork
- Costly Idle Time
- Missed Freight
- Lost/Misplaced Freight
- Mis-shipments
- Low Trailer Turns
- Under Utilized Assets
- Delayed Deliveries



Improved operational efficiency =  
Higher revenue & margins

# Demands on Warehouse Operations are **higher** than ever

- Margins are compressing, causing pressure to drive efficiency—**improve productivity**
- Consistent and reliable customer experiences are critical—**maintain customer loyalty**
- Requirements to **increase asset utilization** amidst increasing logistical complexity
- **Visibility of goods and assets is critical** as they move through the supply chain
- **Compliance** requires change, evolving regulatory, mandates and systems



# Enabling Intelligent Fulfillment

## Workforce Management Tools on the Rise

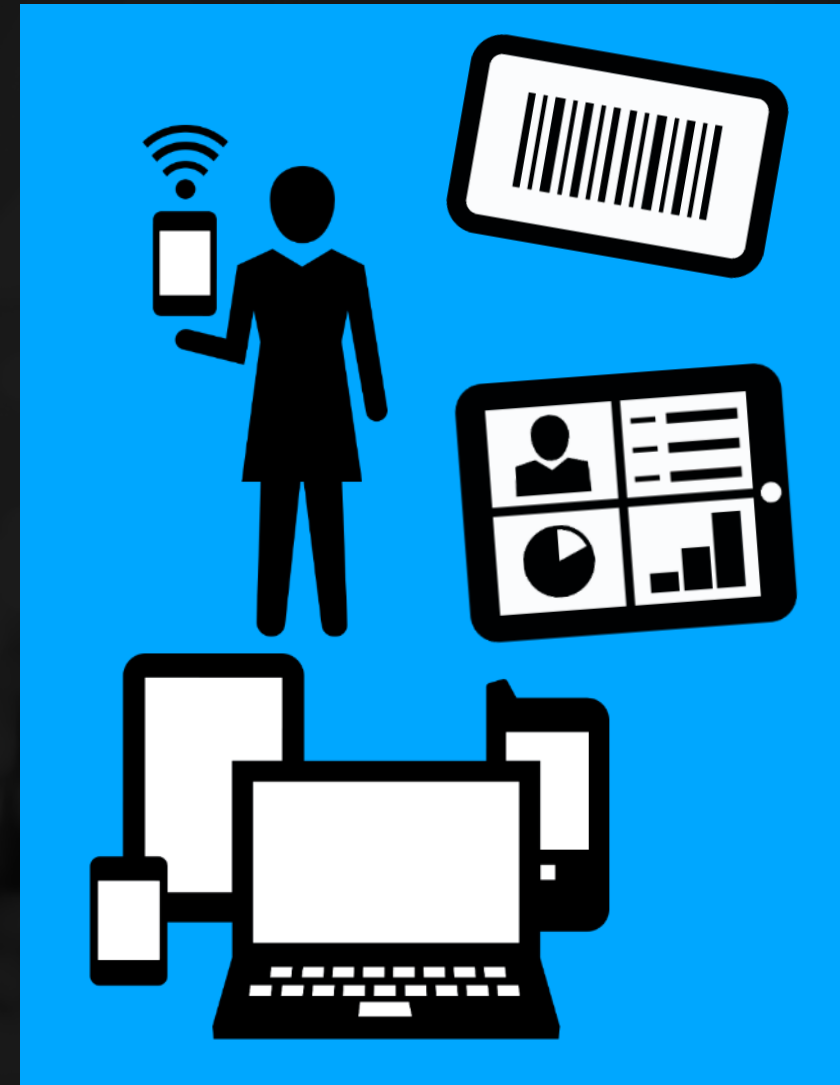
