Drive efficiency and cost savings into your T&L operations with the Motorola MC65

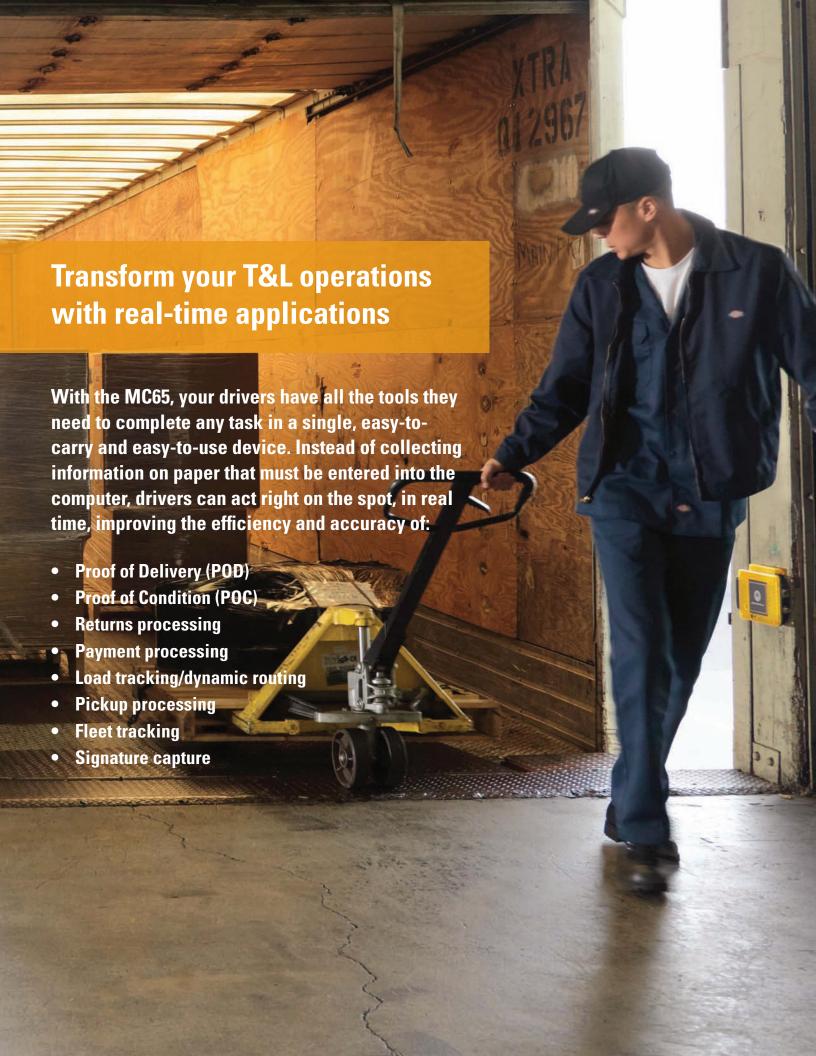## The challenge: route and driver inefficiencies

In transportation & logistics (T&L) operations, profitability is tied to driver and route efficiency. Any time drivers have to spend on administrative work detracts from the number of miles — and stops — they can make in a day. Without a real-time connection to business information, drivers need to pick up printed manifests that provide the details of the day's route at the start of the day, as well as complete paper forms in order to document proof of delivery (POD); overages, shortages and damages (OS&D) and more — and then enter that information into computer systems at the end of the day.

The inability to track the location of each and every vehicle in your fleet translates into route inefficiencies. Dispatch does not have the information they need to determine which truck can respond to a new customer pickup request with the least miles driven, nor is the historical route information available to enable ongoing analysis and continuous improvement of routes. The resulting unnecessary miles traveled increases fuel costs, vehicle wear and tear and vehicle maintenance costs.

And the combination of low driver productivity and route efficiency can create a need to hire more drivers and purchase more vehicles to keep pace with customer demands — driving capital and operational costs sky high.

