


Samsung Ruggedized Portfolio Sales Guide

Ruggedized Business Context



From field technicians to logisticians,
digitalization has changed the way
frontline workers operate.

A construction worker wearing a white hard hat, safety glasses, and a high-visibility vest is looking down at a tablet. The tablet screen displays a grid of various images, likely related to construction or industrial work. The background is dark and out of focus, suggesting an industrial or construction site.

**They're expected to be more
productive, even in the most
extreme conditions and
work environments.**




To help them, we applied our expertise to
create devices that are
easy to use,
hard to break.

A man wearing a white hard hat and an orange high-visibility safety jacket with reflective silver stripes is looking down at a tablet computer he is holding with both hands. He is standing on a train track, with a white train visible in the background. The background is slightly out of focus, showing the complex structure of the railway tracks and overhead power lines. The text is overlaid on the image in a white, sans-serif font.

Their familiar, user-friendly interface
makes adapting to them easy.

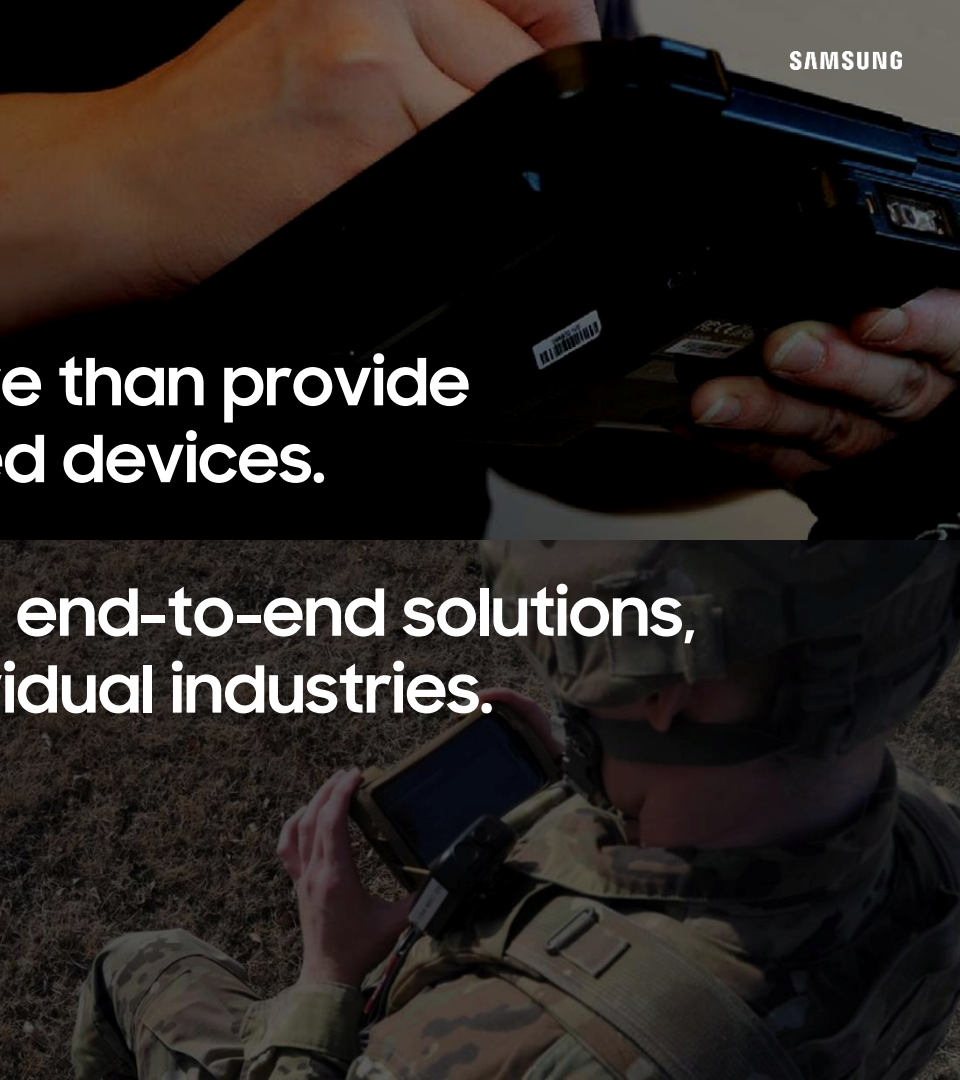
That means workers can continue
focusing on the job at hand.