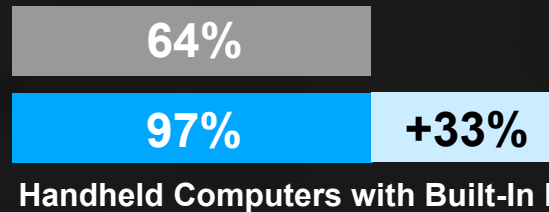
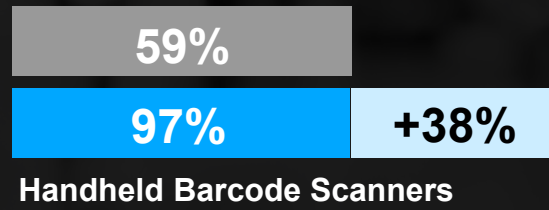
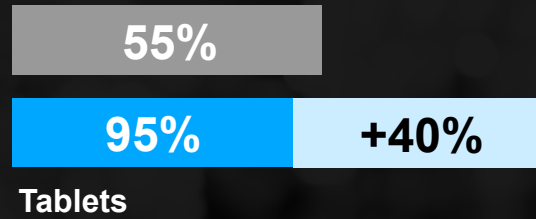
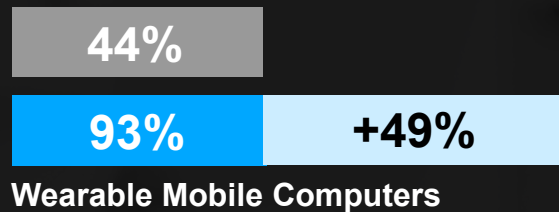
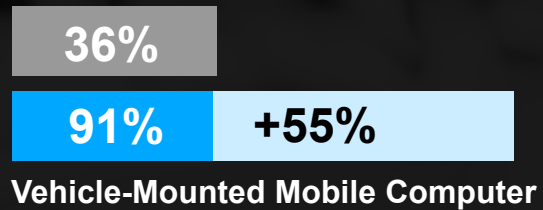
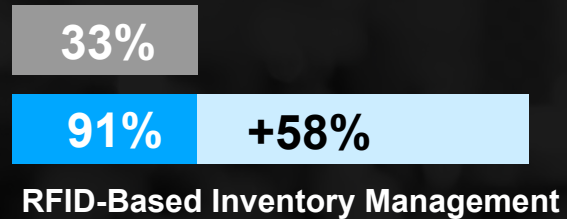
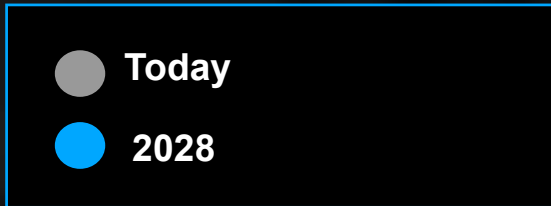
	● Today	● 2028
Demand forecast planning	55%	97%
Labor workforce management	48%	98%
Freight document handling and archiving	48%	98%
Transportation management system	45%	97%
Warehouse management system	44%	97%
Tracking and event management	41%	96%
Inventory planning and management	40%	97%
Route optimization and scheduling	39%	97%
Sensors and monitoring	37%	96%
Network optimization system	37%	97%
Electronic interfaces with carriers	36%	98%
Electronic interfaces with shippers	35%	98%
Yard management system	34%	94%