To address these issues, you need to reduce the time drivers spend completing paperwork, instead of driving, and provide dispatch with real-time constant visibility into the whereabouts of all drivers and vehicles.

With Motorola's MC65, you can.

With the Motorola MC65 in the hands of your drivers, your business has the real-time locationing information required to reduce costs, improve vehicle utilization and keep drivers on schedule. And advanced GPS technology improves the reliability and availability of your GPS-based applications by providing precise positioning as well as connectivity in challenging spots — including inside buildings and areas with dense foliage. Route history and real-time vehicle location information allows dispatch to create more efficient routes, including the ability to select the closest driver to respond to a new pickup request. Mileage is minimized, along with vehicle wear and tear. And drivers can find the fastest route to the next stop to stay on schedule — even if there is a traffic jam.

Transform your T&L operations with real-time applications

With the MC65, your drivers have all the tools they need to complete any task in a single, easy-to-carry and easy-to-use device. Instead of collecting information on paper that must be entered into the computer, drivers can act right on the spot, in real time, improving the efficiency and accuracy of:

- **Proof of Delivery (POD)**
- **Proof of Condition (POC)**
- **Returns processing**
- **Payment processing**
- **Load tracking/dynamic routing**
- **Pickup processing**
- **Fleet tracking**
- **Signature capture**

The solution:
Make every mile worthwhile with the Motorola MC65

With Motorola's MC65 rugged Enterprise Digital Assistant (EDA) in the hands of your drivers, you get the tools required to supercharge and redefine productivity in your T&L operations. This single highly sophisticated but easy-to-use rugged device helps you get the most value out of every minute your drivers spend in the field and every mile your vehicles travel by addressing the needs of your drivers, dispatch and IT.

- **Drivers.** For drivers, real time access to your business applications and automated data capture tools replace paperwork with real-time automated data entry. Real-time navigation helps drivers arrive on time — even if there is a traffic jam. And since this mobile computer doubles as a cell phone, drivers can call customers with delivery windows and are always available for dispatch by phone as well as text or email.

- **Dispatch.** With integrated GPS, dispatch can see the real-time location as well as historical route information for every truck in the fleet, providing the data required to create on the fly routes that minimize mileage.

- **IT.** Compatibility with Motorola's world-class security and management solutions plus all-inclusive support services addresses the requirements of the most demanding IT departments — securing the mobile computer and the networks it accesses, enabling low-cost management of the devices as well as keeping devices up, running and in the hands of the drivers.

The MC65: all the right features for T&L operations

Overhaul the cost-efficiency of your T&L operations with the comprehensive features in the Motorola MC65:

- The rugged design required for superior reliability in the field

- A customizable user interface that makes device use easier than ever

- The power to handle virtually any application — now and in the future

- Your choice of virtually any cellular network in the world

- Rapid-fire first-time every time capture of any bar code — 1D and 2D — ensuring load accuracy and more

- Capture more types of business intelligence — photographs, videos and documents complete with legible fine print

- Take a picture and add a geostamp, text and voice comments and annotation markers for indisputable detailed Proof of Condition and Proof of Delivery

- Anywhere, anytime accurate GPS to maximize route efficiency and minimize mileage

- Unique motion, light and sound sensors that manage settings automatically to maintain visibility, preserve battery power and more

- Crystal clear text and graphics on an extra crisp VGA display

- Advanced voice technology for extraordinary call clarity despite background noise

- Easy centralized management of Motorola and non-Motorola mobile devices and peripherals

- Wired-line security over the cellular network

- Backed by industry-leading world-class service and support

Get the features you need to drive productivity up and costs down

The rugged design required for superior reliability in the field

Rugged meets compact to create the most rugged EDA design yet — period. The MC65 is tested for toughness and loaded with features that ensure dependable operation despite drops, exposure to the elements, spills and more. The impressive list of rugged specifications includes:

- A military drop specification of 6 ft./1.8 m fall (per MIL-STD 810G)
- Ability to withstand 2,000 consecutive 1.5 ft./0.5 m drops
- IP64 sealing for complete protection against dust and splashing liquids
- Patented unibody housing for improved structural stability
- Patented spring-loaded accessory interface improves durability in the event the MC65 is dropped while connected to a peripheral, such as a magnetic stripe reader (MSR)
- Improved shock absorption provides extra protection for internal components and display

A customizable user interface that makes device use easier than ever

The more complex the device, the more perplexed your users may be, struggling to figure out how to access features instead of focusing on the task at hand. But the Motorola Enterprise User Interface (MEUI) addresses this issue. The industry's first business-class interface, the MEUI allows drivers to access everything they need to do their job with just a tap or two — regardless of whether they need to access a business application, scan a bar code, snap a picture, conduct a conference call, send a text message or check email.

The power to handle virtually any application — now and in the future

A mobile computer is only as useful as the applications it can support. The MC65 offers a high-powered platform that can support the most demanding applications of today and tomorrow, including the most advanced mobile operating system (Microsoft Windows® Mobile® 6.5); an advanced processor designed for mobility (MSM 7627 600 MHZ multi-processor); and the most memory in this device class (256MB RAM/1GB Flash and a 32GB user accessible microSD card slot).

Works on virtually any cellular network in the world

Both 3.5G GSM HSPA and CDMA-EVDO Rev A software configurable cellular radios are built into the MC65, providing true carrier independence — activate on whatever network will provide the best coverage for each and every one of your drivers. Do some of your drivers travel through large territories where coverage is split between different networks? No problem. Simply activate on both networks (requires data plans on both networks). And the ability to purchase a single pool of devices that can be activated and re-activated on different networks as needed simplifies purchasing and device management and delivers a maximum return on investment (ROI).

Rapid-fire first-time every time capture of any bar code — 1D and 2D

Motorola's most advanced imaging engine, the SE4500, puts superior bar code scanning technology in the hands of your drivers. The unique features of this scanner provide drivers with the rapid fire scanning they need to read the bar codes on the largest loads, quickly and easily, including:

- Laser-quality performance on 1D and 2D bar codes, accommodating the new GS1 bar codes utilized in many manufacturing operations without reducing scanning productivity
- Superior motion tolerance for constant scanning — no need to pause between scans
- Omnidirectional scanning for point-and-shoot simplicity — no need to align bar code and scanner window
- The ability to read even damaged and poor quality codes

Capture more types of business intelligence — photographs, videos and documents complete with legible fine print

The integrated 3.2 MP autofocus color digital camera provides the flexibility to enrich your business data. Your drivers can take a geostamped photo of deliveries for proof of delivery (POD) or proof of condition. Photos can even be annotated, allowing drivers to insert comments. And the ability to capture legible paper documents helps implement electronic recordkeeping for a 'greener' company.

Anywhere anytime accurate GPS with gpsOneXTRA™

Best-in-class GPS technology goes the extra mile, providing connectivity in more areas — including challenging spots such as urban canyons and deep inside buildings — along with highly precise positioning. Improved accuracy and availability improves the performance of location-based applications for drivers and dispatch.

Intelligence to sense — and act — on the environment

In addition, a series of sensors allow the MC65 to sense and act on the environment — no user action required. When no motion has been detected for whatever period of time you specify (such as five minutes), the device will automatically enter power-saving mode to conserve battery power. The display automatically adjusts to the available light to maintain visibility, regardless of whether drivers are in their vehicles, outside or in a building. When drivers enter a noisy or quiet area, ringer volume and vibration mode are automatically adjusted to make sure calls are not missed and people in the vicinity are not disturbed.

Crystal clear text and graphics

Whether your drivers are viewing a delivery order, reviewing a photo for Proof of Condition or viewing a map to locate a nearby gas station, the best in class 3.5 inch VGA high-resolution touchscreen presents extra crisp information in any lighting condition.