But we do more than provide
ruggedized devices.



We provide complete end-to-end solutions,
tailored to individual industries.



Ruggedized Product Portfolio

SAMSUNG

Ruggedized Line Up



2020 B2B Ruggedized Portfolio



Strong and Reliable

Rugged Design



Made for Professionals

Full rugged ecosystem

Productivity

Industry Ready

Long Life Cycle



Secure

Knox Platform

Biometric Authentication

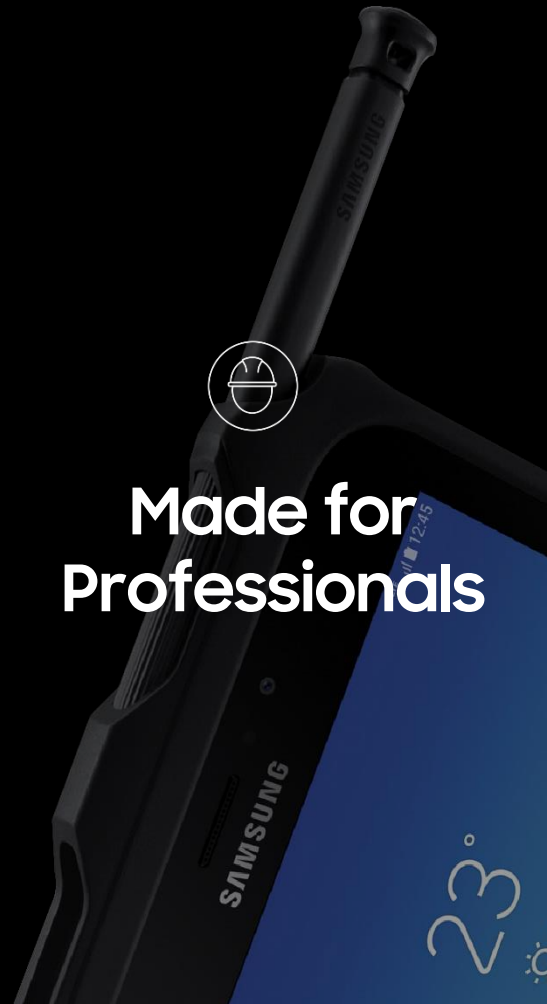
Always up to date

Enterprise Edition available





**Strong
and Reliable**



**Made for
Professionals**



Secure



**Strong
and Reliable**



Tried and tested

IP68

Ingress Protection rated

- Dust resistant.
- Water-resistant up to 1.5m underwater*

MIL STD 810G

Passed military standard testing

- Meets the highest standard of endurance
- Altitude, humidity, immersion, salt, fog, dust, vibration, drop tested etc.

Anti-shock

1.2m drop proof, with protective cover

- Withstands accidental drops.



The perfect fit

Pogo pins on the side of the tablet enable convenient charging, offering high durability for docking a device or multiple units and transfer datas.

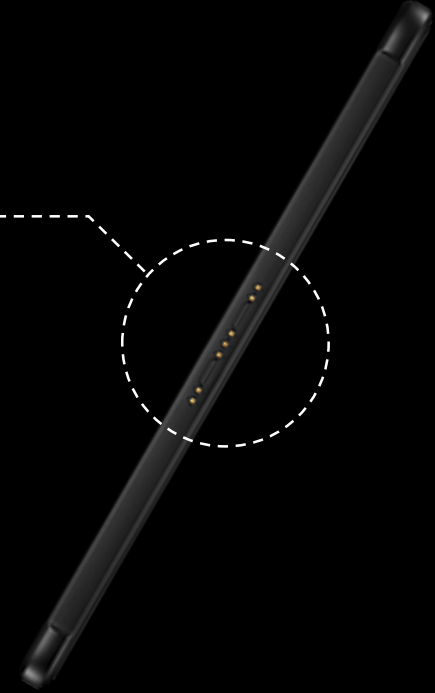


2 Pin POGO charging dock



Multi Device Charger

Pogo pin



POGO charging dock sold separately (except for Xcover FieldPro)
POGO charging compatibility : Xcover FieldPro, Xcover Pro, Tab Active Pro, Tab Active 2
POGO Data transfer compatibility : Tab Active Pro, Tab Active 2

Long lasting, powerful experience

To make workers more autonomous, Samsung offers a ruggedized line-up with replaceable batteries. That means when it's time to replace the original battery, they don't have to get a new device, saving them money and time.









