



# Zebra Pay™

The enterprise mobile payment solution built for Zebra devices



worldpay from FIS globalpayments fiserv.

December 20, 2022

\* Payment acquirer and credit card processors vary by region  
\*\* Fiserv support available in 2H 2023

# Agenda

1. Why Zebra?
2. The payment challenge and solution
3. Benefits
4. Vertical markets and applications
5. Key features

# Why Zebra

## Extensive Reach

Scalable to meet any enterprise demands



**\$5.6B**

Global Sales



**128+** offices  
in 55 countries



**5,300+** US and INTL  
patents issued and pending



**9,800+**  
employees worldwide



**10,000+** channel  
partners in over 180 countries



**\$567M+** R&D  
~10% of Sales

## Leader Status

Gartner Magic Quadrant for Indoor Location Services — Worldwide

**#1**

**Rugged  
Mobile Computing**

**Data Capture**

**Barcode Printing**

**Mobile RFID**

## Our People Make the Difference



## Channel Accolades



# The payment challenge

# 85%

Global POS cashless payments including credit, debit, digital wallet and a prepaid card will account for for 85% of all in-person transactions

by **2025\***

With so many new shopping paths and shopper expectations for 'no waiting' checkout — you need to support all payment technologies, anywhere in your store

Tap-to-pay, chip, magnetic stripe – with PIN entry when required

In the aisle, curbside pickup, pop-up shops and more



The solution

# Zebra Pay™

The enterprise mobile payment solution built for Zebra devices



Another industry first from Zebra: the industry's first integrated enterprise-class SPoC\*-based mobile payment solution

Accept all major card brands, anywhere, right on the Zebra devices you already own

No Bluetooth connectivity or standalone accessory required

Single pane of glass for all transactions — PIN entry right on the Zebra mobile device screen

# Zebra Pay delivers big benefits



**Single device simplicity for store associates** — one device does it all



**Better customer service** — dependably fast checkout anywhere in the store



**Increased sales** — no more abandoned carts due to long wait lines



**Higher Zebra device ROI** — adding mobile payment increases the value of the Zebra devices you already own

# Zebra Pay at work in Retail



## Retail

**Supercenters**  
**Discount stores**  
**Department stores**  
**Specialty stores**  
**Convenience stores**

## Applications

Line busting  
Assisted selling  
Off-site/outdoor purchasing  
Returns  
Pop-up sales  
Order online – pay in-store or curbside

# Zebra Pay at work in Hospitality



## Hospitality

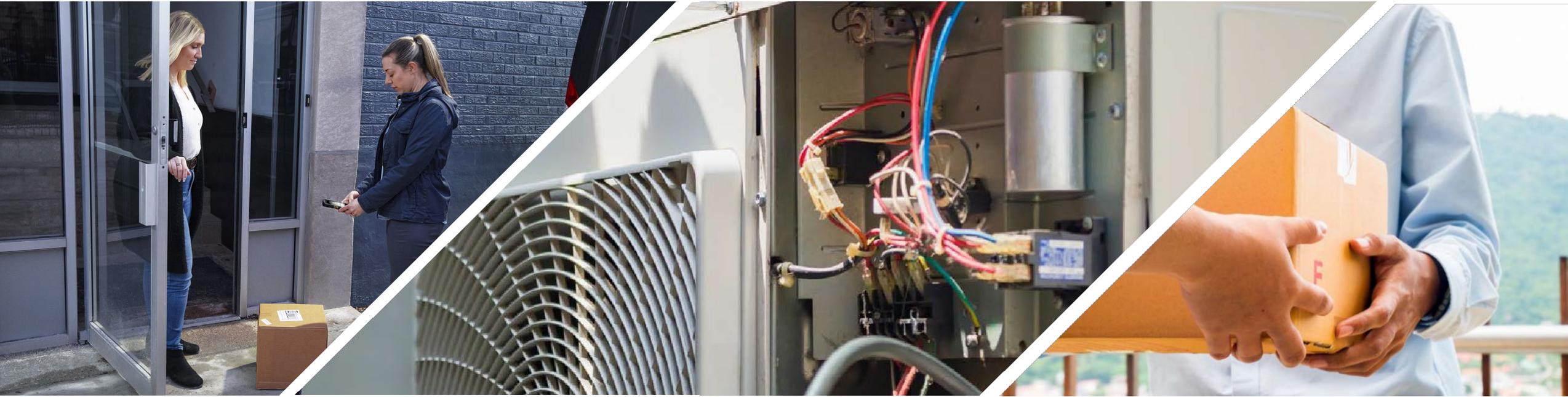
**Amusement parks**  
**Restaurants**  
**Stadiums**  
**Hotels**  
**Airports**

