



SALES/REFERENCE MATERIALS

Partner Gateway:
<https://partnerportal.zebra.com>

WT6000 Product Home:
www.zebra.com/wt6000

RS6000 Product Home:
www.zebra.com/rs6000

RS5000 Product Home:
www.zebra.com/rs5000

RS4000 Product Home:
www.zebra.com/rs4000

HS3100/HS2100 Product Home:
www.zebra.com/hsheadsets

TekSpeech Pro 4 Product Home:
www.zebra.com/tsp4

Zebra Services:
www.zebra.com/us/en/services.html

Learning Portal:
<http://learning.zebra.com>

Solution Builder:
<https://solutionbuilder.zebra.com>

Developer Tools:
www.zebra.com/software

Ready-to-go enterprise applications for rapid deployment:
<http://mpe.zebra.com>

ZEBRA TOTAL WEARABLE SOLUTIONS

HELP YOUR CUSTOMERS TRANSFORM THEIR WAREHOUSE OPERATIONS WITH A NEW STANDARD IN WEARABLE TECHNOLOGY

Today's warehouse customers are forced to carry and ship more products, faster than ever — 83% of warehouse executives report an increase in the volume of items shipped, while 60% will also increase the number of items they carry!¹ To handle the extra load, 62% are adding more workers, 59% are focusing on automating their processes — and 45% are planning to use wearable computers to do so.¹ And with Zebra's new Total Wearable Solutions, you can offer your customer the perfect blend of enterprise-class wearable form and function. We've married Zebra's signature rugged design required in the warehouse with industry-leading ergonomics and human factors design to deliver extraordinary comfort, durability and workforce productivity. To ensure our Total Wearable Solutions are in a class of their own, we even address the change in the type of application your customers want to run on their wearable computers. By 2020, 51% are planning to implement multi-modal voice-picking apps that give workers more ways to collect and process data, such as barcode scanning and viewing data on the screen — an increase of 300% since 2015.¹ And with Zebra's TekSpeech Pro 4 running on a Total Wearable Solution, you can deliver next-generation multi-modal speech-directed solutions that have been proven to increase worker productivity by 15% and reduce errors by 39% over their 'voice-only' counterparts — effectively addressing the two largest issues your customers are facing today.²

KEY ADVANTAGES OF THE TOTAL WEARABLE SOLUTIONS:

Increase worker productivity by 15%

Zebra has everything your customers need to create a powerful hands-free picking solution that allows workers to pick more orders, more accurately per day. Multi-modal and speech-directed picking applications allow the user to focus on work, instead of a device. Zebra's hands-free wearable solutions improve user mobility, comfort and accuracy. The result? There is a 15% increase in worker productivity and a 39% reduction in errors versus voice-only solutions.²

Simplify deployments, management and operations with Android and Mobility DNA

Your warehouse customers can significantly lower training time by leveraging Android's modern, user-friendly OS — now fortified for the enterprise. Mobility DNA is the only platform that bonds a secure enterprise environment with the familiar, user-friendly experience of Android.

TekSpeech Pro 4: a new level of flexibility and performance for multi-modal speech-directed applications

No matter what functions your customers want to integrate, TekSpeech Pro 4 provides the flexibility to do it — from voice-only to voice plus all the additional

modes available on the WT6000 Wearable Computer — such as the ability to read instructions or confirm information on a display, enter information on a keyboard, or scan barcodes with the addition of a ring scanner. Comprehensive, best-in-class application development tools provide everything needed to create rich multi-modal speech workflows, from script development to integration with backend systems. And the new voice recognition client is better and faster than ever.

Lower backroom complexity with an all-in-one cradle system and common/swappable batteries

Zebra's unparalleled ShareCradle system brings a new level of simplicity to device management. Now you can charge your WT6000 wearable computer and RS6000 ring scanner in a single modular cradle, without removing the batteries. And the WT6000 and RS6000 share a common battery, greatly simplifying battery management.

Build it your way

Zebra's Total Wearable Solutions include a Bluetooth 1D/2D ring scanner, corded 1D and 1D/2D ring scanners, corded and cordless headsets — allowing you to customize the right solution for your customer's applications, performance needs and budget.

¹ Zebra 2020 Warehouse Vision Study

² Multi-modal Picking Usability Testing - E-Commerce; United States Ergonomics; July 31, 2015

ZEBRA GLOBAL SERVICES

When your customer purchases Zebra Technologies' exceptional services, everyone benefits. The size of the sale is increased. And there's no better way to give your customers total service peace of mind, with protection for their investment from day one.

Zebra OneCare Essential

Covers normal wear and tear and Comprehensive Coverage; Depot repair with 3-day in-house turnaround time; provides full access to technical support resources and software releases. Available for WT6000, RS6000, RS5000 and RS4000 devices.

Zebra OneCare Select

Builds on OneCare Essential, offering advanced replacement of devices needing repair; service dashboard; 24/7 Level one support and more. Available for WT6000, RS6000, RS5000 and RS4000 devices.

Please refer to [Solution Builder](#) for the most up-to-date information, including global pricing and available service options.

QUALIFYING SALES QUESTIONS













Note that the following questions are referring to Zebra's Total Wearable Solutions — and not one of the products referenced in this battlecard, such as the WT6000 alone. The solution includes the WT6000, RS6000, RS5000, RS4000, HS3100 and HS2100 headsets and TekSpeech Pro 4.

- If you could increase worker productivity by 15% with your present workforce, how would that impact your business?
- Are you feeling competitive pressure to deliver goods faster?
- If you could reduce errors by 39%, how much would your business save in shipping and transaction costs?

