**Zebra PartnerConnect Newslink Newsletter – Latin America**

**For: November Top Topics**

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| **AUDIENCE** | **VALUE** |
| **ISSUE DATE** | **DECEMBER 11** |
| **SUBJECT LINE Partners** | **NewsLink: Introducing DS9900 Series for Retail, TC72 Availability Update, Enterprise Browser 2.0 and More** |
| **SUBJECT LINE Distributors** | **NewsLink for Distributors: Introducing DS9900 Series for Retail, TC72 Availability Update, Support Dashboard and More** |

**Featured and normal articles**

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| **ARTICLE SME** | **AUDIENCE** | **HEADLINE** | **COPY** | **EMBEDDED LINKS** | **CTAS** | **IMAGE** |
| **Feature 1** | **All** | **New DS9900 Series Boosts Productivity at the Point of Sale** | Now you can deliver a more satisfying customer checkout experience with speedy transactions and attentive service. Our DS9900 Series handheld and hands-free hybrid scanners offer the fastest scanning performance, innovative features and a compelling design. Learn more in our **on-demand webinar**. | **LINK:** on-demand webinar  <https://partnerportal.zebra.com/PartnerPortal/resources/events/DS9908_Series_webinar_NA.aspx> | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/barcode_scanners/DS9900_Series_over.aspx> |  |
| **Feature 2** | **All** | **Now Available: Zebra TC72 Ultra-Rugged All-Touch Computer** | Designed for retail associates and others inside the four walls, the TC72 builds on the success of our TC7x Series. Customers get the simplicity of Android with all the business features workers need to maximize productivity and reduce cycle times—including Zebra’s advanced scanning technology. |  | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10090.pdf> |  |
| **Feature 3** | **All** | **Update: List Price Increases Due to China Import Tariffs** | On January 7, 2019, Zebra will increase list prices by 1% on hardware products and EVM service contracts by 4%. Actual price increases will vary slightly due to rounding to the nearest whole dollar (US$) for most products. This update supersedes the notification communicated in November. Read our revised **overview** for details. | **LINK:** overview  <https://partnerportal.zebra.com/PartnerPortal/resources/downloads_z/partner_comm/List-Price-Change-Tariff-NA-Reseller.pdf> | **CTA:** Updated FAQ  <https://partnerportal.zebra.com/PartnerPortal/resources/downloads_z/partner_comm/List-Price-Change-Tariff-NA-Reseller-FAQ.pdf> |  |
| **Article 1** | **All** | **Zebra Rugged Tablets Receive Cellular Network Certifications** | Our new **L10 Windows tablet series** is now certified for AT&T and Verizon Wireless cellular networks. In addition, the rugged Zebra XSLATE D10 Android-based tablet is certified with AT&T’s Enhanced Push-to-Talk (EPTT) service for near real-time voice communications, secure messaging and more.  Embedded link - | **LINK:** L10 Windows tablet series  <https://partnerportal.zebra.com/PartnerPortal/product_services/tablets/L10_Platform.aspx> | **CTA:** Press Release <https://www.zebra.com/us/en/about-zebra/newsroom/press-releases/2018/zebra-rugged-tablets-receive-new-network-certifications.html> | **MOBILE COMPUTERS** |
| **Article 2** | **VAD** | **ZD Series Printer Battery Accessory Announcement** | The ZD battery accessory creates new opportunities in the desktop thermal printer space such as cart-based applications. Comprised of a battery pack and three different battery base housings for various printer models, this accessory enables battery-powered operation of the ZD Series desktop printers. |  | **CTA:** Learn More  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB_AIT10083.pdf> | **PRINTERS** |
| **Article 3** | **VAD** | **End of Sale Announcement for Select QuickBuy SKUs** | Zebra will no longer promote or market select part numbers for 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/resources/distributor_resources/Distributor_Notices/downloads/DN_AIT10093N.pdf> | **PRINTERS** |
| **Article 4** | **All** | **Webinar: New DS9908-HD Scanner for Laboratory Applications** | Join our January 18 launch webinar and get all the details on our DS9908-HD handheld/hands-free scanners—Zebra’s new premium imagers for laboratory and specimen tracking applications. We’ll explain launch dates, key features, benefits, value propositions, target markets and more. |  | **CTA:** January 18 Webinar Registration  <https://partnerportal.zebra.com/PartnerPortal/resources/events/DS9908HD_Series_Launch_webinar_NA.aspx> | **BARCODE SCANNERS** |
| **Article 5** | **All** | **Newly Updated: Universal Cable Guide for Barcode Scanners** | Determine cable compatibility at a glance using our new guide. This comprehensive spreadsheet lists interface and feature compatibility for current Zebra products, product compatibility by cable for currently active cables—and product compatibility by power supply for level V and VI power supplies. |  | **CTA:** Guide <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/barcode_scanners/Universal-Cable-Guide-Bar-Code-Scanners.xlsx> | **BARCODE SCANNERS** |
| **Article 6** | **All** | **Price Increase Notification on Zebra Supplies Products** | We recently received notification from all of our raw material suppliers of industry-wide price increases on raw materials. Due to these increases, we will increase pricing on most of our ZipShip supplies products up to 3% on January 21, 2019. |  | **CTA:** Announcement  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/supplies/ZipShip_Price_Increase_Announce_NALA.pdf>  **CTA:** FAQ  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/supplies/ZipShip_Price_Increase_FAQ_NALA.pdf>  **CTA:** ZipShip Price Increase List  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/supplies/ZipShip_Price_List_Increases_NALA.xlsx> | **SUPPLIES** |
| **Article 7** | **All** | **Retailers Reduce Shrinkage with Zebra Destructible Label** | When consumers remove a markdown label from one item and place it on another, profits suffer. To reduce this kind of shrinkage, Zebra’s destructible label self-destructs when a customer tries to remove it. Customers get only the intended markdowns—and workers can easily spot any label tampering. |  | **CTA:** Use Case  <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/supplies/Destructable-Label-Use-Case.pdf> | **SUPPLIES** |
| **Article 8** | **All** | **Get a Comprehensive View of our RFID Portfolio** | With solutions from the leader in RFID, customers can get the most benefit for their investment in RFID. Our new at-a-glance brochure includes Zebra printers, readers, antennas, Zebra Certified Supplies for labels, tags and cards—and the peace of mind that comes with relying on Zebra expertise. |  | **CTA:** At-a-Glance Brochure <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/rfid/RFID_AAG_Brochure.pdf> | **RFID** |
| **Article 9** | **All** | **Simplify RFID Fixed Reader Deployment with 123RFID** | Now it’s easier than ever to deploy Zebra RFID readers. With our new no-cost Windows desktop utility, deploying a Zebra RFID fixed reader is as easy as 1, 2, 3—no coding required. Resources on the Partner Gateway include a fact sheet, product descriptions, a demonstration video and more. |  | **CTA:** 123RFID Resources <https://partnerportal.zebra.com/PartnerPortal/product_services/software/123RFID_reso.aspx> | **RFID** |
| **Article 10** | **All** | **Extend the Lifecycle of Zebra Android Mobile Computers** | Without ongoing security/patch support, users may need to retire mobile devices that still have years of service left. **Zebra LifeGuard for Android** delivers peace of mind by protecting customer investments—extending security support for Zebra rugged Android devices to match the real device lifespan. | LINK: Zebra LifeGuard for Android  <https://partnerportal.zebra.com/PartnerPortal/product_services/software/LifeGuard_Android_over.aspx> | **CTA:** Five Reasons for Partners to Sell <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/software/lifeguard-partner-5-reasons-en-us.pdf>  **CTA:** Five Reasons for Customers to Buy <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads_z/software/lifeguard-customer-5-reasons-en-us.pdf> | **SOFTWARE** |
| **Article 11** | **VAD** | **Announcing the Launch of Zebra Enterprise Browser 2.0** | The Enterprise Browser v2.0 release on December 15 includes support for the Pan-Zebra Software (SW) Licensing Tool, voice support, expanded SAP support and more. Licensing migration involves **discontinuing certain Enterprise Browser SKUs**. | **LINK:** discontinuing certain Enterprise Browser SKUs <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN10086.pdf> | **CTA:** Learn More <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN10087.pdf> | **SOFTWARE** |
| **Article 12** | **Partner** | **Announcing the Launch of Zebra Enterprise Browser 2.0** | The Enterprise Browser v2.0 release on December 15 includes support for the Pan-Zebra Software (SW) Licensing Tool, so all Zebra software will be licensed and issued from a central location. Major enhancements include voice support, expanded SAP support, device support and a better button bar. |  | **CTA:** Learn More <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10087.pdf> | **SOFTWARE** |
| **Article 13** | **VAD** | **Support Dashboard Enhancements for Zebra OneCare** | Available to customers with a valid Zebra OneCare Essential, Select or SV (for TC2X) support service contracts for mobile computers or scanners, Support Dashboard is a configurable web-based tool that enables a series of reports. Explore the new updates to Support Dashboard’s reports and navigation. |  | **CTA:** VAD Preview <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/NA/product_launch_preview.aspx>  **CTA:** Learn More <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN10085.pdf> | **SERVICES** |

