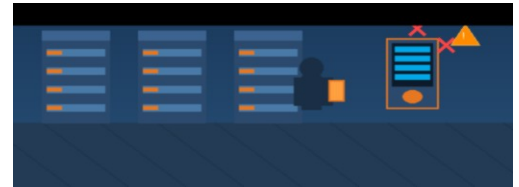


# The Hidden Cost of Missing Devices

Protect Your Zebra Device Fleet with Guardian Cabinets

"Your Business. The Right Solution."



<b>\$1,800+</b> Avg cost per lost device	<b>\$50K–\$150K</b> Annual losses, mid-size ops	<b>30–60 min</b> Productivity lost per missing device	<b>43%</b> Devices missing within 1 year
---	--	--	---

## The Problem: Devices Go Missing

In warehouses, clinics, and retail environments, mobile devices are the lifeblood of operations. Zebra handhelds, tablets, and scanners are expensive assets — and when they go missing, the impact goes far beyond hardware.

### Common causes:

- Devices left in unauthorized locations
- Shift handoff failures between workers
- Theft or unauthorized removal
- No check-out accountability system
- Charging stations with zero oversight

## Real Costs You Can't Ignore

### Direct Hardware Replacement

A single Zebra TC-series device costs \$1,200–\$2,500. Replace five per year and you face five-figure losses before accessories and MDM re-enrollment.

### Productivity Drain

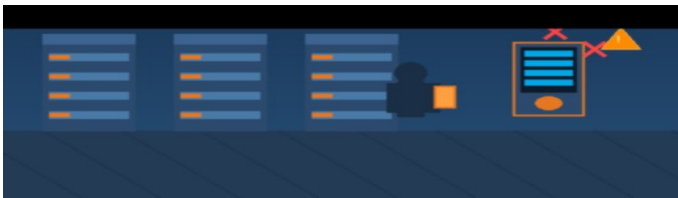
Workers without devices can't scan, pick, or process orders. Every minute searching is revenue lost — compounding across shifts.

### IT & Management Overhead

Tracking devices, filing reports, provisioning replacements, and managing MDM policies adds hidden labor costs never shown on hardware invoices.

### Compliance & Security Risks

Missing devices in regulated industries can trigger audits, data breach concerns, and compliance violations exceeding the hardware value itself.



## The Solution: Zebra Guardian Cabinets

Zebra Guardian smart charging cabinets bring accountability, visibility, and control to your mobile device fleet. Purpose-built for Zebra devices, Guardian cabinets are the frontline defense against asset loss.



### Key Features & Benefits:

- **Secure, Lockable Storage** — Prevents unauthorized access & theft
- **Individual Device Slots** — Tracks assignment by user or shift
- **Intelligent Charging** — Simultaneous charging for entire fleets
- **Audit-Ready Reporting** — Know who checked out what, and when
- **Tamper Alerts** — Instant notification of unauthorized removal
- **Scalable Configs** — 8 to 32+ device capacities available
- **MDM Integration** — Works with Zebra's ecosystem & MDM platforms

## Why MIDCOM Data Technologies?

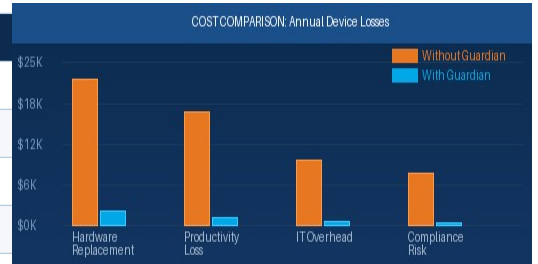
MIDCOM is a trusted Zebra partner with decades of experience optimizing mobile device fleets — delivering end-to-end solutions tailored to your workflow.

- Certified Zebra Sales & Service Partner
- Expert pre-sales consultation & ROI analysis
- Deployment, configuration, and on-site support
- Ongoing maintenance, repair & replacement programs
- Competitive pricing with volume discounts

**"Customers using Guardian Cabinets report up to 95% reduction in device loss incidents within the first quarter of deployment."**

### ROI Snapshot: Guardian Cabinet vs. Unmanaged Device Fleet

Cost Factor	Without Guardian	With Guardian	Est. Savings
Hardware Replacement	\$15K–\$30K/yr	\$1.5K–\$3K/yr	<b>Up to 90%</b>
Productivity Loss	\$10K–\$25K/yr	\$500–\$2K/yr	<b>Up to 92%</b>
IT/Admin Overhead	\$5K–\$15K/yr	\$500–\$1.5K/yr	<b>Up to 88%</b>
Compliance Exposure	High	Minimal	<b>Significant</b>



### Simple 4-Step Implementation with MIDCOM

#### 1. Assessment

#### 2. Proposal

#### 3. Deployment

#### 4. Support

#### ■ Asset Security

Lockable bays with individual slot assignment eliminate unauthorized access. Every device tracked from check-out to check-in, every shift.

#### ■ Fleet Visibility

Real-time dashboard shows device status across locations. Instant alerts when devices aren't returned, with full audit trail for compliance.

#### ■ Always Charged

Intelligent simultaneous charging ensures your entire fleet is at 100% every shift start. No more dead batteries stalling operations.



## Ready to Stop Losing Devices?

Get your free Guardian Cabinet assessment and custom ROI analysis today.

■ (800) 643-2664 ✉ [sales@midcomdata.com](mailto:sales@midcomdata.com)

[www.midcomdata.com](http://www.midcomdata.com)