



**QUEST**  
SOLUTION

**BUYERS GUIDE**



## Essential Barcode Printer Features

There's a lot riding on your decision when you choose new barcode printers. Your operation — and possibly your entire supply chain — will feel the impact of their reliability and efficiency. To focus on the best barcode printer options for your business, consider printers with these features:

### Rugged

If a printer will be used in a warehouse, manufacturing operation, or commercial setting, it needs to reliably perform in those environments. The printer may be exposed to water or liquids, dust, dirt, impact or vibration, humidity, and very hot or very cold temperatures. Look for printers built for use in your type of operation.

### Built for High-Volume Printing

Barcode label printers can be used continually throughout the day. Make sure the printer you are considering is designed for heavy use and can deliver print speeds that can keep up with your production.

### Easy to Use

Consider how easily your employees can use the printer. Is the interface intuitive — simple enough for even a new employee to understand? Can it be used accurately and efficiently when wearing gloves or in bright light? Also consider how it will connect to your network and whether it can be positioned close to where labels are needed to eliminate extra steps.

### Easy to Maintain

Look for a printer that is designed for easy media changes and routine maintenance on the manufacturing or warehouse floor. Maintenance should require as little downtime as possible and not create the possibility of damage to the printer.

### Future-Proof

When making a new technology investment, ensure the solution you are considering will meet your company's needs today as well as in the near future. A label printer should support the barcode technology your company currently uses, but evaluate whether it has capabilities to meet needs that may arise in the next few years such as RFID labels for asset tracking or labels and tags related to the Internet of Things (IoT) applications.

### Compatible with Label Management

Can you use the printer as a part of a centralized label management solution? This is an especially important feature if compliance labeling is required or if it's crucial to prevent unauthorized changes to label templates. Multisite businesses can also streamline labeling with this capability.

### Services and Support

Printers need routine maintenance to stay in good working order and will occasionally need service. Partner with an experienced, certified provider, such as Quest Solution, to keep your printers operational and to maximize your investment.

# Featured Zebra Printers



### QLn Series

- Drop-resistant and lightweight for maximum mobility and higher workplace performance
- Optimized for high duty-cycle label and receipt printing
- Designed to enhance business processes through easy integration and operation
- Comes with fast processing, large memory, and a range of accessories



### ZT600 Series

- Zebra's replacement for the Xi Series
- Side-loading media and print mechanism for more intuitive use
- Path lights and a color-coded media pathway assist users in low-light conditions
- Link-OS capabilities for on-site or remote routing management



### ZT510

- Zebra's replacement for the 105SL Plus
- Offers the core features needed in an industrial printer at a cost-effective price point
- Durable build ensures exceptional performance in the harshest conditions
- Link-OS capabilities for on-site or remote routing management



### ZD420

- Innovative, time-saving ribbon cartridge for fool-proof loading
- Its movable media sensor accommodates a variety of media options for improved flexibility
- Support for virtually all modern connectivity options for easy integration
- Disinfectant-ready plastics protect against the spread of germs in healthcare environments



## Tips for Your Next Mobile Computer Purchase

Mobile computers can increase efficiency, productivity, and profitability for many types of operations. To get the most out of a mobile computer investment, follow these five tips:

### 1. Find a model that provides maximum uptime

A mobile computer is only valuable to your business if it's working. If your employees will be using it outdoors, on the road, or in a heavy industrial or warehouse environment, make sure it is designed to resist damage from water, dirt, drops to a hard surface, vibrations, or impacts. Also take the specific circumstances of your operation into account. For example, if your employees move from very cold areas such as freezers to areas with ambient temperature, you need a mobile computer designed to work in these conditions.

### 2. Choose a model that's easy to carry and use on a long shift

If the mobile computer is too heavy or cumbersome to carry or if it causes muscle fatigue or strain when it's used throughout a shift, it may limit productivity rather than enhance it. Consider the best form factor for the mobile computer that will support how your employees work, such as a pistol grip or vehicle mount design.