Source: Zebra Future of Fulfillment Vision Study 2018



# Moving from Manual to Digital

What changes are End Users expecting in the next 10 years?

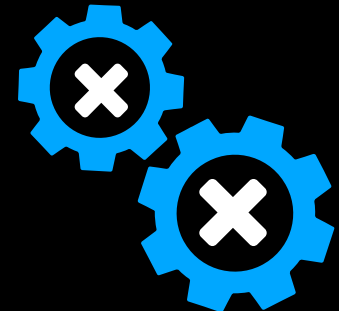


# Don't Risk Playing it Safe



**Misconception:** Legacy Windows® technology is the safest business choice.

**VS.**



**Reality:** It's not built to overcome evolving industry challenges.

# Why Change Your Mobile Warehouse Technology?

## Stabilities and Capabilities



Keep up with the growing demands of e-commerce



Increase fulfillment speed and accuracy



Shorten training times

## Why now?

Market Pressures Are Escalating



So are the limitations of aged, Windows-based devices



Change is inevitable



The sooner you migrate, the sooner you capitalize on advantages

# Zebra Paved the Way For Android In The Enterprise

## Building Mobility DNA Over 8 Years





# Zebra Mobility DNA

## Enterprise Capabilities for a Simplified, Integrated & More Secure Solution

Business Tools		Productivity Tools		Management Tools		Development Tools	
Lower risk and expense		Gain tighter security, enhanced productivity		Easy and efficient management		Tools to easily access device value adds	
\$	<b>WorkForce Connect Voice</b> PBX-enabled Mobile Computers	Multi-Barcode up to 10 is free	<b>Simulscan</b> Automated Data Capture	<b>StageNow</b> Barcode, NFC Staging	\$	<b>Enterprise Browser</b> Web Application Development	
\$	<b>WorkForce Connect PTT Pro</b> One-to-one, Group Push-to-talk	PRE-LOAD, PRE-LIC TC8000, WT6000, MC3300G, MC92G, VC80X	<b>All Touch TE</b> Contemporary UX	<b>EMM Tool Kit</b> EMM Access to Mx Zebra Value Add		<b>EMDK - XAMARIN</b> Cross Platform App. Development	
	<b>WorkForce Connect Express</b> Limited PTT Pro		<b>Data Wedge</b> Scanner Data Management	<b>Enterprise Home Screen</b> Controlled Associate Workspace		<b>EMDK - Android</b> API's for Android Development	
	<b>Smart DEX</b> Wireless DEX		<b>Swipe Assist</b> Virtual Button Management	<b>Lifeguard</b> Analytics, OTA <b>NEW</b> Enterprise Security Lifecycle		<b>MX Mobilty Extensions</b> Enterprise Security, Manageability, Data Capture, Connectivity	
			<b>Power Precision</b> Enterprise Battery	<b>Power Precision Console</b> <b>NEW</b> PowerPrecision Plus Battery Management			
			<b>Enterprise Keyboard</b> Enterprise Input	<b>Worry Free WiFi</b> <b>NEW</b> Enterprise WiFi Experience			
			<b>Device Diagnostics</b> Analytical Device Health				

\$ Licensed

\$ Limited Capability w/o license

\$ Free with Support Contract

Mx Mobility Extensions - Superior Security, Manageability, Data Capture, And Connectivity

# Security Demands

XING [News overview](#) [Share](#)

**Datensicherheit**

## Hackerangriff auf Chemiekonzern Bayer

Erneut haben Hacker versucht, einem großen Industriekonzern sensible Informationen zu stehlen. Sie könnten im Auftrag der chinesischen Regierung gehandelt haben.

4. April 2019, 12:59 Uhr / Quelle: ZEIT ONLINE, dpa, gra / [38 Kommentare](#)



androidcentral

STATE OF SECURITY

## Android security patch downloads increased by 84% in Q4 2018

Google also cracked down on spyware apps.