## Applications

Ticket sales  
Pop-up sales  
Table-side payment

Concierge sales  
Line busting  
Service upgrades / pay at gate

# Zebra Pay at work in Field Services/T&L



## Field Services

Service calls  
Field services

### Applications

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Payment for services and parts

## Transportation & Logistics

Delivery  
Courier services  
Postal Services

### Applications

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Payment on delivery

# Key features

## First enterprise SPoC-based complete mobile payment solution

Everything you need to accept any type of card-based transaction, anywhere



## Easy to deploy

Everything you need for fast and easy deployment

## Easy to manage

Enterprise scalability, flexibility and manageability

# First enterprise SPoC-based complete mobile payment solution

**Everything you need to accept any card-based transaction, anywhere**

## Accept any type of transaction

Tap to pay with a digital wallet or NFC-enabled card, insert a chip-based card, accept PIN entry on screen, swipe an MSR card

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## Accept all major card brands

EMV certified to accept all major card brands: Visa, Mastercard, American Express, Discover and Union Pay

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## Single pane of glass

Complete every payment transaction through the Zebra mobile device screen — including pin entry

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## Fits in one hand

Provides workers with payment simplicity — no need for a separate keypad for PIN entry

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## Superior ergonomics

Maintains the same great Zebra device ergonomics, ensuring worker comfort



# Easy to deploy

## Everything you need for fast, easy and painless deployment

### Pre-certified

All the required certifications are included — from acquirers to PCI security compliance, including EMV L3 certified for card brands with Worldpay, Global Payments, and Fiserv

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### Certification maintenance included

We've taken all the pain out of maintaining the required certifications — we do it for you

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### Easy-integration Zebra Pay API

Easily integrate any POS app with the Zebra Pay app

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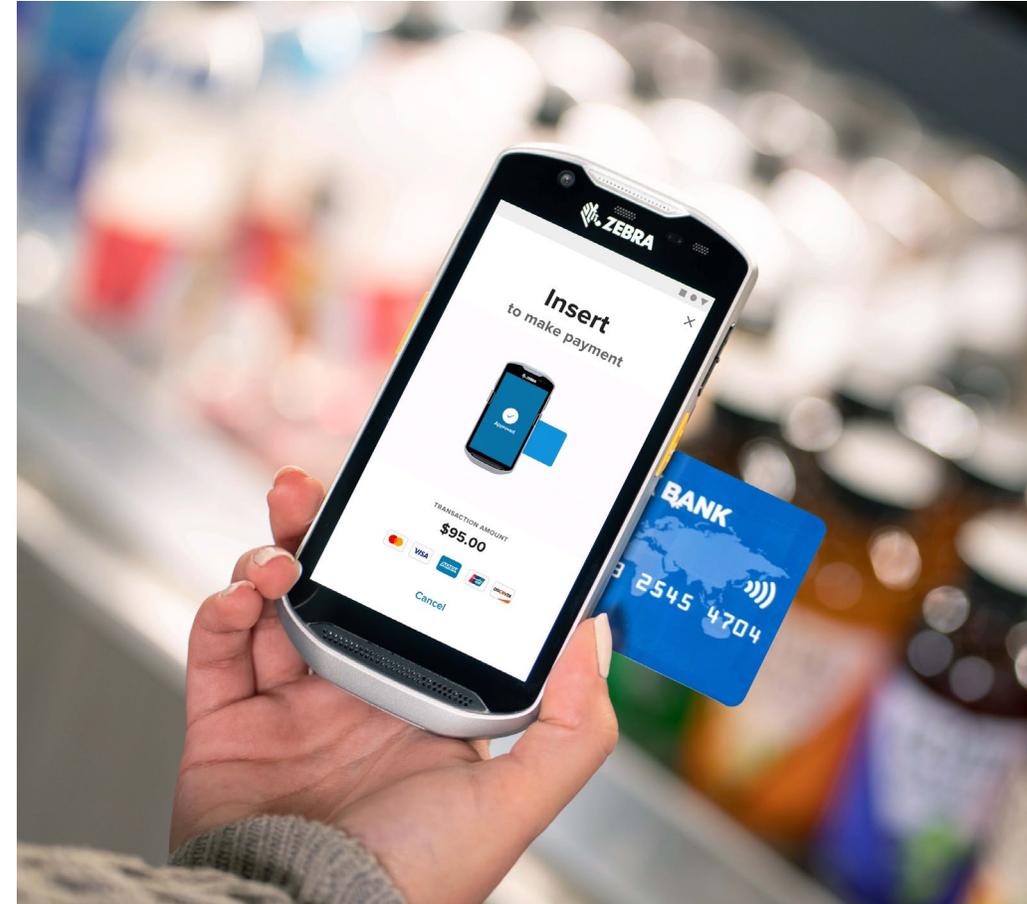
### Merchant Sandbox for easy testing

