



## Mobility



# Ingram Micro | Data Capture/POS Division

### Why Sell Mobility Solutions?

Mobile wireless technology is quickly evolving, empowering mobile workers with prompt, flexible access to network information from anywhere in the enterprise. It is estimated the global mobile workforce will grow to 898 million by 2010. Ingram Micro's mobility solutions will help you understand mobile technology while providing opportunities to leverage this knowledge into sales.

### Why Partner With Ingram Micro for Mobile Wireless Technology?

Ingram Micro's mobile worker solutions help leverage your customers' hardware, application and network infrastructure investments.

Mobile technologies can be built right on top of an existing infrastructure. When you review a current infrastructure, consider:

- What authentication processes must be followed?
- How should company-confidential security be handled?
- How should support, standardization and synchronization of mobile tools be addressed?
- Can the e-mail system be mobilized? Does it meet employee needs?

### Why Go Mobile?

More organizations are seeing the benefits of incorporating mobile workers into their workforces. Are you sure that your customers' business models are evolving to take advantage of a mobile workforce? Take time to review these three elements: the workforce, the business processes and the technology to enable mobility.

### Mobile Market Applications

#### Sales

- Receive and update work orders; administrative tasks; order entry

#### Field Service

- Inventory and price checks; warranty and billing; team collaboration; service reports and billing; knowledge sharing

#### Logistics

- E-mail product updates to customers; asset management; field inspections

#### Others

- Proof of delivery; dispatch and routing; stock and inventory; time tag and billing; field-intel gathering

### Solutions From Ingram Micro

Our top manufacturers offer these complete mobility solutions:

#### Warehouse Management Systems/Inventory Control

- Wireless networks
- Access points
- Ruggedized mobile computers
- Mobile label printers with compatible labels

#### Law Enforcement/Public Safety

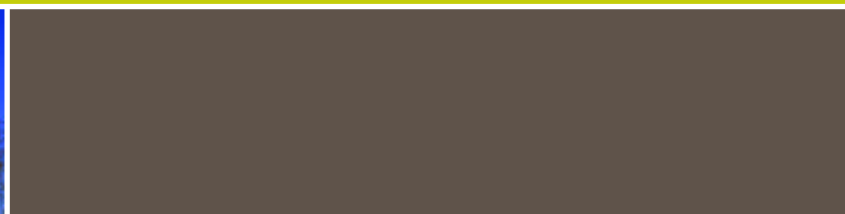
- Ruggedized mobile computers and laptops
- Mobile printers
- Driver's license readers; MSR and 2-D bar-code scanners

#### Field Sales/Sales Force Automation/Direct Store Delivery

- Mobile computers
- Wireless networks (optional)
- Access points (optional)
- Mobile label printers with compatible labels

#### Retail/Inventory Control

- Mobile computers
- Mobile label printers with compatible labels



## Mobility

### Healthcare/Bedside Point of Care

- Mobile computers
- Wireless networks (optional)
- Access points (optional)
- Mobile label printers with compatible labels

### Food Service

- Mobile computers
- Mobile printers
- Magnetic-stripe readers

### Add-on Sales

**Mobile Computers:** Extended warranty plans

**PDAs:** Extended warranty plans; expansion slots with bolt-on scanners, memory cards, magnetic-strip readers and/or RFID readers

**Mobile Printers:** Extended warranty plans; consumables; receipt paper and labels

### Resources

#### Market Development Manager

Fred Murschel (800) 876-4629, ext. 67198  
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#### Data Capture/POS Division Business Development Managers

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**Data Capture/POS Division Technical Support**  
(800) 876-4629 (option 2)

### One Source. Complete Solutions.

Ingram Micro's Data Capture/POS Division enables profitable point-of-sale (POS) and auto-ID businesses for our channel partners. With the largest dedicated field-sales organization in the market, our partners have easy access to unmatched product breadth, precise logistics support and value-add services. Resellers, whether established data capture/POS VARs or those expanding into this market, can leverage the division's support to accelerate growth and extend relationships with their clients.

We deliver a comprehensive product line from the industry's top manufacturers, including Motorola, Panasonic and Zebra. Customers receive expert support through regional sales and service offices as well as from our state-of-the-art product distribution centers across the United States and Canada.

Our customers gain ready access to Ingram Micro's expansive line card, featuring best-of-breed, complementary IT products. From computers, to wireless networks, to security, Ingram Micro's customers find a truly complete solution to enhance their AIDC, POS and mobile applications, establishing them as trusted advisors to their clients, and opening new business opportunities.

To find out how Ingram Micro works with manufacturer partners to provide complete mobility solutions, visit [dcpos.ingrammicro.com](http://dcpos.ingrammicro.com) or call (800) 876-4629.

