

ZEBRA® PARTNERCONNECT

Dear Partner:

Zebra continues to closely monitor government policy as it relates to tariffs with China. As you know, the products impacted, and the tariff percentages mandated are fluid based on government and trade implications. Zebra employees at all levels, and across all organizations, including our Executive Leadership team continue to work hard to minimize the impact for you and your customers.

Although current U.S. tariffs rates are as high as 30% on various goods imported from China, Zebra list price increases resulting from these tariffs remain significantly lower. As an added benefit, and, to provide consistency and predictability in our pricing, we continue to honor all previously approved price concessions and have avoided additional surcharges or fees on our products.

Recently, the U.S. Government announced that tariffs on Mobile Computers with cellular connectivity will be delayed. Therefore, the 5% list price increase on the following Zebra products will be delayed until December 16, 2019:

- ET55X Tablets, both Windows and Android OS
- ET56X Windows OS Tablets (WIN in Product Sub Family)
- MC67XX and MC67-KIT KAT
- TC25XX, TC56XX, TC57XX, TC75X, TC77X
- M60 (formerly Xplore) Mobile Computers

All new price concession approvals for products affected by list price increases on December 16, 2019, must reflect the higher list prices slated to take effect on December 16, 2019, or must expire no later than December 16, 2019. All price concessions approved after December 16, 2019 must reflect the higher list price.

The remaining list price increases [announced](#) on August 2, 2019 are still scheduled to take effect on September 16, 2019:

- All Printers – 2.5%
- Selected Mobile Computers and Tablets with Wireless LAN connectivity – 5%
- Selected legacy Microsoft OS Mobile Computers – 10%

This increase is a combination of tariff impacts and increased costs from component and manufacturing partners and will help ensure continued availability during migration or transition from Legacy Microsoft OS products to alternative Zebra Android products

As a correction to our August 2, 2019 price change notification, list prices for Mobile Computing batteries, Printer batteries, and Printheads will increase by 5% on September 16, 2019.

All new price concession approvals for the products affected by list price increases on September 16, 2019 must reflect the higher list prices slated to take effect on September 16, 2019, or the price concession must expire no later than September 16, 2019. All price concessions approved after September 16, 2019 must reflect the higher list price.

Resources

Refer to Partner Gateway for additional information.

Questions

Please contact your Channel Account Manager with any questions.

We will continue to monitor these developments closely and provide any additional updates as required.

Thank you for your on-going support and commitment to Zebra.



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