Hear every word on every call with advanced voice technology

Many mobile computers that offer voice and data are often built primarily for data, with less-than-stellar voice quality. We know that every call counts — but background noise out in the field can often wreak havoc with phone conversations. With our Dual-Microphone Noise Cancellation technology, all anyone will hear is your driver. Background noise — including wind, crowds, traffic noise and other conversations — is eliminated.

Easy centralized management of the MC65 and all peripherals

Compatibility with Motorola's Mobility Services Platform (MSP) provides your IT department with centralized remote control over Motorola and non-Motorola mobile devices and their peripherals, substantially reducing one of the largest costs associated with any mobility solution — day-to-day management.

Security you can count on

One of the biggest concerns with any mobility solution is security. Motorola's Mobile Security Suite allows you to add the device-level protection you need to protect the data resident on the MC65, the data in transit to and from the MC65, and your network resources. Add many of the same security features that are in your network to your MC65 devices, including a firewall, intrusion prevention, enforced authentication, data encryption and integrity monitoring. And if you need true government grade security, our Mobile Virtual Private Networks (MVPNs) bring wired-line security to wireless communications — without the typical performance degradation.

Backed by industry-leading world-class service and support

Once your paper processes have been replaced by a mobile computer, your ability to do business will depend on keeping those devices up and running and in the hands of your drivers. Our Service from the Start with Comprehensive Coverage sets the gold standard in post-deployment support by covering virtually everything — including accidental damage to internal and external components, accidental breakage and even the accessories that ship 'in the box' with the MC65. So no matter what happens to your devices out in the field — you're covered.

How will the MC65 benefit your T&L operations?

When your drivers carry the Motorola MC65, the benefits touch your drivers, your vehicle fleet, your supervisors, your customers and your bottom line offering:

- **Improved driver productivity.** The reduction in paperwork allows the same number of drivers to cover more miles per day — and make more stops per day.

- **Reduced fleet costs.** The reduction in mileage reduces fuel costs and minimizes vehicle wear and tear. And the combination of increased driver productivity and vehicle utilization can reduce fleet size.

- **Reduced truck roll costs.** Minimizing mileage and enabling drivers to make more stops per day reduces the cost per truck roll, improving your profitability.

- **Improved customer service.** Your drivers arrive on time, every time. Dynamic routing allows dispatch to respond rapidly to calls for pickups throughout the day, while real-time navigation helps drivers find the fastest route — or an alternate route around traffic jams.

- **Reduced capital and operational mobility expenses.** The all-in-one MC65 takes the place of a mobile computer, cell phone, bar code scanner, camera and GPS, so you have fewer devices to purchase and manage.

- **Improved cash flow.** Since drivers can transmit real time proof of delivery, days and even weeks can be slashed from your order-to-cash cycle time, improving financial agility, the strength of the business and profitability.

For more information on how you can transform your T&L operations with the Motorola MC65, access our global contact directory at www.motorola.com/enterprisemobility/contactus or visit www.motorola.com/mc65

About Motorola: end-to-end mobility solutions for deployment simplicity and success

Every day, organizations of all sizes all over the world count on Motorola Enterprise Mobility Solutions to maximize personnel effectiveness, improve services, and increase revenue potential. When you choose Motorola for your mobility solution, you get the peace of mind that comes with choosing an industry leader as your technology partner. Motorola offers the proven expertise and technology you need to achieve maximum value and a fast return on investment — as well as first hand experience in virtually every size organization in nearly every major industry. And our end-to-end solutions offer the simplicity of a single accountable source — regardless of the number of vendors involved.

Our comprehensive product offering includes: rugged and enterprise class mobile computers with extensive advanced data capture and wireless communications options; rugged two-way radios for always on voice communications; private wide area and local area wireless and outside the four walls — and to network multiple locations; comprehensive RFID infrastructure, including fixed, mobile and handheld RFID readers; a partner channel delivering best-in class applications; software solutions that enable centralized and remote management of every aspect of your mobility solution; and a complete range of pre-and post-deployment services to help get and keep your mobility solution up and running at peak performance every day of the year.

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