**Zebra PartnerConnect Newslink Newsletter – Latin America**

**For: November Top Topics**

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| **AUDIENCE** | **VALUE** |
| **ISSUE DATE** | **DECEMBER 18, 2018** |
| **SUBJECT LINE Partners** | **NewsLink: Season’s Greetings from Zebra, PartnerTalk Q1 Update, L10 Rugged Tablets and More** |
| **SUBJECT LINE Distributors** | **NewsLink: Season’s Greetings from Zebra, PartnerTalk Q1 Update, TC52-HC Preview Webinar and More** |

**Featured and normal articles**

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| **ARTICLE SME** | **AUDIENCE** | **HEADLINE** | **COPY** | **EMBEDDED LINKS** | **CTAS** | **IMAGE** |
| **Feature 1** | **All** | **Happy Holidays from Zebra** | Thank you for your ongoing commitment to helping us drive success in key markets in 2018. We look forward to continuing our collaboration with you to increase our mutual profitability in 2019. Wishing you a happy and prosperous new year! |  | **CTA:** Season’s Greetings Video  <https://www.zebra.com/content/dam/zebra_new_ia/en-us/corporate-and-brand/videos/zebra-technologies-video-holiday-card-en-us.mp4> |  |
| **Feature 2** | **All** | **Join Zebra Experts January 10 for PartnerTalk Q1 Update** | Prepare for a great year! Join Zebra sales executives and subject matter experts on January 10 as we recap highlights from 2018, preview what’s coming in 2019 and answer your questions. Our informative quarterly PartnerTalk webinars help you build your Zebra strategy and boost revenue. |  | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/resources/events/partnertalk.aspx> |  |
| **Feature 3** | **VAD** | **January 8 Preview: New TC52-HC Touch Computer** | The newest addition to our healthcare mobile computing portfolio, the TC52-HC will launch at HIMSS in February 2019. Get an early look at this new touch computer in our January 8 VAD-only webinar. We’ll provide you with competitive details, and you’ll learn how to position the TC52-HC against the competition. |  | **CTA:** VAD Webinar Registration  <https://register.gotowebinar.com/register/5825382324066402051> |  |
| **Feature 3** | **Partner** | **Announcing the New and Improved Support Dashboard** | We’ve enhanced our web-based reporting tool with an improved look and feel, better navigation, a new LifeGuard Analytics report and much more. **Support Dashboard** is available to customers with Zebra OneCare Essential, Select or SV for TC2X mobile computers and scanners. | **LINK:** Support Dashboard  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/Service_Announce/SMB10085.pdf> | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/services/Repair_Service_Dashboards.aspx> |  |
| **Article 1** | **All** | **New Video Series: Modernizing the Warehouse with Android** | Our video series explains key choices facing warehouse leaders and implications of their decisions. In **Warehouse Industry Pressures**, you’ll learn about the state of the industry, key challenges and how warehouses can respond. Also, discover why **Now is the Time** to make the move to Android OS in the warehouse. | **LINK:** Warehouse Industry Pressures  <https://partnerportal.zebra.com/PartnerPortal/resources/downloads_z/sales/campaigns/modernizing_warehouse_android/Warehouse-Industry-Pressures-Wheeler.mp4>  **LINK:** Now is the Time  <https://partnerportal.zebra.com/PartnerPortal/resources/downloads_z/sales/campaigns/modernizing_warehouse_android/Now-is-the-Time-Ritesh.mp4> | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/resources/sales/modernizing_warehouse_android.aspx#video> | **MOBILE COMPUTERS** |
| **Article 2** | **All** | **L10 Rugged Tablets: Now Part of the Zebra Family** | The new L10 rugged tablet platform is an exciting addition to the Zebra mobile computing portfolio. Each custom-configurable **XSLATE L10, XPAD L10** and **XBOOK L10** provides industry-leading performance and rugged mobility. Explore features, target markets and how you can start selling. | **LINK:** XSLATE L10  <https://partnerportal.zebra.com/PartnerPortal/product_services/tablets/XSLATE_L10_over.aspx>  **LINK:** XPAD L10  <https://partnerportal.zebra.com/PartnerPortal/product_services/tablets/XPAD_L10_over.aspx>  **LINK:** XBOOK L10  <https://partnerportal.zebra.com/PartnerPortal/product_services/tablets/XBOOK_L10_over.aspx> | **CTA:** Learn More <https://partnerportal.zebra.com/PartnerPortal/product_services/tablets/L10_Platform.aspx> | **MOBILE COMPUTERS** |
| **Article 3** | **VAD** | **End of Sale for QLn 220/320 Printers, Spare Battery Kits** | We’ve extended the dates for last RMA request and last channel return for QLn220 and QLn320 printers, giving partners more time to sell inventory. We are also discontinuing the two cell spare battery kit used with the QLn220, QLn320, ZQ510 and ZQ520 mobile printers. |  | **CTA:** Spare Battery Kit Distributor Notice  <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN_AIT10084.pdf>  **CTA:** QLn220/QLn320 Distributor Notice  <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN_AIT10049N_RevB.pdf> | **PRINTERS** |