Easily test your Zebra Pay solution with the included Merchant Sandbox, and you're ready to deploy — no waiting for certifications

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### Host integration included

Includes certified direct host integration with acquirers, starting with Worldpay, Global Payments, and Fiserv, eliminating development, integration and gateway fees



# Easy to manage

## Enterprise scalability, flexibility and manageability

### **Comprehensive cloud-based management portal**

Zebra Pay Merchant Portal provides anywhere and anytime access to hardware status, transactions, settlements, users, branding and audit trails

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### **Easy mobile device management**

Easily deploy, activate, register and enable Zebra Pay on devices anywhere in the world through your Enterprise Mobility Management (EMM)

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### **Single vendor simplicity — with a single point of support**

No more coordination between hardware providers, software developers and more — when you need support, one call does it all

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### **Complete device flexibility — no device lockdown required**

Unlike other handheld mobile payment solutions, you can continue to use any apps on your Zebra mobile devices as well as install and manage Google Play and other apps via your EMM



# Zebra Pay Merchant Portal

Easily manage all aspects of system usage

## Manage companies

View all store locations  
or a specific store

Easily onboard new stores

Manage mobile users,  
readers, transactions and  
credit settlements

## Manage Zebra Android devices

View all mobile user details

## Manage readers

Monitor reader status

View, activate or suspend  
readers as needed

**ZEBRA**

Good Day, tbritts  
Wednesday, 05 Oct 2022 19:52:06 (CST)  
Time Zone: US/Alabama  
Your last log in was Wednesday, 05 Oct 2022 16:11 (CST)

LOGOUT

Home All Companies Manage Android Devices Manage Readers Manage Transactions Manage Settlements Administrator

Daily Transaction Snapshot As of Wednesday, 05 Oct 2022 19:52:05 (CST)

Total Amount  
**4.00** View Details

Settled Unsettled Voided

**All Companies**  
Search and view company details, as well as manage their mobile users, readers, transactions and settlements.  
Company Summary  
Add a Company  
Parent Company Summary  
Add a Parent Company

**Manage Android Devices**  
Search and view mobile user details.  
Android Device Summary

**Manage Readers**  
Search and view readers.  
Reader Summary  
Reader Billing Report

**Manage Transactions**  
View company's daily transaction details.  
Transaction Summary

**Manage Settlements**  
View company's daily settlements.  
Settlement Summary

**Administrator**  
Grant access rights, and new Bank users, view error log and audit trail.  
Manage Users  
Add a User  
Error Log  
Audit Trail

