

70 Series Migration Guide

This document is designed to assist Sales Representatives in discussing the advantages of upgrading from existing Intermec Mobile Computers to the NEW 70 Series.

Field Mobile Devices: 700 Series, CK61, CN3 or CN3e, CN4 or CN4e

In Premise: CK31



Migration Guide for Intermec 70 Series from the 700 Series

Current Mobile Computer

700 Series: 74x, 75x, 76x

(EOB: Jan 2010)



700 Mono

700 Color

Current Customer Situation

- Current product is no longer in production and **service support to end in 2013**
- Interested in expanding **data capture beyond barcode scanning**
- Require **more system memory**
- Desire **platform integration** between field mobile apps and warehouse
- Need to **minimize deployment costs**
- Desire **proactive service monitoring**

70 Series Enhanced Feature vs. 700 Series

Single platform, VVGA display with **3 form factors and 2 keypad options each** (vs. 1 form factor and 2 keypads)

Windows Mobile 6.5 (vs. PocketPC or WM 2003) with TI 600 Mhz or 1 GHz **OMAP3** multi-engine processors (vs. Intel PXA Xscale 400 Mhz or prior)

5 Mxpl Color Camera w/ option for Camera & Scanner Combo (vs. no camera)

EA30 2D Area Imager/Scanner with motion tolerance and angled scanner (vs. 1D laser/ 1D linear imager or 2D EA11 imager)

GPS and Accelerometer (vs. no GPS or accelerometer)

Increased Memory 512MB RAM, 1GB Flash (vs 128MB RAM, 64MB Flash)

More Rugged Design

8 ft MIL-STD drop/ 2,000 1-meter tumbles (vs 6 ft MIL-STD drop); improved water resistance IP67 (vs IP54); new Gorilla® glass touch panel and laser etched keypad (vs. elastomeric keypad)

3.5G WWANUMTS/HSUPA/Flexible Network Radio (Gobi 3000) (vs. EDGE or CDMA 1xRTT)

Scan-N-Go Device Provisioning over WWAN (not available on the 700 Series)

Device Health Monitoring (not available on the 700 Series)

CN70, CN70e and CK70 Total Benefit of Ownership

A total of 6 configuration options vs. 2 allow users to find the best fit design for their applications.

Latest Microsoft enterprise OS and TI processor offers the latest in power efficient architectures allowing you to expand application usage without impacting performance.

Camera /Scanner combo is *only* available on the 70 Series. Scan, and easily capture photos to verify task completion or implement *full page* document capture (eMDI) and reduce billing cycles from 2 weeks to 1 day.

25% faster scan performance with new Intermec EA30 2D scanner. Includes a high visibility aimer and motion tolerance. In addition, supports more symbologies over previous 1D technologies, future-proofing the investment.

The accelerometer can fully optimize power management practices. Can also trigger display rotation to support apps like signature capture, eliminating need to handoff or reposition device, which reduces transaction times.

More than 4X more memory, coupled with the multi-engine processor, allows for faster and more diverse application support.

25% higher drop, 50% tougher hardened touch panel, indestructible keypad design, and improved water sealing, make the 70 Series immune to typical field wear and tear, which eliminates the need for keypad replacement.

1.5X faster download *and* upload speeds allows for faster transfer of data intensive applications improving remote, real time 2-way data communications capabilities.

15X faster out of the box provisioning with the pre-licensed Scan-N-Go. Simply scan barcode to configure devices. Can now be completed via the WWAN, eliminating costs to ship units for centralized provisioning.

25-30% of service repairs are logged as no trouble found (NTF). On-board health monitoring provides insight into actual failure type, curtailing NTF incidents. Includes battery impedance tracking for intelligent battery management, avoiding premature replacement and extends life up to 50%.