| **Article 4** | **All** | **Launching: ZD Series Printer Battery Accessory** | Our ZD battery accessory allows battery-powered operation of the ZD410d, ZD420c/t/d and ZD620t/d desktop printers. With a battery pack and battery base housings for each of the printers, this accessory creates new opportunities in the desktop thermal printer space such as cart-based applications. |  | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB_AIT10083.pdf> | **PRINTERS** |
| **Article 5** | **All** | **Select QuickBuy SKUs End of Sale Announcement** | Zebra will no longer promote or market select part numbers of the GC and GK Desktop and ZT industrial printers that are part of the QuickBuy Program. The last book date is December 28, 2018, and the last ship date is January 31, 2019. |  | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB_AIT10093N.pdf> | **PRINTERS** |
| **Article 6** | **VAD** | **VAD Preview: DS9908-HD Scanners for Labs, Specimen Tracking** | If you missed our December 11 VAD webinar, the recording will give you all the details on our new **DS9908-HD** hybrid handheld / hands-free scanners, ideal for laboratory and specimen tracking applications. Also, please encourage resellers to register for the **January 18 webinar**. | **LINK:** DS9908-HD  <https://google.com>  **LINK:** January 18 webinar  <https://partnerportal.zebra.com/PartnerPortal/resources/events/DS9908HD_Series_Launch_webinar_NA.aspx> | **CTA:** VAD Webinar Recording <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/NA/training_events/DS9908HD_Launch_VAD_webinar.aspx>  **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/NA/product_launch_preview.aspx> | **BARCODE SCANNERS** |
| **Article 7** | **Partner** | **Preview DS9908-HD Scanners for Labs, Specimen Tracking** | Sign up for our January 18 webinar and learn about our new DS9908-HD hybrid handheld / hands-free scanners, designed for laboratory and specimen tracking applications. Zebra will prepare you for launch with key features, benefits, value propositions, target markets, launch dates and more. |  | **CTA:** January 18 Webinar Registration  <https://partnerportal.zebra.com/PartnerPortal/resources/events/DS9908HD_Series_Launch_webinar_NA.aspx> | **BARCODE SCANNERS** |
| **Article 8** | **All** | **Prepare for January 10 Launch: DS9900 Series for Retail** | Built from the ground up for both handheld and hands-free use, the DS9900 Series for retail delivers optimum performance on 1D, 2D and Digimarc® barcodes—even poorly printed, damaged, faded and other challenging barcodes. Resources include spec sheet, battle card, presentations and more. | **LINK:** DS9900 Series for retail  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10088.pdf> | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/barcode_scanners/DS9900_Series_over.aspx> | **BARCODE SCANNERS** |
| **Article 9** | **All** | **Why the Right Supplies are Important for Customers** | Great printing performance starts with consistent, high-quality supplies. Customers who have a “printer problem” often just need more suitable materials. This in-depth webinar will help you understand the value of Zebra Certified Supplies and make a compelling case to customers. |  | **CTA:** On-Demand Webinar  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/supplies/Why-High-Quality-Consistent-Supplies-Important-EN.mp4> | **SUPPLIES** |
| **Article 10** | **VAD** | **Device Tracker Keeps Tools Where They Belong** | Every time a device is misplaced, productivity suffers. Now, Device Tracker makes it easy to track and find lost or misplaced Zebra Android devices. Free to customers with a Zebra OneCare or Technical Support Service (TSS) contract, Device Tracker is available on our Support and Downloads page. |  | **CTA:** Learn More  <https://google.com>  **CTA:** VAD Preview <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/NA/product_launch_preview.aspx> | **SOFTWARE** |
| **Article 11** | **All** | **New Zebra Enterprise Browser 2.0 and Discontinued SKUs** | Released on December 15, 2018, Enterprise Browser 2.0 nowincludes support for the Pan-Zebra Software (SW) Licensing Tool as well as voice and device support, expanded SAP support and a better solution bar. Also, licensing migration involves **discontinuing certain Enterprise Browser SKUs**. | **LINK:** discontinuing certain Enterprise Browser SKUs <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10086.pdf> | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10087.pdf> | **SOFTWARE** |
| **Article 12** | **Partner** | **Announcing the New and Improved Support Dashboard** | We’ve enhanced our web-based reporting tool with an improved look and feel, better navigation, a new LifeGuard Analytics report and much more. **Support Dashboard** is available to customers with Zebra OneCare Essential, Select or SV for TC2X mobile computers and scanners. | **LINK:** Support Dashboard <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/Service_Announce/SMB10085.pdf> | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/services/Repair_Service_Dashboards.aspx> | **SERVICES** |