Rugged	Device	Capacity	Video play	Removable	Direct Power
Smart Phone	XCover FieldPro	4,500mAh	22hr	Yes	No
	XCoverPro	4,050mAh	13hr	Yes	No
	XCover 4s	2,800mAh	13hr	Yes	No
Tablet	Tab Active Pro	7,600mAh	15hr	Yes	3 rd Party
	Tab Active 2	4,450mAh	11hr	Yes	3 rd Party

- Charging Algorithm: Battery safe algorithm to prevent overcharging
- Direct Power: 3rd party option
- Note: Not designed for automotive operating temp. Don't recommend leaving devices in extreme temp (i.e. in car)

Extra battery sold separately












Accessories - phones

Case	 RAM MOUNTS	Intelliskin
	 INCIPIO	Rugged Case
Dock & Mount	 Brodit	Passive cradle
		Active Charging Cradle (C-plug, USB)
	 RAM MOUNTS	Vehicle Dock
		Desktop Dock
Input Device	 GAMBER JOHNSON	Vehicle/Forklift Cradle
	 KOAMTAC	Smart Sled (Barcode Scanner)
Charger	 RAM MOUNTS	Intelliskin Multi Charger (4/6 slot)
	 KOAMTAC	Smart Sled Charging Dock (1/4 slot)



Accessories - Tablets

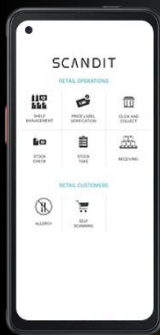
Case		Intelliskin for GDS dock
		Universe Case, Case/Hand Latch
Dock & Mount		Light Cradle, Full Cradle w/Keylock
		Wall Mount, Forklift Mount
		Keylock Cradle Intelliskin Cradle
		Passive, Active Cradle
		BT Rugged KBD
Input Device		BT Barcode Scanners
Charger		Device Charging Cradle (2slot/4slot)
		Multi Device Charger (5slot)

Scan and go

Professional barcode scanning and both long and short-range RFID reading capabilities are optimized for fast and accurate data transmission.



Tab Active 2



XCover Pro

SCANDIT



**Made for
Professionals**



Samsung DeX Capability



SAMSUNG DeX

Make any space a work space with DeX mobile desktop*

DeX provides access all your favourite business apps

Multitask like never before with DeX dual mode



Defense-grade security while working in DeX mode.

*Only available on Galaxy Tab Active Pro

Ready for outdoors



S Pen (IP68)***

IP certificated

- Easy-to-use and precise
- Dustproof and waterproof



Outdoor Display

Maximum Visibility

- LCD displays have either 420 or 480 NIT, giving you maximum visibility outdoors.



Wet/Glove touch

Increased sensitivity

- Wet touch available on light, wet surface*
- Keep your gloves on thanks to increased touch sensitivity.**

*Underwater touch is not available

** For thick, heavy glove, use S Pen as additional input method

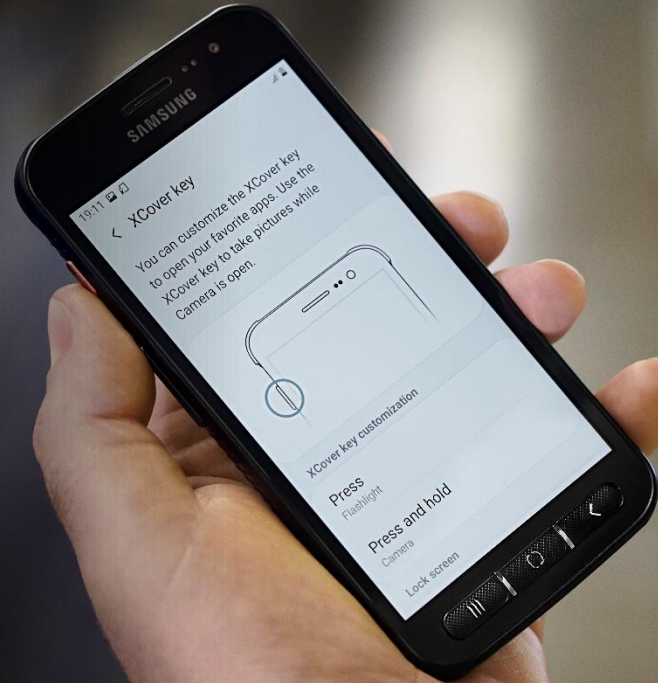
*** S Pen can only be used on the Tab Active 2 and Pro device