Migration Guide for Intermec 70 Series from the CN3 or CN3e

Current Mobile Computer

CN3 or CN3e



Current Customer Situation

- Exploring refresh or **new, fully rugged field mobile** application deployment
- Interested in expanding **data capture beyond barcode** scanning
- Require **more system memory**
- Desire **platform integration** between field mobile apps and warehouse
- Need to **minimize deployment costs**
- Desire **proactive service monitoring**
- Concerned with **mature** product status

70 Series Enhanced Feature vs. CN3 or CN3e

Single platform, VGA display with **3 form factors and 2 keypad options each** (vs. 2 form factors with 2 keypads)

Windows Mobile 6.5 (vs. WM 5.0 /WM 6.1) with TI 600 Mhz or 1 GHz **OMAP3** multi-engine processors (vs. Intel PXA Xscale 520 Mhz)

5 Mxpl Camera w/ option for Camera & Scanner Combo (vs. 2 Mxpl Camera)

EA30 2D Area Imager/Scanner with motion tolerance and angled scanner (vs. EA11 2D)

Accelerometer
(not available on the CN3 or CN3e)

Increased Memory 512MB RAM, 1GB flash (vs. 128MB RAM, 256MB Flash)

More Rugged Design
8 ft MIL-STD drop/ 2,000 one meter tumbles (vs. 6 ft MIL-STD drop); improved water resistance IP67 (vs. IP54/ IP64); and new Gorilla® glass touch panel

3.5G WWANUMTS/HSUPA or Flexible Network Radio (Gobi 3000) (vs. EDGE or CDMA Rev 0)

Scan-N-Go Device Provisioning over WWAN
(available on the CN3 or CN3e but not pre-licensed or pre-loaded)

Device Health Monitoring (not available on the CN3 or CN3e)

CN70, CN70e and CK70 Total Benefit of Ownership

A total of 6 configuration options vs. 2 allow users to find the best fit design for their application.

Latest Microsoft enterprise OS and TI processor offers the latest in power efficient architectures allowing you to expand application usage without impacting performance.

Camera /Scanner combo is *only* available on the 70 Series. Scan, and easily capture photos to verify task completion or implement *full page* document capture (eMDI) and reduce billing cycles from 2 weeks to 1 day.

25% faster scan performance with new Intermec EA30 2D scanner. Includes a high visibility aimer and motion tolerance.

The accelerometer can fully optimize power management practices. Can also trigger display rotation to support apps like signature capture, eliminating need to handoff or reposition device, which reduces transaction times.

More than 4X the memory, coupled with the multi-engine processor, the 70 Series allows for faster and more diverse application support.

Over 20% smaller and lighter, with a 25% higher drop spec, improved water sealing, 50% tougher hardened touch panel and indestructible keypad design, the 70 Series is immune to typical field wear and tear.

1.5X faster download *and* upload speeds allows for faster transfer of data intensive applications improving remote, real time 2-way data communications capabilities.

15X faster out of the box provisioning with the pre-licensed Scan-N-Go. Simply scan barcode to configure devices. Can now be completed via the WWAN, eliminating costs to ship units for centralized provisioning.

25-30% of service repairs are logged as no trouble found (NTF). On-board health monitoring provides insight into actual failure type, curtailing NTF incidents. Includes battery impedance tracking for intelligent battery management , avoiding premature replacement and extends life up to 50%.

Migration Guide for Intermec 70 Series from the CN4 or CN4e

Current Mobile Computer

CN4 or CN4e



Current Customer Situation

- Exploring refresh or **new, fully rugged field mobile** application deployment
- Interested in expanding **data capture beyond barcode** scanning
- Require **more system memory**
- Desire **platform integration** between field mobile apps and warehouse
- Need to **minimize deployment costs**
- Desire **proactive service monitoring**
- Concerned with **mature** product status

70 Series Enhanced Feature vs. CN4 or CN4e

Single platform, VGA display with **3 form factors and 2 keypad options each** (vs. 2 form factors with 2 keypads)

Windows Mobile 6.5 (vs. WM 6.1) with TI 600 Mhz or 1 GHz **OMAP3** multi-engine processors (vs. PXA Xscale 520 Mhz)

5 Mxpl Camera w/ option for Camera & Scanner Combo (vs. 2 Mxpl Camera)

EA30 2D Area Imager/Scanner with motion tolerance and angled scanner (vs. EA11 2D or EA21 2D)

Accelerometer
(not available on the CN4 or CN4e)

Increased Memory 512MB RAM, 1GB flash (vs. 128MB RAM, 256MB Flash)

More Rugged Design
8 ft MIL-STD drop/ 2,000 one meter tumbles (vs. 6 ft MIL-STD drop); improved water resistance IP67 (vs. IP64); and new Gorilla® glass touch panel

3.5G WWANUMTS/HSUPA or Flexible Network Radio (Gobi 3000) (vs. UMTS or CDMA Rev A)

Scan-N-Go Device Provisioning over WWAN
(available on the CN4 or CN4e but not pre-licensed or pre-loaded)

Device Health Monitoring (not available on the CN4 or CN4e)

CN70, CN70e and CK70 Total Benefit of Ownership

A total of 6 configuration options vs. 2 allow users to find the best fit design for their application.