**Webinars & Events Matrix**

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| **AUDIENCE** | **EVENT** | **DATE** | **LOCATION** | **CTA** | **URL** |
| **All** | National Retail Federation (NRF) Annual Convention & EXPO (booth #2101) | January 13–15 | New York, N.Y. | **LEARN MORE** | <https://partnerportal.zebra.com/PartnerPortal/resources/events/NRF_2019.aspx> |
| **All** | **DEVTALK: The New Xamarin SDK and Adding Printer Security** | January 16 | Webinar | **REGISTER** | <https://register.gotowebinar.com/register/8713380456104185603?source=DEVBUZZ1218> |

**Quick Links**

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| **AUDIENCE** | **QUICK LINK** | **CTA** | **URL** |
| **VAD** | **DNAIT10049**: End of Sale Announcement for QLn220/QLn320 Printers | More information | <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN_AIT10049N_RevB.pdf> |
| **VAD** | **DNAIT10084**: End of Sale Announcement for QLn and ZQ5 Spare Battery Kit | More information | <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN_AIT10084.pdf> |
| **VAD** | **DN100xx**: Announcing Device Tracker | More information | # |
| **VAD** | **DN100xx**: Announcing DS9900 Series for Labs | More information | # |
| **All** | **PMBAIT10083**: ZD Battery Accessory Announcement | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB_AIT10083.pdf> |
| **All** | **PMBAIT10093**: End of Sale of QuickBuy SKUs | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB_AIT10093N.pdf> |
| **All** | **PMB10086**: Enterprise Browser Discontinued SKUs | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10086.pdf> |
| **All** | **PMB10087**: Announcing the Launch of Enterprise Browser v2.0 | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10087.pdf> |
| **All** | **PMB10088**: DS9900 Series for Retail Launch Announcement | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10088.pdf> |
| **All** | **PMB10089**: Pocket Browser End of Sale Announcement | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10089.pdf> |
| **All** | **PMB10091**: End of Sale of VC5090 UPS Battery | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10091.pdf> |
| **All** | **SMB10085**: Support Dashboard Enhancements for Zebra OneCare Support Services for Mobile Computers and Scanners | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/Service_Announce/SMB10085.pdf> |