

# Zebra TC8000/WT6000 Promotion

## *Consulting by Ivanti*

Zebra, in conjunction with Ivanti, Inc. (Wavelink), propose to perform application consulting services to migrate and modernize the customer's host application by leveraging the Ivanti® Velocity solution on the Zebra TC8000 and WT6000 mobile computers. This engagement will provide consulting, development, and installation services for the Ivanti Velocity product targeted on the Zebra TC8000 and WT6000 mobile computers. These services will be broken into two phases—pre-sales and post-sales—and carry an estimated value of \$5,000.

The goal of this promotion is to help customers migrate from Windows CE/Mobile easily and experience the benefits of a modern interface on a touch-based Zebra Android device.

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### Promotion Requirements

#### Phase 1 – Pre-sales Migration

- Applies to new purchase of Zebra TC8000 or WT6000 devices between 08/23/2017 and 12/31/2017.
- Applies to purchases of five devices or greater.
- Services must be scheduled with Ivanti within 30 days of hardware purchase.

#### Phase 2 – Post-sales Modernization

- Applies to new purchase of Zebra TC8000 or WT6000 devices between 08/23/2017 and 12/31/2017. Work will be completed within 120 days after the last sale date for the program.
- Applies to purchases of 25 devices or greater.
- Services must be scheduled with Ivanti within 30 days of hardware purchase.

### Velocity Kick-Start Overview

The following items will be included as part of the promotion. All services will be completed by an Ivanti Velocity Certified Engineer (VCE).

#### Phase 1 – Pre-sales Migration

- Instructional material to guide customer through capturing their target screens.

- Instructional material to help customer either gather Ivanti Telnet settings files or detail configuration from other Telnet products.
- Porting or configuration of host profile connection settings.
- Porting or configuration of host profile security settings.
- Porting or configuration of auto-login credentials.
- Porting of scan handlers (where supported by Velocity).

#### Phase 2 – Post-sales Modernization

- Modernization of up to five screens, including the following:
  - Modernized layout using default color scheme
  - On-screen button shortcuts (where appropriate)
  - Context menu shortcuts
  - Custom selection of virtual keyboards from our default library
  - Settings of preferred keyboard per input (Contextual Keyboards)
  - Setting of default keyboard display state per input (Show or Hide)
  - Remote assistance deploying and testing a single device

## Velocity Kick-Start Project Steps

The following information details the steps required to deliver a Velocity Kick-Start project. Some steps require customer participation. All steps will be conducted remotely by an Ivanti VCE.

### Phase 1 – Pre-sales Migration

1. VCE will supply instructional material showing the customer how to gather screen captures for the target screens.
2. If an existing Ivanti Telnet customer is on Windows Mobile\CE, VCE will provide instructional material to assist customer with the collection of existing Telnet configuration files.
3. If not a current Ivanti Telnet customer, then a form will be provided so the customer can detail their host connection details as well as any important Telnet configurations they may be using in other Telnet products.
4. Ivanti VCE will take the provided screen captures and settings files or details and create a Velocity project containing the following:
  - Host-profile connection details
  - Host-profile security details
  - Auto-login
  - Scan handlers (where supported by Velocity)

### Deliverables

VCE will hand off the following deliverables to the customer at the end of the project:

- Velocity Project file
- Velocity Deployment file
- Velocity Console .exe
- Velocity Client .apk

### Phase 2 – Post-sales Modernization

VCE will set up a Webex (maximum four hours) for the customer and VCE to walk through and perform the following modernization tasks:

- Modernization of up to five screens, including the following:
  - Modernized layout using default color scheme
  - On-screen button shortcuts (where appropriate)
  - Context menu shortcuts
  - Custom selection of virtual keyboards from our default library
  - Settings of preferred keyboard per input (Contextual Keyboards)
  - Setting of default keyboard display state per input (Show or Hide)
- Deployment and testing of project to a single device

### Deliverables

VCE will hand off the following deliverables to the customer at the end of the project:

- Velocity Project file
- Velocity Deployment file
- Velocity Console .exe
- Velocity Client .apk

**To proceed with the promotion, please contact Kelly Unga:**



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