Keeps you working

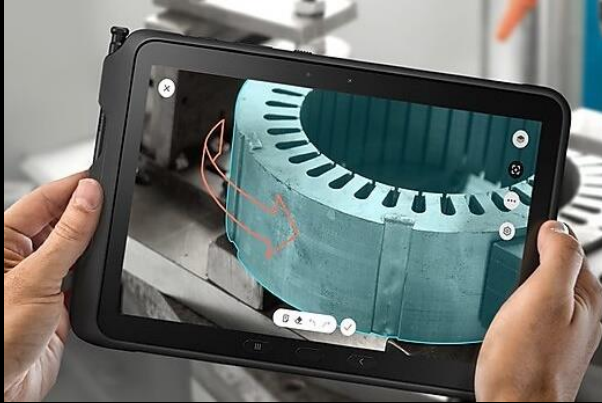
Programmable Hot Key

Programmable Hot key lets you assign a function to the key, creating super fast access

Rugged	Device	Dedicated Button	UX	Function
Smart Phone	XCover FieldPro	2	Yes	Press Press and Hold
	XCoverPro	2	TBC	Press Press and Hold
	XCover 4s	1	Yes	Press Press and Hold
Tablet	Tab Active Pro	1	TBC	Press Press and Hold
	Tab Active 2	-	-	Yes



Built for today's Digital Business



AR ready

With Google ARCore, Galaxy rugged tablets can sense their environment, understand the world and interact with information.



NFC ID check

Our NFC-based employee ID card system lets workers check-in using their mobile phones.



Telematics

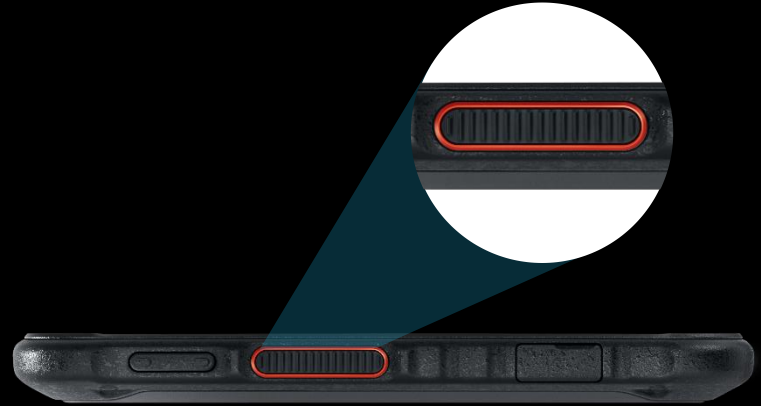
We partner with leaders in fleet telematics to deliver comprehensive solutions that are easy to implement.

Galaxy Field Pro Push to talk

For first responders in the field, Samsung's XCover FieldPro is purpose-built for push-to-talk (PTT) communications.

Dedicated physical push-to-talk and emergency request buttons are programmable to send location data or alerts, and can be activated whether wearing gloves, or in adverse weather conditions.