JOE MARING 29 Mar 2019



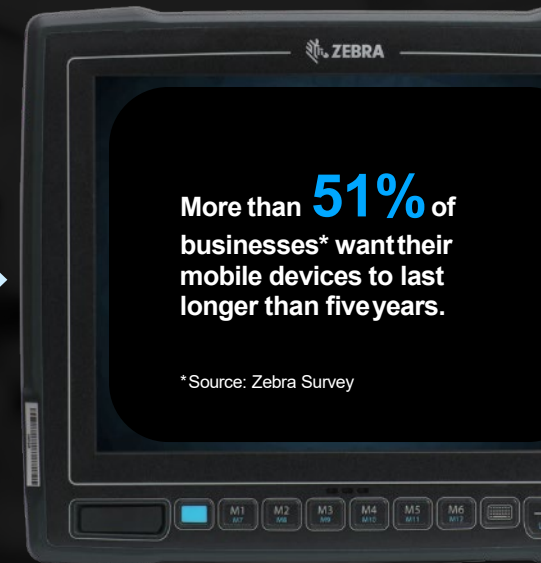
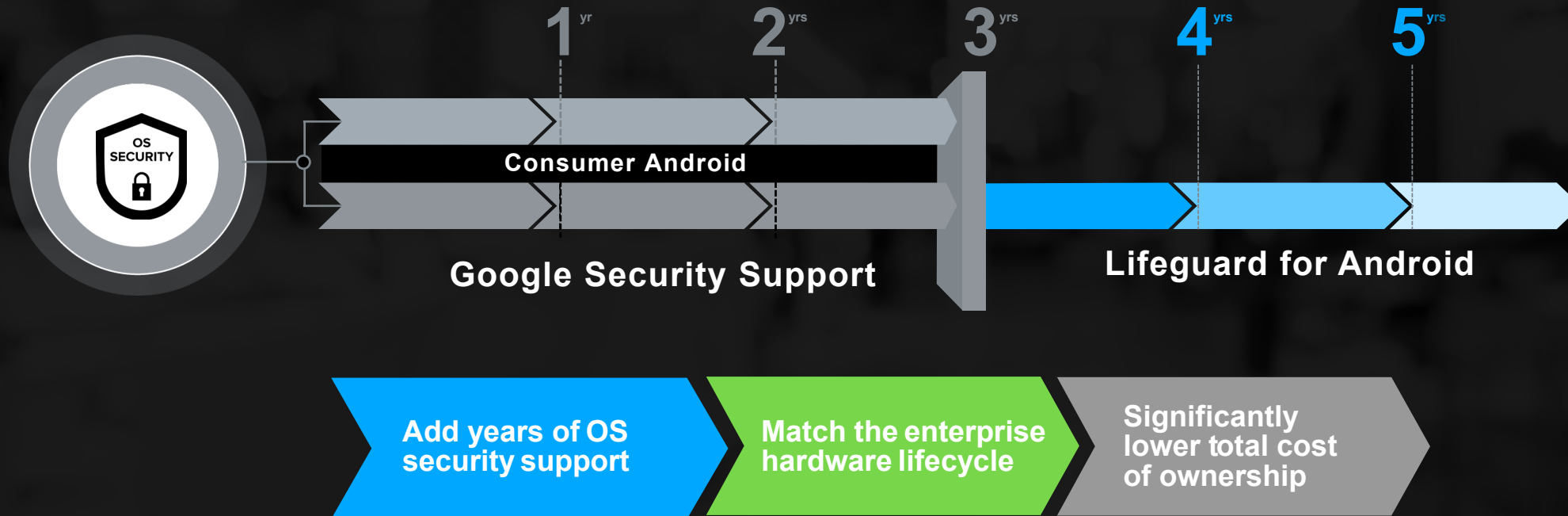
Once a year for the last five years, Google releases something called the "Android Security & Privacy Year In Review" — essentially a look back at the past year and the overall state of security for Android as a whole.

innogy

# The Safest Choice: LifeGuard™ for Android™



Zebra's software security solution that extends the lifecycle of **Android Enterprise Mobile Computers**



# Terminal Emulation “Green Screen” interface is 50 years old

## Today's Workers Expect a More Modern Interface

### Keypad legends are required

- Up to 35% of display space is often utilized to present input codes for each step/task

### No visual information hierarchy

- Hard-to-find actionable

### Many key strokes are required

- Adds time, reducing worker productivity
- Increases opportunity for keying mistakes



Green screen interfaces are traditional, but outdated with unformatted text and cumbersome navigation

Workers expect modern, more intuitive interfaces like their personal smartphone application

# Migrate WMS Interface Applications at the Customers Pace

Take the MOM Approach – 1. Migrate, 2. Optimise, 3. Modernise



## Migration

Transition to a Native Mode

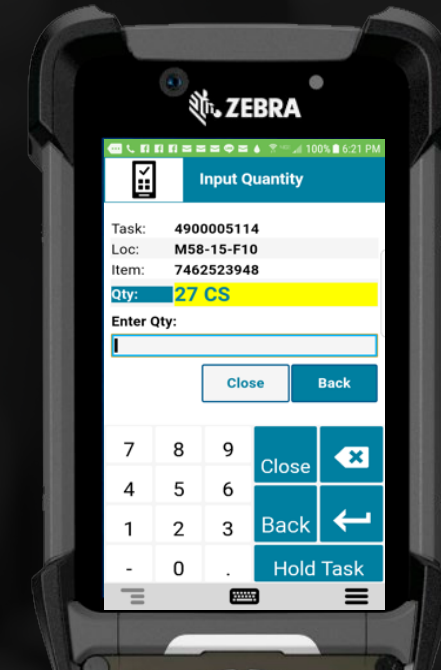
- Your telnet or web app, presented on Android
- Easy implementation
- Industry standard protocols
- Preserves your host application



## Optimisation

Streamline Workflow

- Automate processes
- Keyboards and scanning
- Reduce training times



## Modernisation

Modernise at Your Speed

- New HTML user interface
- Emphasize important data
- Company branding and color schemes
- Mix modernized and native screens

Powered by  
Ivanti Velocity

# The Widest Range of Rugged Warehouse Devices



## Printing and supplies

Barcode, color-code and RFID printing enable digital tracking and sorting of returned goods from customer drop-off to final disposition.