## Manage transactions

View the daily details of  
transactions

## Manage credit settlements

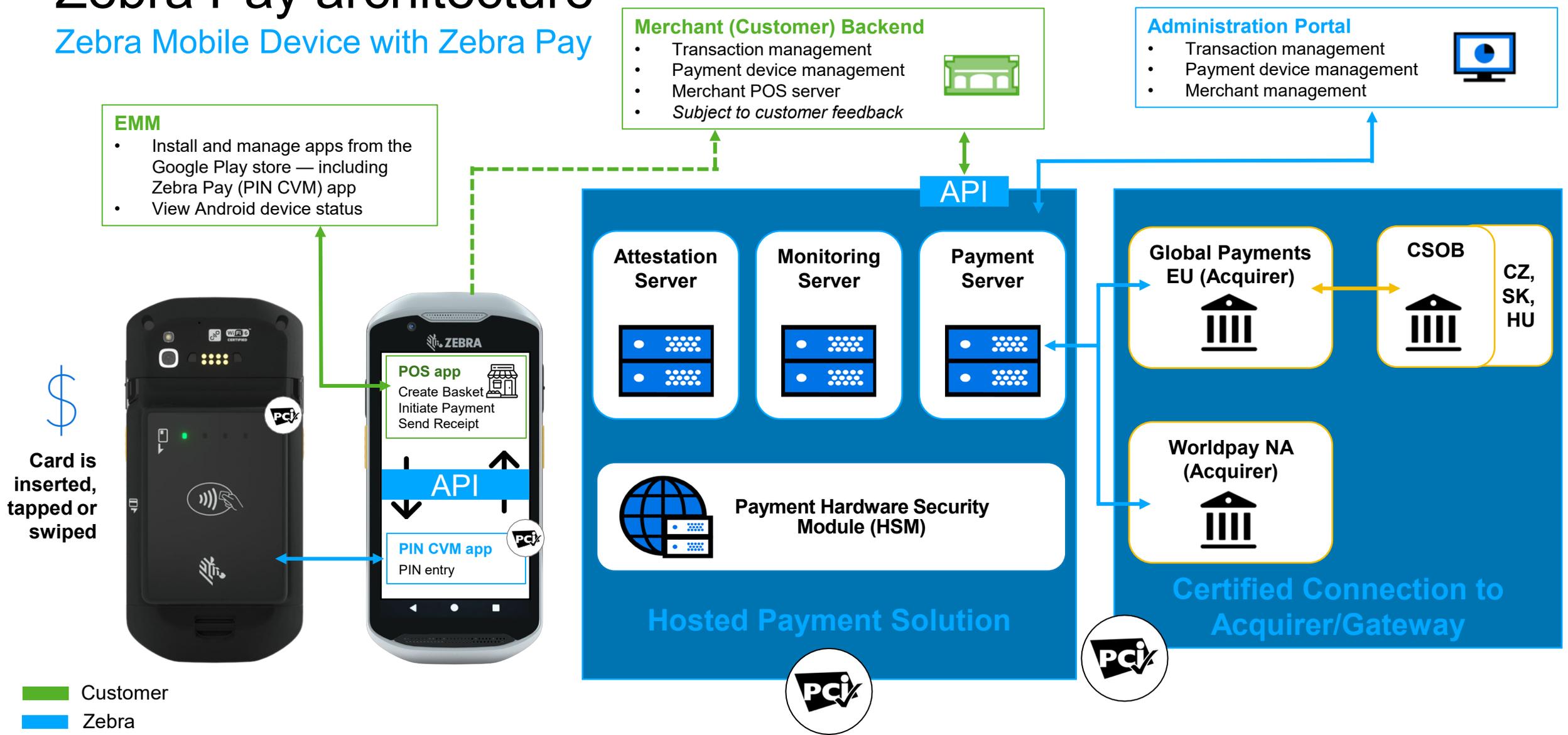
View the details of daily  
credit settlements

## Administrator

Grant access rights  
Add new bank users  
View error logs and audit trail

# Zebra Pay architecture

## Zebra Mobile Device with Zebra Pay



### EMM

- Install and manage apps from the Google Play store — including Zebra Pay (PIN CVM) app
- View Android device status

### Merchant (Customer) Backend

- Transaction management
- Payment device management
- Merchant POS server
- Subject to customer feedback

### Administration Portal

- Transaction management
- Payment device management
- Merchant management

Attestation Server

Monitoring Server

Payment Server

Payment Hardware Security Module (HSM)

Global Payments EU (Acquirer)

CSOB

CZ, SK, HU

Worldpay NA (Acquirer)

Hosted Payment Solution

Certified Connection to Acquirer/Gateway

- Customer
- Zebra
- Acquirer



# Thank you!

For more information, visit, <http://www.zebra.com/zebrapay>

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