It operates on a secure/private network, enabling first responders to communicate with each other, even when the network is down.*

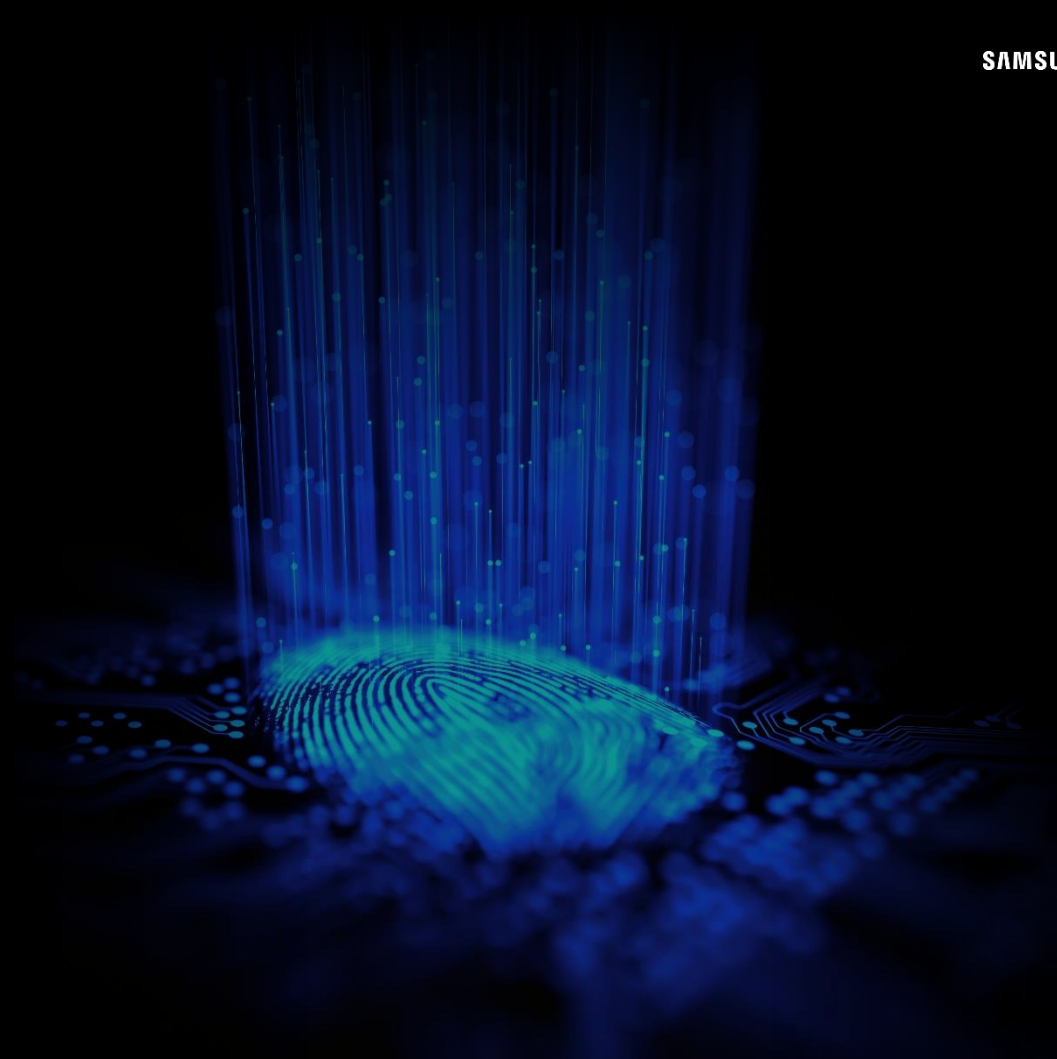


*Only available with Samsung D2D service





Secure



Knox Platform for Enterprise: Advanced Security/Management

Designed to enable IT admins to safeguard corporate data at both the hardware and software level, removing the risk of being compromised on Samsung devices.

Robust Data Protection

- Non-bypassable VPN*
- Dual encryption of Data at Rest*
- Domain / internet filtering