### 3. Get the best view of business applications

Consider what users will see on the screen when they open a business application. Find a mobile computer that provides the best display and also limits access to the browser and unauthorized applications. If your business uses "green screen" applications, consider a device with a more intuitive interface. With Zebra Technologies All-touch Terminal Emulation, you can transform your application's green screen to an interface similar to consumer devices — without coding.

### 4. Stay connected and powered

Choose a mobile computer with multiple connectivity options (WLAN, Wi-Fi, 4G LTE, Bluetooth®, etc.) to keep employees connected to the network. Evaluate the device for use with voice direction that is used in your operation now — or planned for the future. Also make sure the device has technology that helps batteries last throughout a shift; advanced technology conserves battery power and sends alerts when batteries need to be changed or replaced.

### 5. Choose a future-proof device

The Windows OS has dominated the market for warehouse and manufacturing devices, but Android OS is increasing in popularity. As you consider your investment in a new mobile computer, consider a device that supports multiple operating systems to meet your needs today and give you the option to migrate to a different OS in the future.

***There are a variety of additional considerations when purchasing mobile computers. Work with the experts at Quest Solution to make the smartest investment for your business.***

# Featured Zebra Mobile Computers



**TC8000**

- A revolutionary screen that faces the user while scanning, increasing efficiency on each scan
- The ergonomic body is up to 33% lighter than traditional mobile computers
- The all-touch keyboard increases speed and greatly reduces worker errors
- Hot-swap battery functionality for quick and seamless battery changes



**TC51/56**

- Rugged industrial design, consumer-style feel
- 5-inch touchscreen with capacitive touch that supports stylus and bare/gloved fingertips
- The fastest, most dependable wireless connections and unmatched processing power deliver optimal performance
- Easily scan 1D/2D barcodes, even if they are damaged, dirty, or poorly printed



**VC80**

- Super rugged design withstands the toughest indoor and outdoor environments
- Compact design and flexible mounting options for easy installation and enhanced mobility
- Field-replaceable touchscreen minimizes service depot trips
- Six direct and six soft programmable keys for simplified ERP/WMS operation



**WT6000**

- Ergonomic design is 27% lighter and 36% less volume than previous models
- Dust-proof and spray-proof design for maximum durability
- Increases worker productivity by 15% with Zebra's total wearable solutions
- Programmable soft keys simplify your most complex operations



## Buying a Barcode Scanner: What You Need to Know

Barcode scanning is now available on a wide variety of devices, but not all devices are suited to enterprise scanning applications. Here's how to make sure you get the functionality your business needs to increase productivity and enhance accuracy.

### 1D or 2D?

Laser scanners read 1D barcodes when they are correctly positioned and are within an acceptable distance. 2D barcode imagers, however, can read both 2D barcodes from any orientation and from greater distances. 2D barcode technology can also read damaged barcodes or barcodes under plastic. For some applications, 1D technology is a good solution, but other may find benefits of upgrading to 2D scanners.

### Form matters

Match the device design to best support how your employees work. Is it easier for employees to use a pistol grip-style scanner or one that is designed more like a consumer smartphone? Or maybe a fixed-mount, hands-free scanner is the best choice to increase productivity. Also consider factors such as whether it's better for your employees to have a touchscreen or keypad and whether a "good read" signal needs to be visual for workers in noisy environments.

### Check the IP rating

Industrial scanners have an Ingress Protection (IP) rating that tells how resistant they are to damage from dust and dirt (the first number) and water (the second number). For example an IP54 rating means that it limits ingress of dust and it won't interfere with operation (level 5) and it is protected against splashing water (level 4). Investigate the IP rating best suited to your operation and ensure the device you choose meets or exceeds it.

### Connect in more than one way

A scanner with multiple connectivity options can help avoid downtime if a network goes down. Consider scanners that can connect via WLAN, WWAN, Bluetooth®, or 4G LTE to keep employees connected to mission critical data and applications.

