



# WT4000 Series Wearable System



## KEY FEATURE MESSAGES

**Hands-free text and voice-based picking:** flexible platform eliminates the need to purchase multiple devices (i.e. voice-dedicated and text-based)

**Ergonomic design ensures all-day user comfort and safety:** improved trigger ergonomics, Bluetooth® cordless freedom (RS507), easier switching for ambidextrous ring use, improved display readability and more

**Field-proven superior rugged design:** ensures dependable operation in challenging warehouse environments (IP54 sealing; 4 ft./1.2 m drop specification; wide temperature range)

**Common Motorola architecture:** reduces application development costs and training requirements, and simplifies integration and deployment

**High-performance platform:** provides fast, precise operation and can run nearly any enterprise application

**Integrated 802.11a/b/g WLAN:** seamless anytime, anywhere communication

**Motorola's extensive, real-world experience:** over 30 years as the market leader in bar code scanning and more than 12 years in wearable mobile computers

## The next generation in hands-free wearable solutions

The WT4000 Series Wearable System represents the next generation in hands-free wearable solutions — providing unparalleled freedom of movement in scanning, picking, and sorting applications. Leveraging Motorola's extensive, market-leading, real-world experience, the WT4000 Series system features the latest innovations in ergonomics, performance and rugged construction. The WT4000 is the industry's first wearable system to support both hands-free text and voice-based picking, eliminating the need for customers to purchase, manage and support separate text-based and voice-based devices, and giving voice pickers more power to handle error and exception cases in real time, creating a new market for multi-modal applications.

The WT4000 Series Wearable System consists of:

- WT4000 Series Wearable Terminal, providing high-performance computing power, always-on 802.11a/b/g WLAN connectivity, a bright QVGA display and a lightweight ergonomic flexible design that can be worn on the hip or wrist.
- Multiple scanning options, including the Bluetooth®-enabled RS507 hands-free imager, lightweight RS409 ring laser scanner and freezer-ready back-of-the-hand RS309 scanner.

## Value proposition

### Dramatically increases productivity for warehouse and package handling workers

- Hands-free operation frees users to move more packages, products, or materials in the same amount of time.
- Unique combination of voice- and text-based picking gives users more ways to handle errors and exceptions.

### Streamlines operations for improved business efficiencies

- Integrated 802.11a/b/g WLAN connectivity provides an always-on connection to business systems.
- Instant feedback improves picking accuracy, and reduces the costs associated with miss-picks and erroneous shipments.

### Delivers a low total cost of ownership (TCO)

- Rugged construction dramatically reduces breakage and the associated cost of repairs and employee downtime — even when used in the most demanding environments.
- Flexible platform (text-based and voice-based solutions) minimizes the cost and effort associated with purchasing, supporting and managing separate devices.
- The addition of RS507 hands-free imager offers a cost-effective path for 2D, including PDF417 scanning, whether your customers require these applications today or tomorrow
- Compatibility with Motorola's Mobility Services Platform minimizes management time and cost.

### Increases worker safety

- Ergonomic design, hands-free operation and RS507's Bluetooth cordless freedom reduce user fatigue and increase worker safety.

**Future-proof platform:**

Flexible configurations, inter-changeable scanning options, high-performance platforms and support for 1D and 2D bar codes support customer needs today — and tomorrow

**Complete solution:**

offering robust management via Motorola's MSP and comprehensive coverage

**TARGET MARKETS**

- Manufacturing and Warehouse
- Retail/Grocery
- Healthcare
- Transportation and Logistics

**QUALIFYING SALES QUESTIONS**

Do your workers need to handle materials, goods, or packages all day long?

What is your company's inventory accuracy?  
Order cycle turnaround time? Shipping accuracy?  
Cost of shipping and transaction errors?

Do you need/use voice-based and text-based picking in different parts of your warehouse?  
How do your voice-based pickers handle exceptions?

What type of bar codes are used throughout your enterprise — 1D or 2D?  
Do you have a need today or anticipate a need in the future to capture 2D codes?

**WT4000 Series Wearable System SWOT analysis**

STRENGTHS	WEAKNESSES
<p>Motorola's extensive, industry-leading experience: market leader in text-based picking; unique experience with forearm-worn computers</p> <p>First device supporting both text-based and voice-based picking</p> <p>Large (2.8") bright QVGA display for enhanced at-a-glance readability</p> <p>Ergonomics optimized for comfort and performance throughout worker's shift</p> <p>Real world survivability: Leading drop and tumble testing and IP54 sealing against dust and wind-blown rain</p> <p>-4° to 122°F/-30°C to 50°C temperature range (WT4090 in freezer pouch, RS309 scanner)</p> <p>Platform/application flexibility: RS309 wearable scanners and RS409 and RS507 ring scanners can be connected to any WT4000 Series terminal</p> <p>Next-generation RS507 hands-free imager — Bluetooth cordless freedom, major advancements in rugged design, ergonomics and performance and support for 1D and 2D bar codes</p> <p>Sufficient battery life for a typical shift</p> <p>Motorola worldwide support and service</p> <p>MSP agent support for superior device management</p>	<p>For customers looking for a terminal for pure voice-picking applications (no scanning, no keypad input, no screen displays), the WT4000 is said to be vulnerable to displays breaking.</p> <p>The question for this customer is whether they truly want to rule out the future-proofing possibilities of adding integrated scanning or performing applications beyond voice, especially when the WT4000 is often less expensive than a dedicated voice device?</p>
OPPORTUNITIES	THREATS
<p>Opportunity to gain significant market share in voice picking applications</p> <p>Opportunity to develop new market for multi-modal applications that combine aspects of both voice- and text-based picking</p> <p>Market momentum and incumbent customer base with Motorola's WSS1000 series (incredible pent-up demand), and enhanced performance compared with WS1200 and RS1 products</p> <p>Opportunity to set benchmark for wearable mobile computing</p> <p>Opportunity to make greater inroads in Asia Pacific and EMEA, due to localized operating systems</p>	<p>LXE released a wearable terminal, having been licensed the IP by Motorola during a time when we thought we would not make one — Emphasize Motorola's significantly greater experience in this difficult application</p> <p>Vocollect prices their VVH client licenses high enough to neutralize our pricing advantage, and their application requires Symscript customizations to make it competitive — Try to bring other voice partners into the picture in this situation</p>

The complete WT4000 Series Competitive Analysis is located in the WT4000 Series Sales Guide.

**Enterprise Mobility Services**

The following Enterprise Mobility Services are available for the WT4000 Wearable System. Please refer to Solution Builder for part numbers and pricing.

Product	Service	Time of Purchase	Term Length
WT4000, RS507	Service from the Start – Bronze with Comprehensive Coverage	Up front with the hardware (or within 30 days thereafter)	Three years (Five year option for RS507)
WT4000, RS507	Service from the Start – Gold with Comprehensive Coverage		
RS309, RS409	Service from the Start – Bronze	Up front with the hardware (or within 30 days thereafter)	Three years
RS309, RS409	Service from the Start – Gold		
WT4000, RS507, RS309, RS409	Service Center Support – Bronze	Any time	One year (Three year option for RS507)
WT4000, RS507, RS309, RS409	Service Center Support – Gold		



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