Comprehensive Device Management

- App mgmt. without Google Play
- DeX management
- Deep customization*

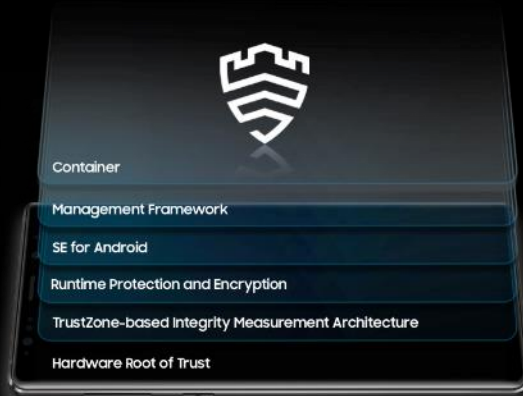
Granular Device Monitoring

- Network Platform Analytics*
- Remote control
- Device inventory

Versatile Credential & Certificate

- Universal Credential Management*
- Certificate management*

*Key Differentiation



Available with

CITRIX

Knox Manage



MobileIron

IBM MaaS360



Microsoft Intune

vmware

BlackBerry

SOTI

**Market-proven, trusted security to
forward your business**

Streamlined Deployment with Knox

Knox Configure / Knox Mobile Enrollment



Deploy

Knox Configure

Quick & simple device setup and rebranding, out of the box

Knox Mobile Enrollment

Automated & enforced EMM enrollment, out of the box

Manage

Knox Manage

Quick & simple device setup and rebranding, out of the box

Knox E-FOTA

Versatile OS version control and management

Secure

Knox Platform for Enterprise

Quick & simple device setup and rebranding, out of the box

including

Android Enterprise

 **Secured by Knox**
for everyone



Unlock your potential



Fingerprint Scanner*

The Ultrasonic Fingerprint Scanner uses soundwaves to create an intricate 3D map of your fingerprint.



Face recognition*

Use the Facial recognition feature to unlock your phone with your face and verify your identity in certain apps, like Samsung Pay.



Pattern Lock

Set up a screen lock type to help secure your device.

*Fingerprint scanner not available on the XCover 4s

**Facial Recognition not available on the XCover 4s

Always up to date

Always have the latest Android and Samsung security patches with four years of regular firmware updates.

Use Knox Configure to remotely configure Samsung phones and tablets in bulk and tailor them to specific needs.

Enrolled devices will automatically receive updates via WiFi and mobile data.





Product Specifications

Galaxy Tab Active Pro



Display		10.1" WUXGA10.1" WUXGA
Dimension / Weight		243.5 x 170.2 x 9.9mm (WxHxD) / 653g
Camera	Rear	13MP AF, Flash
	Front	8MP
Processor		Qualcomm SDM670 Octa-Core 64bit 2.0GHz, 1.7GHz
Network	2G	GSM850, GSM900, DCS1800, PCS1900
	3G	BT/2/4/5/8
	LTE Band FDD	B1/2/3/4/5/7/8/12/13/17/20/28/66
	LTE Band TDD	B38/40/41
Connectivity		Bluetooth v5.0, NFC
Memory		4GB RAM, 64GB ROM + micro SD(up to 512GB)
Battery		7,600mAh, Removable
Security		Biometric Authentication (Facial Recognition, Fingerprint)
Other		Hot Key/ POGO Charging/ AR Compatible/ S Pen

Galaxy Tab Active 2



Display		8" WXGA
Dimension / Weight		127.6 x 214.7 x 9.9mm (HxWxD) / 419g
Rugged		IP68 water and dust resistance
Camera	Rear	8MP AF (Dual Aperture) Triple LED Flash
	Front	5MP
S Pen		4096 Pressure levels No Charge required
Processor		Octa-Core 64bit 1.6GHz
Network	2G	GSM850, GSM900, DCS1800, PCS1900
	3G	B1/2/4/5/8
	LTE FDD	B1/2/3/4/5/7/8/17/20/28
	LTE TDD	B38/40
Connectivity		Bluetooth v4.2 NFC
Memory		3GB RAM, 16GB micro SD (512GB)
Battery		4,450mAh, Replaceable
Security		Biometric Security (Facial Recognition, Fingerprint Scanner) Samsung Knox
Other		POGO Pin

Galaxy XCover Pro



Display		6.3" FHD+ HD TFT HD+
Dimension / Weight		159.9 x 76.7 x 9.94mm / 179g
Camera	Rear	25MP AF (F1.7) / 8MP FF (F2.2, 123°) LED Flash
	Front	13MP (F2.0) FF
Processor		Ramen+ Exynos 9611 Octa-Core 2.3GHz, 1.7GHz
Network	SIM	4FF (Nano SIM), SIM + Micro SD, SIM
	LTE	Band 1/2/3/5/7/8/20/28/38/40/41
	WCDMA	B1, B2, B5, B8
	GSM	1900/1800/900/850
Connectivity		WiFi 802.11 a/b/g/n/ac 2.4/5GHz WiFi Direct BT5.0, USB2.0, GPS, GLONASS, NFC eSE
Memory		4GB LPDDR4 RAM + 64GB + micro SD (up to 512GB)
Battery		4,050mAh, Removable
Sensor		Accelerometer, Proximity, Gyro, Compass, Fingerprint
Speaker		1612, 3.0T, 1.2W
Other		FM Radio, 2 Mic, Ear Jack ø3.5, Micro USB, Type C connector

