

A BUYER'S BRIEF — BEYOND THE PRICE TAG

The real cost of choosing.

Why the Xshielder iPhone 17 series delivers a lower total cost of ownership over the full Zone 1 device lifecycle.

When evaluating Zone 1/21 certified smartphones, comparing only the unit purchase price tells an incomplete story. **Total Cost of Ownership** captures the full economic picture: how long the device stays in service, how productive workers are with it, how often it has to be replaced, and what value can be recovered when it's time to upgrade.

This brief breaks down the four ways the Xshielder iPhone 17 series drives TCO down — designed to support your evaluation and internal business case.

THE IPHONE 17 SERIES

ZONE 1/21 CERTIFIED



Xshielder iPhone 17



Xshielder iPhone 17 Pro Max

5–6 yrsMAJOR IOS UPDATES FROM APPLE, ON A PREDICTABLE SCHEDULE¹**+2–3 yrs**ADDITIONAL SECURITY PATCHES AFTER MAJOR UPDATES END¹**1 investment**WITH RESIDUAL VALUE RECOVERY⁴ AT END OF SERVICE LIFE

THE FOUR LEVERS OF LOWER TCO

Four ways the Xshielder iPhone 17 series compounds savings.

DRIVER 01

Longer service life per device

Predictable, on-time Apple OS support — at least 5 to 6 years of major updates plus 2 to 3 years of security patches¹ — keeps each device safely in production for longer than alternative platforms.

DRIVER 03

Higher productivity per worker

A lighter, slimmer device built on the iPhone your workforce already knows means actual daily adoption — turning every digital workflow you've invested in into measurable productivity, not shelved hardware.

DRIVER 02

Residual value recovery

The patented replaceable cover lets the iPhone be safely extracted at end of life — for trade-in, resale, or recycling. None of that value is locked away as it is in single-use rugged Android devices.

DRIVER 04

Lower operational risk

Apple-grade hardware reliability — backed by global supply, QA, and field data at a scale niche Android Zone 1 vendors can't match — combined with IP68 sealing, no user-accessible ports, and direct-from-Apple security updates, reduces unplanned downtime, write-offs, and exposure to vulnerabilities.

THE FOUR DRIVERS — IN DETAIL

How each lever cuts cost over the device lifecycle.

A Zone 1 smartphone is not a one-off purchase — it is a multi-year operational asset. The drivers below explain where Xshielder reduces cost compared to alternative case-based and rugged Android solutions, and why those savings compound year-over-year.

DRIVER 01

Longer service life per device.

LEVER

Amortize cost over more years.

The Xshielder iPhone 17 series benefits from Apple's industry-leading software support cycle: at least **5 to 6 years of major iOS updates** after launch, followed by another **2 to 3 years of security patches**.¹ Updates are released directly by Apple on a predictable schedule, with no vendor-side delays.

Many alternative Zone 1 platforms ship on already-outdated operating system versions and depend on slower vendor build cycles — meaning a device purchased late in its lifecycle may be effectively obsolete within a couple of years, forcing premature replacement.

- A longer effective service life spreads the unit cost over more years of productive use, lowering annual cost of ownership.
- Predictable update timelines simplify multi-year IT budgeting and reduce procurement disruption.

DRIVER 02

Residual value at end of life.

LEVER

Recover capital from the asset.

Xshielder's patented design allows authorized personnel to safely open the cover and extract the iPhone at end of service life. The iPhone retains its value as a consumer-market device — and that value can be recovered through trade-in, resale, or formal recycling channels.

If the cover is damaged in service, the same design allows replacement of just the cover rather than write-off of the full unit — protecting the iPhone investment against routine accidents.

- Residual value recovery is not available with single-use rugged Android Zone 1 devices, where the full hardware investment depreciates to zero.
- Recycling the iPhone after decommissioning reduces the embedded-CO₂ footprint of the device fleet — a growing factor in sustainability reporting.

DRIVER 03

Higher productivity per worker.

LEVER

Realize the value of digital workflows.

The Xshielder iPhone 17 series delivers the lightest solutions in its class — starting at 330 g for the iPhone 17 and 410 g for the iPhone 17 Pro Max. Combined with the familiar iPhone interface, this drives measurably higher daily adoption versus heavier, niche industrial alternatives.

Adoption is the deciding factor in whether the digital workflows your organization has invested in — digital procedures, inspection rounds, mobile data capture, remote expert support, AR-assisted maintenance, digital twin access — actually deliver returns.

- Apple's A19 / A19 Pro chip, Super Retina XDR display, and pro-grade cameras make AR overlays, LiDAR-based measurement, and field documentation viable in the field.
- Faster wireless charging (up to 25W) and all-shift battery life reduce mid-shift downtime and dead-device events.

DRIVER 04

Lower operational risk & failure rate.

LEVER

Avoid hidden costs of downtime.

Apple builds the most extensively tested and field-validated smartphone platform in the world. Component sourcing, thermal engineering, battery longevity, and display durability are backed by QA and supply-chain rigor that **niche industrial Android vendors cannot match** — translating directly into lower in-service failure rates over a multi-year deployment.

The Xshielder enclosure compounds that reliability. By eliminating user-accessible ports, it removes one of the most common failure points of competing devices. The cover itself is IP68-rated against dust and water ingress and Equinor GL0492 drop-tested³, engineered to maintain its Ex protection concept through years of daily field use.

- Apple-grade reliability plus a sealed cover means fewer replacements, service calls, and unplanned downtime than rugged-Android alternatives.
- Direct-from-Apple security updates eliminate the multi-month patch lag typical of vendor-modified Android builds.

THE LIFECYCLE PICTURE

More years in service, with value recovered at the end.

A comparison of the Xshielder iPhone 17 series against the current Zone 1 Android alternatives — all built on Qualcomm's QCM6490 platform, with most OEMs stating end-of-Android-support around 2030.² Other iPhone-based Ex case solutions share similar Apple lifecycles, though devices using older iPhone models retire sooner.