Latest Microsoft enterprise OS and TI processor offers the latest in power efficient architectures allowing you to expand application usage without impacting performance.

Camera /Scanner combo is *only* available on the 70 Series. Scan, and easily capture photos to verify task completion or implement *full page* document capture (eMDI) and reduce billing cycles from 2 weeks to 1 day.

25% faster scan performance with new Intermec EA30 2D scanner. Includes a high visibility aimer and motion tolerance.

The accelerometer can fully optimize power management practices. Can also trigger display rotation to support apps like signature capture, eliminating need to handoff or reposition device, which reduces transation times.

More than 4X more memory, coupled with the multi-engine processor, allows for faster and more diverse application support.

25% higher drop, 50% tougher hardened touch panel, indestructible keypad design, and improved water sealing, make the 70 Series immune to typical field wear and tear.

Faster download *and* upload speeds allows for faster transfer of data intensive applications improving remote, real time 2-way data communications capabilities.

15X faster out of the box provisioning with the pre-licensed Scan-N-Go. Simply scan barcode to configure devices. Can now be completed via the WWAN, eliminating costs to ship units for centralized provisioning.

25-30% of service repairs are logged as no trouble found (NTF). On-board health monitoring provides insight into actual failure type, curtailing NTF incidents. Includes battery impedance tracking for intelligent battery management, avoiding premature replacement and extends life up to 50%.

Migration Guide for Intermec 70 Series from CK31

Current Mobile Computer

CK31

(EOB: Dec 2010)



Current Customer Situation

- Product is no longer in production
- Warehouse refresh purchases have been postponed, ready for upgrade
- Considering process improvements, adding speech recognition applications, browser or custom client interface, 2-D barcodes
- Considering WLAN upgrade or expansion
- Need more robust WLAN performance
- Investing in process and qualitative improvements

70 Series Enhanced Features vs. CK31

Windows Mobile 6.5 (vs. CE 4.2) with TI 600 Mhz or 1 GHz **OMAP3** multi-engine processors (vs. Xscale 400 Mhz)

More Rugged Design

8 ft MIL-STD drop and 2,000 one meter tumbles (vs 6ft MIL-STD drop), and improved water resistance IP67 (vs. IP64)

Laser Etched Keypads (vs. elastomeric keypad)

5 MP Camera Option (not available on the CK31)

Increased Memory 512MB RAM, 1GB Flash (vs 64MB RAM, 64MB Flash)

Device Health Monitoring (not available on the CK31)

Accelerometer (not available on the CK31)

New WLAN “n” technology 802.11a/b/g/n (vs. 802.11a/b/g)

VGA (vs ¼ VGA) Display with Gorilla Glass® display construction

EA30 2D Area Imager/Scanner with Motion Tolerance (vs. EV10 Linear)

Enhanced ITE Capabilities (vs. TE2000)

Part of the 70 Series Platform (vs. a single product)

CK71 Total Benefit of Ownership

Latest Microsoft enterprise OS and TI processor offers the latest in power efficient architectures allowing more applications and improved productivity without impacting performance.

25% higher drop and improved water sealing, make the 70 Series immune to typical field wear and tear and ready for constant abuse.

Over 50% tougher, the 70 Series' indestructible keypad design lasts significantly longer than elastomeric keypad, withstands typical wear and eliminates need for keypad replacements.

Camera /Scanner combo is only available on the 70 Series. Can scan, as well as easily capture photos to verify task completion or damaged goods.

More than 4X the memory, coupled with the multi-engine processor, the 70 Series allows for faster and more diverse application support.