Galaxy XCover 4s



Display		5" HD TFT, Wet Touch, Glove Mode
Dimension / Weight		146.2 x 73.3 x 9.7mm / 172g
Rugged		IP68, 1.5m Drop
Camera	Rear	16MP AF
	Front	5MP
Processor		Exynos 7884(1.6Ghz Octa-core)
Network	2G	850/900/1800/1900MHz
	3G	B1/2/5/8
	LTE Band FDD	B1/3/5/7/8/20/28/38/40
Connectivity		Wi-Fi 802.11 a/b/g/n/ac 2.4G-5GHz Bluetooth v5.0 NFC, GPS
Memory		3GB + 32GB, microSD up to 256GB
Battery		2,800mAh, Replacable
Security		Samsung Knox
Other		Android O

Galaxy XCover FieldPro



Display		5.1" Quad HD sAMOLED
Dimension / Weight		158.5 x 80.7 x 14.2mm / 256g
Camera	Rear	12MP(F1.5/F2.4) w/ Triple LED Flash
	Front	8MP (F1.7)
Processor		Exynos 9810(Octa core 2.7/1.7GHz)
Network	GSM	900/1800
	WCDMA	B1/8(Main)
	LTE Band FDD	B1/3/7/8/20/28(Main)
	LTE Band TDD	B38/40/41(Main)
Connectivity		a/b/g/n/ac 2.4G+5GHz, Wi-Fi Direct BT 5.0, USB 2.0, A-GPS, GLONASS, Galileo
Memory		4GB RAM, 64GB + micro SD (up to 512GB)
Battery		4,500mAh, Removable
Other		Dedicated PTT button/ POGO Charging, Dual SIM

A person wearing a blue cap is looking at a Samsung smartphone. The phone's screen displays a map with a yellow route highlighted. The screen is covered in condensation droplets, suggesting a cold environment. The background is blurred.

Market Data

Macro context

56%

More than half (56%) of European workforce was mobile in 2017. Digital transformation accelerated the deployment of new ways of working.*



Almost a third (32%) of large businesses plan to increase the number of their ruggedised devices in the next 12 months.*



CCS Insight figures estimated 30 million rugged devices were sold globally in 2017, with 36 million sales anticipated this year and an estimated 59 million by 2021.

Key target verticals and sizing of the SMB opportunity*

Construction
& Building



462K
businesses

3.7M
employees that could be using
Samsung's rugged devices

Engineering
(Architecture &
Manufacturing)



188K
businesses

2.9M
employees that could be using
Samsung's rugged devices

Retail



376K
businesses

2.1M
employees that could be
using Samsung's rugged
devices

Agriculture &
Forestry



50K
businesses

300K
employees that could be
using Samsung's rugged
devices

TOTAL: 9M employees across 4 verticals in UK

Customer Persona





Luke

The landscape designer

"While Luke is measuring the pond, he accidentally kicks his Galaxy Tab Active into the water! He immediately fishes it out of the pond. Thankfully, his Galaxy Tab Active is working fine and he hasn't lost any of his drawings or notes."

Experience:

- Accidents like this are common in Luke's profession, so it's essential his technology is durable
- He is so grateful that the Galaxy Tab Active is water-resistant IP68 rated up to 1.5 metres, and it is still working perfectly fine. He also relies on its robust case, as he frequently drops his tablet as well!

