

DELIVERING A **COMPLETE** **SOLUTION,** FROM **ARUBA** TO **ZEBRA**



Do your customers complain about **voice communications** being hit-and-miss, especially when roaming? Do they struggle to find a **complete solution** that allows their end users to locate inventory, work in progress, or employees more efficiently? Is their **end-to-end data security** merely an aspiration and rarely a reality ... especially with IoT devices and systems?

More than ever, today's end users require enhanced performance for seamless operations, and accurate insights to prepare for tomorrow. Working together to bridge the data-quality and data-provenance divide, Aruba and Zebra have successfully integrated a complete solution across a broad range of technologies and services to position to your customers—using industrial, manufacturing, logistics, transportation, and government applications worldwide.

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QUESTIONS?

Contact your ScanSource sales rep today!
800.944.2432



DEFINING OUR UNIFIED PLATFORM

In response to these challenges, Aruba and Zebra have partnered together to foster best-in-class technology solutions and to map out interoperability, certification, and a go-to-market strategy. While Zebra employs technology that works on multivendor wired and wireless equipment, Aruba uses powerful management and visibility tools along with AI-driven mobility analytics to deliver the secure connectivity that stores, warehouses, and hospitals require.

Together, Aruba and Zebra aim to:

- Unite best-of-breed network edge solutions
- Mutually certify products for interoperability purposes
- Work together to innovate around new products and product enhancements
- Collaborate to devise solutions to customer specific needs

WHAT DOES THIS PARTNERSHIP LOOK LIKE?

- Aruba offers industry-leading Wi-Fi network and asset management solutions with enterprise-grade security and cloud management tools.
- Zebra captures and delivers real-time data via top-tier voice-enabled devices, providing customers with a range of vertical expertise in the healthcare, manufacturing, and retail markets.

Paired together, Zebra and Aruba bring industry-leading solutions to your fingertips.

WHAT DOES THIS MEAN FOR A RESELLER?

With the Aruba and Zebra alliance, you'll find streamlined processes that deliver:

- Faster device onboarding
- Dynamic segmentation of all Zebra devices
- Certified interoperability and validated reference designs
- Direct support escalation for faster resolution
- Premier network heat mapping to help with joint opportunities
- Exclusive Deal Registration discounts
- Dedicated vendor regional support and pre-sales configuration team

Read our [Partner Solution Brief](#) to learn more.

EXPLORE THIS OPPORTUNITY IN DETAIL

The Aruba + Zebra opportunity represents an early chance to take advantage of integrated IoT data collection, databasing, and network services. You're encouraged to dig deeper and explore this important sales opportunity.