

Zebra Workforce Mobility

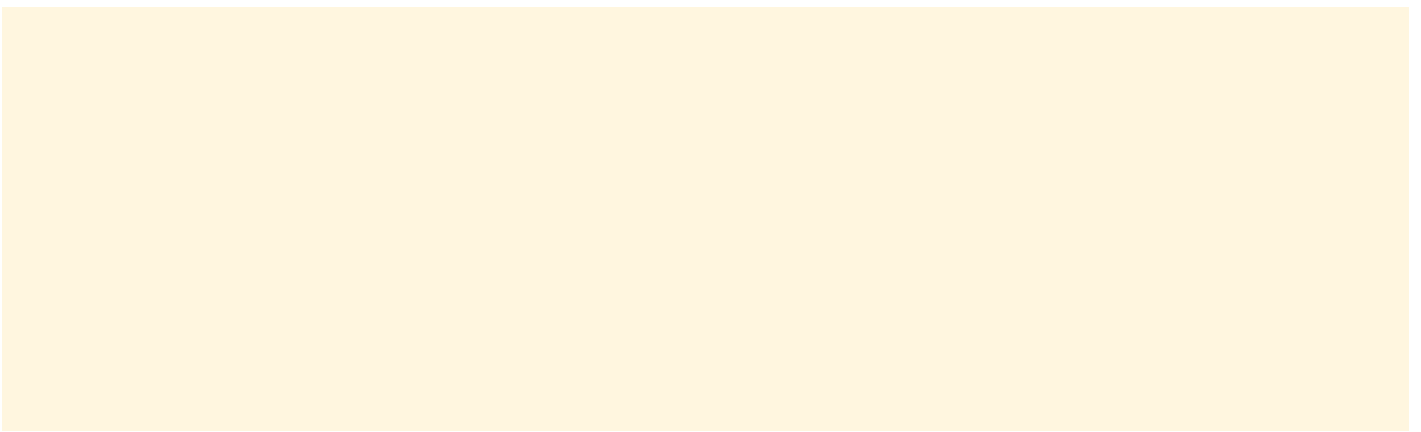
MOBILITY ASSET REFRESH BUSINESS CASE



Encouraging buy-in from around the business can be one of the major hurdles for any mobility asset refresh. Follow these steps and you will find it easier to overcome any doubts while compiling a compelling business case that leads to an implementation agreed by all.

Step 1 – State your intentions

Business leaders will want to know how a mobility refresh can positively impact what they are doing. Instead of focusing on the technology, you can set the scene with language they will understand —as shown in this example executive summary for a proposed mobility project:



Step 2 – Show the value of mobility to the business

You can prove how vital mobility assets are to day-to-day operations by linking your use cases to business KPIs. Use the following table to record all mobile use and what it means to the organization. Then update the example challenge statement below to reflect the impact on your overall activities.

SITUATIONAL ASSESSMENT:

USE CASE	BUSINESS KPIs	BUSINESS CRITICALITY

CHALLENGE STATEMENT:

Step 3 – Highlight the gaps

Business leaders may not be aware of the full requirements of mobile systems and how they support the organization behind-the-scenes. Use this table to document what your organization expects and what you are able to deliver right now. Any gaps in your assessment will help to explain why these areas should become a priority.

CATEGORY	IMPORTANCE TO US			CURRENT ASSESSMENT		
Security	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Operating System Platform (OS)	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Wireless Networking Performance	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Scanning Capabilities / Speed / Accuracy	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Device & Battery operational for full 8 hours	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Compatibility with ERP Platform and Applications	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Communication Capabilities	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Ruggedness Durability	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Repair-ability	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Total Cost of Ownership (TCO)	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Availability of Applications	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Ergonomics	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Device Management	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Price	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Breadth of Features (Bluetooth, voice commands, etc.)	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
Experience with brand and products	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
User Preference	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>
	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>	Low <input type="checkbox"/>	Med <input type="checkbox"/>	High <input type="checkbox"/>

Step 4 – Provide a cost-benefit analysis

Giving your business leaders a proper cost-benefit analysis will help them see why a mobility refresh is essential. The following tables provide you with some examples of what you may want to consider including in your own analysis.

BENEFITS OF REFRESHING TO NEW MOBILITY ASSETS

	HARD	SOFT
DIRECT		
INDIRECT		

COSTS OF NOT REFRESHING MOBILITY ASSETS

	HARD	SOFT
DIRECT		
INDIRECT		

Step 5 – Create a high-level plan

Show the rest of the business how you plan to overcome any particular mobile challenges by writing down your high-level plan. The following example illustrates how you can set out your scoping statement and key deliverables.

SCOPING STATEMENT:

KEY DELIVERABLES:

DELIVERABLE	PURPOSE / OUTCOME

Armed with your business case, get in touch with us and see how we can help you implement your workforce mobility plans.

**FOR ADDITIONAL INFORMATION, VISIT:
WWW.ZEBRA.COM/MOBILITYREVOLUTION**



NA and Corporate Headquarters
+1 800 423 0442
inquiry4@zebra.com

Asia-Pacific Headquarters
+65 6858 0722
contact.apac@zebra.com

EMEA Headquarters
zebra.com/locations
mseurope@zebra.com

Latin America Headquarters
+1 847 955 2283
la.contactme@zebra.com