Luke | The landscape designer

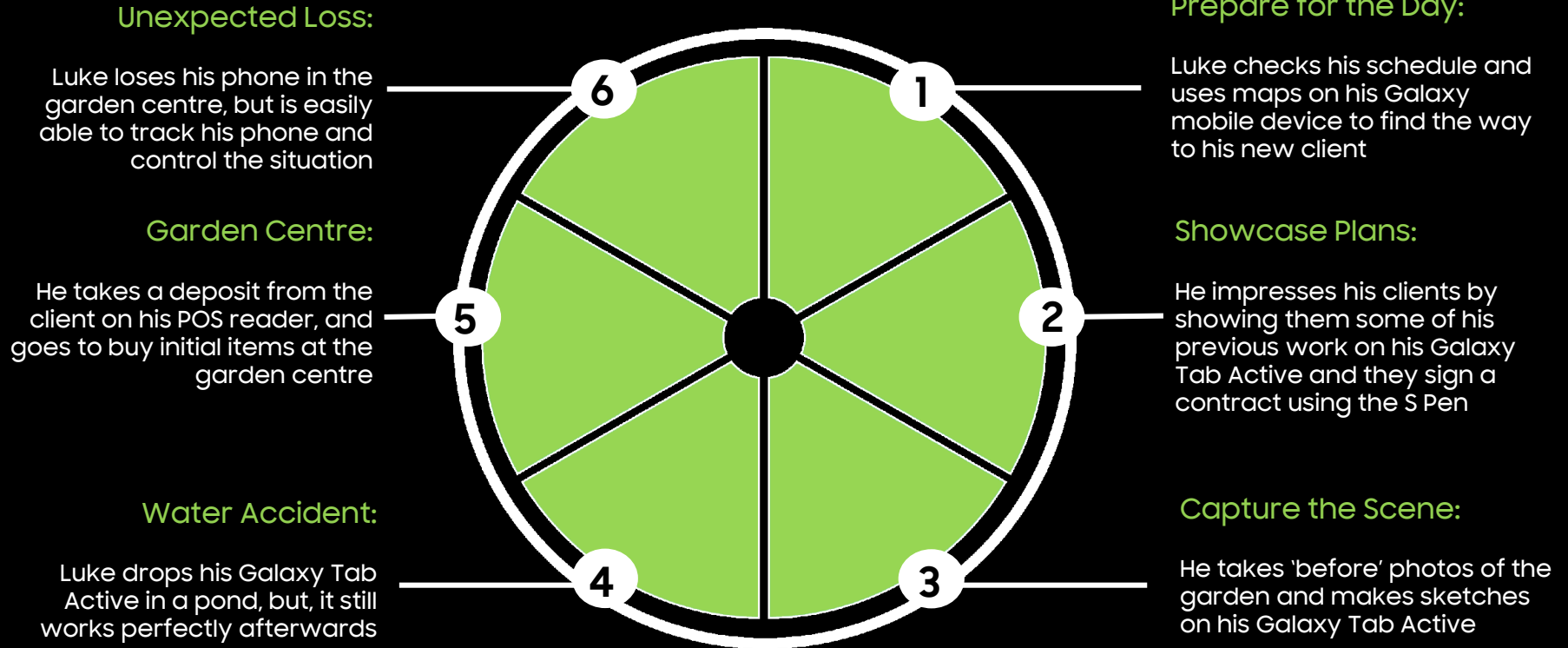
"Once Luke arrives at his client's house, he uses his Galaxy Tab Active to show some previous work and some preliminary sketches he has prepared, in order to convince them to sign the contract."

Experience:

- Lightweight, portable nature of Galaxy Tab Active helps Simon have direct conversations with his clients, rather than being stuck behind a computer
- Biometric security features safeguard the information on the tablet while Simon is out-and-about so only Simon can open the device, protecting customer data and personal information. Added protection is delivered by Samsung Knox Manage means the device can be remotely wiped if it's lost or stolen
- S Pen makes it easy to digitally capture content and customer signatures.



Luke | The landscape designer



Customer Case Studies



Bentley and Bentley

A family-owned building firm that specialises in new-builds, refurbishments and land investment.

Dan used the Tab Active Pro to help him run his business. From on site, scoping out projects, to back in the office where he plugs into his screen via Samsung DeX.

He manages it all from his Samsung device.



Video Case Studies



Woodland Group

<https://youtu.be/tqoV2NFIyoU>



Dalcour Maclaren

<https://youtu.be/c0bi54UZJGY>

Thank you