25-30% of service repairs are logged as no trouble found (NTF). On-board health monitoring provides insight into actual failure type, curtailing NTF incidents. Includes battery impedance tracking for intelligent battery management, avoiding premature replacement and extends life up to 50%.

The accelerometer fully optimizes power management practices. Can trigger display rotation.

802.11'n' improves connectivity and network performance in fringe or weak signal environments like warehouses where inventory is constantly changing.

50% tougher hardened touch panel, the bright, high resolution VGA is ideal for rich text and graphics applications.

25% faster scan performance with new Intermec EA30 2D scanner. Includes a high visibility aimer and motion tolerance. In addition, supports more symbologies over previous 1D technologies, future-proofing the investment.

Enhanced security features, better performance and improved power management.

A total for 4 different mobile computers have been developed from a single hardware and software architecture which allows companies to support a common application base in their warehouse as well as their field mobile applications.

Migration Guide for Intermec 70 Series from CK61

Current Mobile Computer

CK61

(EOB: July 2011)



Current Customer Situation

- Current Product is no longer in production and **service support to end in 2013**
- Interested in expanding **data capture beyond barcode** scanning
- Require **more system memory**
- Desire **platform integration** between field mobile apps and warehouse
- Need to **minimize deployment costs**
- Desire **proactive service monitoring**

70 Series Enhanced Feature vs. CK61

Single platform, VGA display with **3 form factors and 2 keypad options each** (vs. 2 form factors with 2 keypads)

Lighter in Weight (17 oz. vs, 25 oz) and more compact

Windows Mobile 6.5 (vs. PocketPC or WM 2003) with TI 600 Mhz or 1 GHz **OMAP3** multi-engine processors (vs. Intel PXA Xscale 520 Mhz)

5 Mxpl Color Camera w/ option for Camera & Scanner Combo (vs. no camera)

EA30 2D area imager/scanner with motion tolerance and angled scanner (vs. 1D laser/1D linear imager or 2D EA11 imager)

GPS and Accelerometer (vs. no GPS or accelerometer)

Increased memory 512MB RAM, 1GB Flash (vs 64 or 128MB RAM, 192 MB Flash)

More Rugged Design

8 ft MIL-STD drop/ 2,000 1-meter tumbles (vs 6 ft MIL-STD drop); improved water resistance IP67 (vs IP64); new Gorilla® glass touch panel

New WLAN “n” technology and 3.5G WWAN UMTS/HSUPA (vs. none on the CK61)

Scan-N-Go Device Provisioning over WWAN (not available on the CK61)

Device Health Monitoring (not available on the CK61)

CN70e Total Benefit of Ownership

A total of 6 configuration options vs. 2 allow users to find the best fit design for their application.

32% lighter, the 70 Series is the lightest and most rugged device in its class.

Latest Microsoft enterprise OS and TI processor offers the latest in power efficient architectures allowing you to expand application usage without impacting performance.

Camera /Scanner combo is only available on the 70 Series. Can scan, as well as easily capture photos to verify task completion or damaged goods.

25% faster scan performance with new Intermec EA30 2D scanner. Includes a high visibility aimer and motion tolerance. In addition, supports more symbologies over previous 1D technologies, future-proofing the investment.

GPS optimizes drive times, and the accelerometer can fully optimize power management practices. Can also trigger display rotation to supports apps like signature capture, eliminating need to handoff or reposition device and reduces transaction times.

More than 4X the memory, coupled with the multi-engine processor, the 70 Series allows for faster and more diverse application support.

25% higher drop, 50% tougher hardened touch panel, indestructible keypad design, and improved water sealing, make the 70 Series immune to typical field wear and tear.

Only on the 70 Series, 802.11n improves connectivity and network performance in fringe or weak signal environments. Additionally the WWAN capabilities support real time 2-way data communications while in the field.

15X faster out of the box provisioning with the pre-licensed Scan-N-Go. Simply scan barcode to configure devices. Can now be completed via the WWAN, eliminating costs to ship units for centralized provisioning.

25-30% of service repairs are logged as no trouble found (NTF). On-board health monitoring provides insight into actual failure type, curtailing NTF incidents. Includes battery impedance tracking for intelligent battery management, avoiding premature replacement and extends life up to 50%.