## Scanning and mobile computing

Update item status in enterprise systems from the front line of operations with scanning, mobile computing and real-time visibility from RFID



## Location solutions

Increased visibility of returns provides businesses with collaborative workflows to track and manage returns profitably.

## Build a future-ready warehouse operation of your own



Ultra-rugged handheld scanners



Wearable scanners & computers



Handheld mobile computers



Rugged enterprise tablets



Handheld RFID readers



Mobile printers



Desktop printers



Zebra DNA

# New In 2019

## Expanding the Warehouse Portfolio in 2019

**MC9300**

April – September 2019



**TC8300**

April 2019



**VC8300**

July 2019



**Single Finger Ring  
Scanner** Q4 2019

# Supply Chain Visibility

## Integrated Portfolio



### STOP / REDUCE

Shipping Air Instead of Cargo  
Penalties due to Missed commitments

### STOP / REDUCE

Missing Critical Cut-Times  
Fuel Consumption  
# of Trailers  
Safety/loss prevention issues  
Inefficiencies in utilization

### NO MORE

Lost/Misplaced Freight  
Mis-Shipments  
Under utilized assets

### REDUCE

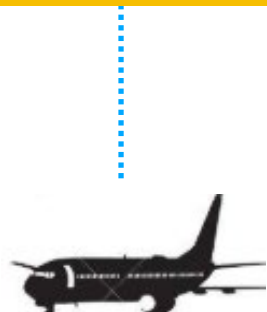
Poor Vendor Compliance  
Improper Packing  
# of Inbound Trailers  
Costly Idle Time  
Package Left Behind

### REDUCE

Trailer Turn Times  
Time to locate Trailers & Equipment  
Manual check-in, check-out process  
Time to inventory  
Lost Trailers/Lost Goods



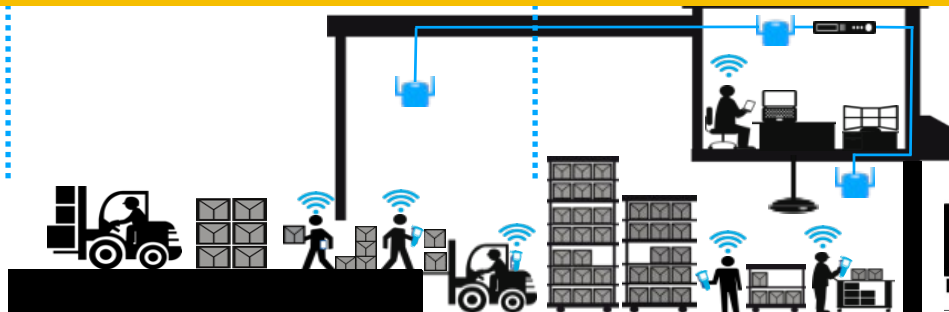
## Workforce Connect & OVS



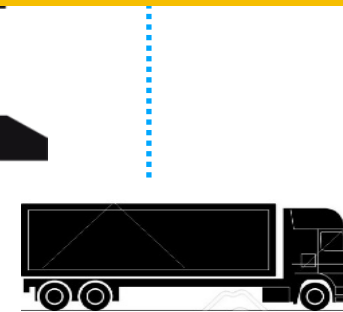
Air Cargo



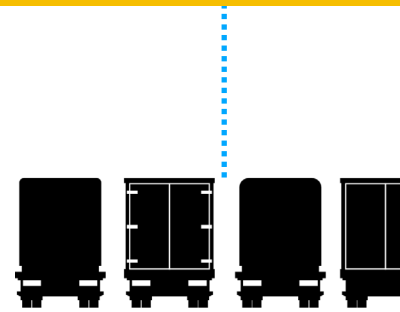
Outbound



Cross-Docking



Inbound



Yard





# MotionWorks Location Solutions

**ZEBRA**   
**MOTIONWORKS**<sup>TM</sup>  
Powered by **Savanna** Warehouse

# Zebra Location Solutions takes accurate and efficient information from the edge and transforms it to give you:



Visibility of goods, assets and people



Supply chain activity visibility



Measurability of business practices



Workforce compliance



Operational control



Asset location and usage



Information to help solve the problems unique to your business

# How can Zebra MotionWorks do all this?

## It all starts with the **Savanna™ Location Engine**

Savanna collects and analyzes data from technologies capable of sensing location...