**Webinars & Events Matrix**

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| **AUDIENCE** | **EVENT** | **DATE** | **LOCATION** | **CTA** | **URL** |
| **All** | DEVTALK: Democratizing the World of Machine Learning | December 12 | Webinar | **LEARN MORE** | <https://attendee.gotowebinar.com/register/2047382304688640002?source=DEVBUZZ1118> |
| **All** | **PartnerTalk: Q1 Update** | January 10 | Webinar | **LEARN MORE** | <https://partnerportal.zebra.com/PartnerPortal/resources/events/partnertalk.aspx> |
| **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> |

**Quick Links**

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| **AUDIENCE** | **QUICK LINK** | **CTA** | **URL** |
| **VAD** | **DNAIT10093**: End of Sale of Quick Buy SKUs | More information | <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN_AIT10093N.pdf> |
| **VAD** | **DN10085**: Announcing Support Dashboard Enhancements for Zebra OneCare EssentialSelect, SV for TC2x Support Service Contracts for Mobile Computers and Scanners | More information | <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN10085.pdf> |
| **VAD** | **DN10086**: Enterprise Browser Discontinued SKUs Announcement | More information | <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN10086.pdf> |
| **VAD** | **DN10087**: Announcing the Launch of Enterprise Browser v2.0 | More information | <https://partnerportal.zebra.com/PartnerPortal/resources/distributor_resources/Distributor_Notices/downloads/DN10087.pdf> |
| **All** | **PMBAIT10083**: ZD Series Printer Battery Accessory Launch Announcement | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB_AIT10083.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** | **PMB10090**: TC72 Release and Availability Announcement | More information | <https://partnerportal.zebra.com/PartnerPortal/product_services/downloads/pmb/PMB10090.pdf> |