### Insist on adequate battery life

Wireless scanners depend on battery power, so make sure the scanner you choose have hot-swappable batteries, efficient chargers, and features that conserve power. Administrative time spent on battery management can be significant. Minimize this time with scanners that feature advanced battery technology.

***Quest Solution can advise you on how to make an investment in a barcode scanner with low total cost of ownership (TCO) and that will mean fast return on investment (ROI) through gains in efficiency and productivity.***

# Featured Zebra Barcode Scanners



## 3600 Series

- IP67 rating offers the industry's highest drop, tumble and sealing specifications
- Scanning technology that captures barcodes in any condition, even under shrinkwrap or damaged, dirty or poorly printed labels
- Six models to choose from
- Bluetooth 4.0 Low Energy provides maximum energy efficiency



## DS8100

- Unprecedented scanning performance on 1D and 2D barcodes
- A scanning range of up to 24 in.
- Capture multiple barcodes with one press of the scan trigger
- Long-lasting battery enables continuous scanning for 24 hours



## DS3508/3578

- High-performance, omni-directional scanners
- Capture 1D/2D barcodes, direct part marks, capture/transfer images, and support IUID
- Designed to last through inevitable bumps and drops to concrete
- Three models to choose from



## DS457

- Enable high-speed, hands-free scanning for any barcode on any surface
- Ergonomic design means it can fit in even the smallest of places
- Flexible and easy to integrate into a variety of applications
- Four models to choose from

# 5 Questions to Ask Before Buying Printer Supplies

When a business is looking for ways to cut costs, barcode printer supplies is a tempting place to look for cheaper alternatives. Finding the best value, however, involves more than looking for the lowest sticker price. Before you buy, ask these five questions:

## 1. Will the supplies damage my printer?

A barcode printer will last longer and require less maintenance when it's used with quality supplies. Using low-quality supplies can result in more rapid printhead failure, and the dust and debris these supplies create can damage a printer's internal components. Using supplies recommended for use with your printer will result in efficiency, less downtime, and a lower total cost of ownership (TCO).

## 2. Are the supplies tested?

Poor label quality and unreadable barcodes cause waste and hurt productivity — and in some industries they can even result in fines from your customers and lost business. Make sure the supplies you use will result in the high-quality labels you need. Before you buy, understand the suppliers' testing and quality assurance procedures, such as International Organization for Standardization's ISO 9001.

## 3. How long will it take to get supplies when we need them?

Running out of labels and other printer supplies can bring operations to a halt. Although ordering supplies can usually be timed to avoid running out of labels, unanticipated circumstances and errors sometime occur. Investigate how soon a supplier and fill and ship an order and how long it will take to reach your business. Consider the proximity of distribution centers to your location to minimize shipping times.

## 4. Can we get all of our supplies from one source?

When you order all of your printer supplies at one time, you can save money through volume discounts and fewer shipping charges. It also guarantees standardization throughout your operation, a more consistent brand image, and less waste from someone using the “wrong” label media.

## 5. What is the total cost of printer supplies?

If you are looking for the best deal, add up all costs, not just initial price. Consider printer maintenance or replacement costs, the amount of waste that poor quality supplies can cause, avoiding downtime waiting for a shipment from a supplier, and possible volume discounts and lower administrative time to manage printer supplies orders from different sources.

Also investigate promotions you may qualify for such as Zebra's Printhead Protection Program that will replace printheads free of charge when you exclusively use Zebra supplies.

***Third-party printer supplies may be a tempting purchase, but purchasing from a reliable supplier with rigorous testing and quality control procedures, a responsive order fulfillment and delivery operation, and a complete selection of supplies to meet all of your needs, is likely to be the best value in the long run. Talk to the team at Quest Solution to learn more.***



# Featured Zebra Supplies



Barcode Labels and Tags



Custom Supplies



Laser, Thermal, and RFID Wristbands



RFID Labels



Ribbons



Receipt Paper

*Quest Solution chooses Zebra Certified Supplies because they are designed, produced, and rigorously tested to ensure consistent and exceptional performance in your printers.*



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