And creates insights from that data to optimally mobilize action at the edge to solve the identified business need



# Solution Environment: Asset Management

- Your ability to manage your inventory and serve your customer is only as strong as your ability to keep **track of your assets**
- **Less time searching for assets** means more time serving your customers
- Results: With accurate asset inventory status, you minimize wasted time finding equipment while maintaining peak availability and condition of the tools you own





# Workforce Connect 2.0

## Enterprise Messenger

# WorkforceConnect – Zebra’s Enterprise Messenger

## Professional voice and messaging solution

- Employees need to
  - Collaborate and communicate with colleagues in an efficient way
  - Provide or receive adhoc information
- The real world:
  - Realtime information is missing to take the best decision
  - Limited communication capabilities due to different technologies
  - Complexity – carry, manage and train several devices



Barcode Scanner



Radio



Instore loudspeaker system



DECT phone

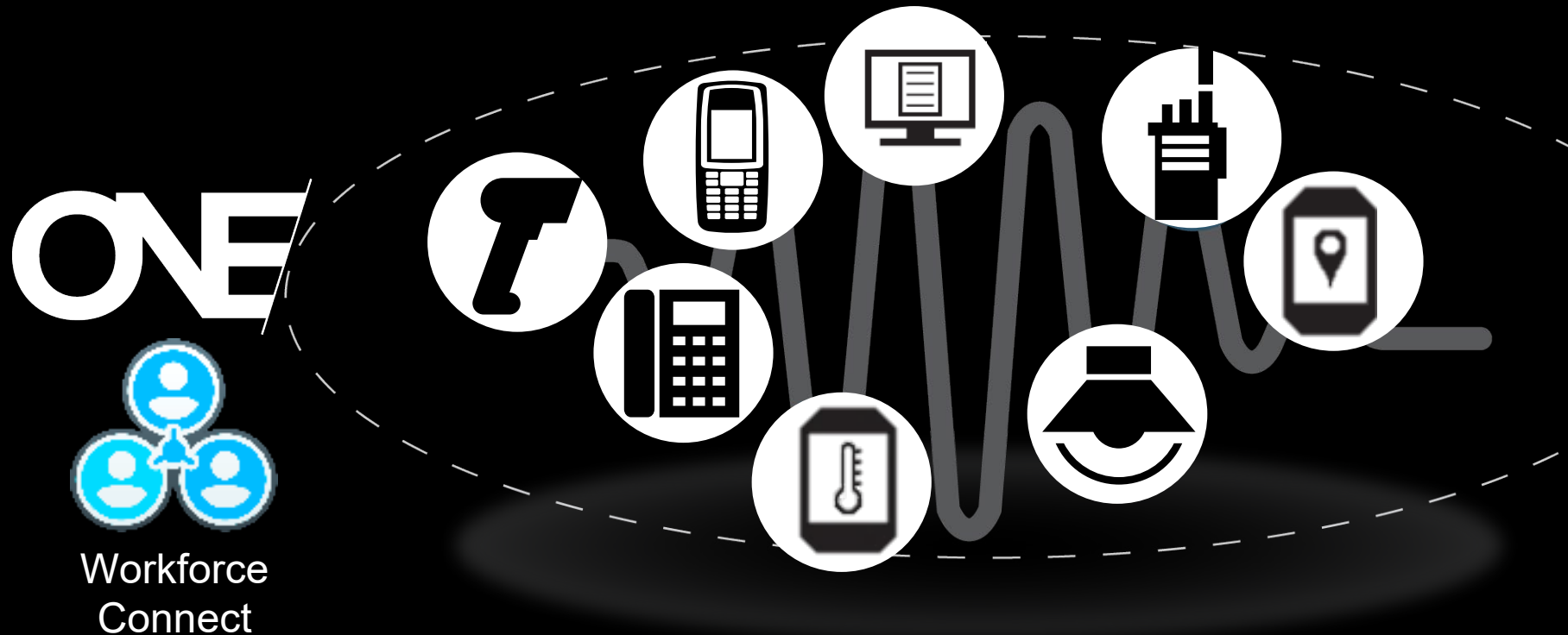


Desk phone



# WorkforceConnect – Zebra’s Enterprise Messenger

ONE device for all tasks and communication



# Thank You



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