Feature	Intermec Model CN3	Intermec Model CN3e	Comments
Images not to scale			
Dimensions (LxWxH)	6.3 x 3.2 x 1.3/1.1 in (160 x 81 x 33/28 mm) 1.3" (33mm) w/ extended battery pack 1.1" (28mm) w/ standard battery pack	7.7 x 3.2 x 1.3 in (195 x 81 x 33 mm)	CN3e 22% longer providing mid-sized PDA form factor similar to 700 Series.
Weight with battery	12.0-14.0 oz. (340-397 g)	18.0-20.0 oz (510 - 566g)	
Operating Temperature	14° to 122°F (10° o 50°C)	-4°F to +140°F (-20°C to +60°C)	
Drop / Durability	6 ft (1.8 m) drop; 26 times (all surfaces, edges and corners)	6 ft (1.8 m) drop; 26 times (all surfaces, edges and corners)	
Sealing	IP54	IP64	MIL-STD-810F IP (XX) Sealings are: 5 = Protection Against Solids: Protection against entry of enough dust to effect operation. 6 = Protection Again Solids: Complete Protection against dust. 4 = Protection Against Liquids: Protection against rain or water spray at any angle. CN3e is better suited for dusty environments, as it provides complete protection from dust.
ESD	+/- 15 kVc air discharge; +/- 8 kVdc contact discharge	+/- 15 kVdc air discharge; +/- 8 kVdc contact discharge	
Processor	Intel XScale PXA270, 520 MHz	Intel XScale PXA270, 520 MHz	
Operating System	M i c r o s o f t ® W i n d o w s ® Mobile 5.0 or M i c r o s o f t ® W i n d o w s ® Mobile 6.	M i c r o s o f t ® W i n d o w s ® Mobile 5.0 or M i c r o s o f t ® W i n d o w s ® Mobile 6.1	
RAM	128 MB	128 MB	
Flash ROM (Std/Max)	256 MB	256 MB	

Feature	Intermec Model CN3	Intermec Model CN3e	Comments
Expansion Slots	1 x miniSD Card; user accessible under battery	1 x miniSD Card; user accessible under battery	
Display Type/Size	3.5" QVGA (89 mm) (240 x 320 pixel) 64K color Transflective TFT-LCD, LED backlight	3.5 in (89 mm) QVGA (240 x 320 pixel) 64K color Transflective TFT-LCD, LED backlight	
Input Methods	QWERTY or Numeric Keyboard backlit keypad; touch screen; tethered stylus	Numeric (10-key or phone style) or Alphanumeric backlit keypad; touch screen; tethered stylus.	A QWERTY keypad layout (like computer keyboard) is available on the CN3 only. The larger key "A, B, C" alphanumeric keypad option is available on the CN3e, with a primary benefit of the CN3e providing larger keys on all keypad options. Laser etched, hard key caps are part of both the CN3 and CN3e designs.
Audio	Dual Speakers, microphone, wireless headset support; Wired external speaker support via vehicle dock	Dual speakers, microphone, wireless headset support ; Wired external speaker support via vehicle dock	
Battery Type	Standard Pack: 3.7V, 2200 mAh (8.1 watt-hour) or Extended Pack: 3.7V; 4000 mAh (14.8 watt-hour) Li-Ion	3.7V, 4000 mAh (14.8 Watt-hour) Li-Ion	CN3e only offers the 'extended' battery pack option. The battery ships with the unit and therefore does not require a separate order number.
Battery Life	Application dependent	Application dependent	
Communication Options	USB 1.1 Host and Client; RS232; Ethernet 10/100 Base-T	USB 1.1 Host and Client; RS232; Ethernet 10/100 Base-T	RS232 and Ethernet support provided via docking and/or snap-on options provided with both models.
Personal Area Network	Bluetooth V2.0+EDR (standard); Class 2 radio	Bluetooth V2.0+EDR (standard); Class 2 radio	
Local Area Radio Options	802.11b/g (standard) DSSS, internal antenna	802.11b/g (standard) DSSS, internal antenna	
Local Area Radio Wireless Security	802.11i (WPA2), WPA, WEP, TKIP, TLS, TTLS, AES, PEAP, LEAP, MD5; CCX-3 certified	802.11i (WPA2), WPA, WEP, TKIP, TLS, TTLS, AES, PEAP, LEAP, MD5; CCX-3 certified	
Wide Area Radio Options	GSM/GPRS/EDGE quad band or CDMA/EV-DO (3G); internal antenna	GSM/GPRS/EDGE quad band or CDMA/EV-DO (3G); internal antenna	
GPS	Autonomous GPS with extended ephemeris support	Autonomous GPS with extended ephemeris support	
Integrated Barcode Reader	Area Imager – supports omnidirectional 1D, 2D, composite and postal decode capabilities plus signature and B/W image capture	Area Imager – supports omnidirectional 1D, 2D, composite and postal decode capabilities plus signature and B/W image capture	
Camera	Color camera	Color camera	

Summary of CN3e and CN3 Comparison:

- CN3e Environmental Specifications are Higher:

    1. CN3e is better suited for dusty environments. Higher sealing: IP64 vs. IP54.
        <u>5 = Protection Against Solids</u>: Protection against entry of enough dust to effect operation.
        <u>6 = Protection Again Solids</u>:   Complete Protection against dust
        <u>4 = Protection Against Liquids</u>: Protection against rain or water spray at any angle.
    2. Extended Operating Temperatures – CN3e offers an additional 10 degrees for both hot and cold, which allows for use with more extended outdoor exposures.
    3. The CN3e is MIL-Std tested for both vibration and shock for use and support on Fork Trucks.

- Larger Keys

The CN3e's mid-size, PDA form factor allows for alternative key placement and therefore extended key widths at approximately 1/2" (13mm) - which easily supports those heavy, text based or blind keying applications, as well as works in a gloved environments. In comparison, the width of a CN3 numeric is ~3/8" (9mm).

- CN3e Only Supports an "Extended" Battery Pack

Given the innovative design of Intermec's "extended" battery pack option for the CN3 (only .2" thicker than the standard pack),customer demand has shown a definite preference for the extended power pack.   In addition, the mid-sized CN3e form factor ergonomics are well suited for offering an extended battery size. So, taking into consideration the current market demand for extended batteries and the CN3e's form factor, it was decided to offer an extended battery pack option only.

When to Propose the CN3e?

When qualifying your sales opportunity and accessing the needs of the end-user, if your customer indicates 'yes' to any of the questions outlined below, it is recommended that you propose the CN3e.

QUESTION	CN3	CN3e
Do you workers "blind" key enter data or perform extensive numeric entry?		√
Do your workers handle a great deal of product, heavy objects or have large hands?		√
Will your workers be gloved?		√
Would you classify the end users' working environment as extremely dusty?		√
Will your working environments introduce extended exposure to extreme temperature ranges?		√
Will your applications require a heavy use of the navigation keys on the device?		√
Are your users accustomed to a 10-Key keypad layout (traditional DSD with 7-8-9 at the top)?		√
Will the device need to be used on a fork truck?		√

However, please keep in mind there may be opportunities when a customer would benefit from both devices. Those opportunities that warrant offering the CN3e, as well as the CN3e would include:

QUESTION	CN3	CN3e
Does the customer have a pre-sales and DSD group?	√ **(presales)**	√ **(DSD)**
Does the customer have a merchandising and delivery group?	√ **(merchandising)**	√ **(delivery)**
Are there workers who rely on speech input versus barcode scanning or key entry?	√ **(speech input)**	√ **(barcode scanning or key entry)**