



WHEN TO PROMOTE LIFE GUARD

More and more businesses are feeling the need to shift to the popular consumer Android OS on the devices used by their mobile workforce. However, it is difficult for these businesses to maximize productivity and stay fiscally responsible on a consumer OS lifecycle, having to deploy frequent updates. For businesses using Android enterprise mobile computers, LifeGuard can extend the device lifecycle for 5-7 years, while providing a more powerful OS security strategy. LifeGuard can add years of OS security support to match the enterprise hardware lifecycle, significantly lowering total cost of ownership.

HIGHLIGHTS

Mobility DNA

Mobility DNA is the genetic code that gives Zebra mobile computers distinct enterprise capabilities. Its unique ecosystem of software transforms Android into an enterprise-ready force. LifeGuard for Android is an integral part of Mobility DNA, and comes standard on select Zebra mobile computers.

SALES / REFERENCE SOURCES

Partner Gateway:

<http://partnerportal.zebra.com>

LifeGuard Product Page:

<http://zebra.com/lifeguard>

Learning Portal:

<http://learning.zebra.com>

Developer Tools:

<https://developer.zebra.com/welcome>

LifeGuard for Android

EXTENDING THE LIFECYCLE OF ZEBRA ANDROID MOBILE COMPUTERS

The proliferation of new cyberattacks demands that enterprise mobile computers have sustained access to security updates. Typically, consumer OS security updates end after 36 months, well short of the 5+ years that companies require. This gap can leave them exposed to a growing number of security risks. LifeGuard for Android changes that. It's Zebra's software security solution that will add years of OS security to our customers' Android enterprise mobile computers. By doing so, LifeGuard prolongs the lifecycle of these computers, which in turn can significantly lower total cost of ownership.

KEY ATTACK POINTS

Enhanced mobile computer security

Dealing with aggressive cyberattacks requires a reliable, predictable, source of security updates. At Zebra, we've invested in a dedicated software security team responsible for producing a continuous, periodic (monthly or quarterly) flow of security updates. These updates are easy to install either locally, or remotely via Enterprise Mobility Management (EMM). All security updates are accompanied with detailed release notes, providing customers guidance on specific vulnerabilities being addressed, and installation instructions. We, at Zebra, are not aware of other vendors providing this level of OS security support. This significant commitment will yield considerable benefits for our customers.

Simplified OS transition

Moving to a newer OS release for an enterprise customer differs significantly from that of a consumer. Upon receiving a new OS, enterprise customers must port their applications, lab test the new release, and then perform a limited pilot of the new release, prior to widespread deployment. This takes time, during which the earlier (legacy) release version must continue to receive security updates. Zebra provides LifeGuard to help these companies migrate effectively. With LifeGuard, customers continue to receive legacy OS security support (quarterly updates) for one year, enabling a smooth, secure transition to the newer OS.

Added protection

LifeGuard is available on select Zebra Android mobile computers covered by a Zebra *OneCare* Support Contract. One year extensions are made available for a service charge. Please review the LifeGuard FAQ for further references.

Extended OS support

Consumer OS security updates usually end after 3 years. Many of Zebra's customers depend upon 5 years of service life – or more. A gap such as this can leave their businesses susceptible to multiple security risks. LifeGuard minimizes this from happening. Now, security lifecycles can be extended for up to 7 years. Plus, security patches are available two years beyond product end-of-sale. For customers looking to extend their OS security service even further, longer-term options are also available. LifeGuard will prolong the lifecycle of their mobile computers, which can significantly lower the total cost of ownership.

CONVERSATION-STARTING SALES QUESTIONS

Does your business use consumer devices or mobile computers?

If you use mobile computers, how long do you want to keep them in service?

Did you know that more businesses are considering OS security more important than ergonomics, ruggedness and price?

What's the typical lifecycle for your mobile computers?

Would you consider utilizing software security solutions that extend their lifecycle?

Do you work with an Android OS? If so, which one are you currently using (Kit Kat, Lollipop, Marshmallow, Nougat)?

Is your OS exposed to a growing number of security risks?

What variables affect your plans to transition to the next Android OS?

When transitioning to the next OS version, would it help to do so at your convenience?

Visit zebra.com/lifeguard for more details on this powerful software security solution.

To learn which Android mobile computers are supported, visit zebra.com/services

Additional Android information can be found [here](#).