Mobility DNA: Know More, Do More, Control More.

Zebra's Mobility DNA is the only platform to bond a secure enterprise environment with the familiar, user-friendly experience of Android OS. Workers have the ability to do more. Enterprises gain peace of mind with deeper visibility and true mobility control over devices, operations and workflows. Everything works better, and it's all simplified securely under your customer's control. For more information on supported Mobility DNA features, please visit: <https://developer.zebra.com/mobilitydna>




Mobility DNA Features Supported in the WT6000

Feature	Benefits	Licensing
Utilities		
 All-touch Terminal Emulation	Lets your customers easily convert all of their existing "green screen" Terminal Emulation (TE) apps into HTML5 intuitive all-touch apps that run on the WT6000 or other Zebra Android mobile computers — without making any modifications to the host or writing any code.	Free Pre-installed Pre-licensed
 Enterprise Home Screen	Ensures that enterprise devices are utilized only for work. Your customer can create single-purpose devices that run only one application or define which applications and features are available to users on multifunction devices.	Free Pre-installed No licensing required
 PowerPrecision+	Provides the ultimate in battery management data, enabling IT to collect real-time battery metrics to prevent unplanned downtime due to a dead or unhealthy battery.	Application is free and pre-installed ³
Development Tools		
 Mobility Extensions (Mx)	Adds a layer of features that make Android a more robust enterprise-class OS.	Free Pre-installed Pre-licensed
 EMDK for Android	Enables your customers to take full advantage of the purpose-built capabilities that the WT6000 has to offer. Includes a comprehensive set of APIs and sample code.	Free Pre-installed Pre-licensed
 StageNow	The easy way to stage a handful or hundreds of WT6000 devices with a quick scan of a barcode or tap on an NFC tag.	Free Pre-installed Pre-licensed
 Enterprise Browser	Enables developers to build feature-rich web applications that integrate seamlessly with the features in Zebra mobile computers and peripherals.	Pre-installed Not pre-licensed Purchase required
Applications		
 App Gallery	The best way for enterprise mobile computer users to discover, purchase, deploy and update enterprise apps.	Free Pre-installed Pre-licensed
 Data Wedge	Makes it possible to fetch barcode data from within an Enterprise Browser application without using the Enterprise Browser API.	Free Pre-installed No licensing required
 TekSpeech Pro 4	Takes speech-directed applications to the next level with world-class, speaker-independent speech recognition and the freedom of choice of devices, accessories, application functions, and backend systems.	Purchase required Not pre-licensed Not pre-installed
 Workforce Connect PTT Express	Enables instant PTT group calling between Zebra mobile computers, two-way radios* and more over your customer's existing Wi-Fi network. (* Requires RadioLink Express)	Free Pre-installed Pre-licensed
 Workforce Connect PTT Pro	Secure and robust cloud-based solution enables users to communicate one-to-one and one-to-many over Wi-Fi and/or cellular networks.	Purchase required Not pre-licensed Not pre-installed

³ An application is provided on the WT6000 that shows the device's battery information; customers can also use their MDM to import battery information via the AP.

A Versatile Ring Scanner Family

Three different ring scanners let you present the product that will meet your customer's budget and maximize worker productivity in each of your customer's applications. The chart below helps you understand the key differences between each model.

	Zebra RS6000	Zebra RS5000	Zebra RS4000
	2-finger 1D/2D Bluetooth cordless premium ring scanner	1-finger 1D/2D corded ring scanner	1-finger 1D corded ring scanner
			
Supported Terminals			
WT6000	●	●*	●
WT41N0	●	●*	
Zebra Mobile Computers	●		
System			
Corded		●	●
Cordless	●		
Size	74 mm L x 54 W mm x 33 mm D (two fingers)	51.5 mm L x 32 mm W x 27.5 mm D (one finger)	48 mm L x 36 mm W x 48 mm D (one finger)
Line-of-Sight Programmable Color LEDs	●		
Data Capture			
1D Laser			●
1D/2D Imager	●	●	
PRZM	●	●	
Sensor Resolution	1280 x 960 pixels	1280 x 800 pixels	N/A
Scanning Range	2 in. to 7.5 ft./5 cm to 2.3 m	Near contact to over 25 in./63.5 cm	Near contact to 15 ft./4.5 m.
Picklist Support	●		
Manual Trigger	●	●	●
Automatic Trigger Mode	●		
Rugged Design			
Drop Spec	● 6 ft./1.8 m drops over op. temp. range	● Multiple 4 ft./1.2 m drops to concrete between -20° to 50° C	
Tumble Spec	●	●	
Sealing	IP65	IP65	IP54
Freezer Operation	●	●	●

* NOTE: there are separate RS5000 SKUs for the WT6000 and the WT41N0 Wearable Computers.

WT6000 Wearable Computer

THE NEXT GENERATION IN INDUSTRIAL WEARABLE COMPUTERS BRINGS UNPARALLELED COMFORT TO HANDS-FREE MOBILITY









Wearable computers give workers the hands-free mobility they need to boost productivity to a new level. But workers find today's enterprise-class wearables heavy — until now. The WT6000 rugged wearable computer sets a new standard for enterprise-class wearability. It's smaller and lighter than other wearables on the market. Your customers get Android's familiarity and ease of use; an incredible new mounting system that fits comfortably on every worker; industrial rugged design; and many advanced features that simplify the way wearable technology is configured, used and managed.

WT6000 Key Attack Points

WT6000 Advantage	Why it Matters
Only device in its class with Android	Gives workers a modern application experience that they actually enjoy using. Graphical and intuitive Android apps boost productivity, while also reducing employee training time.
Groundbreaking new mounting system: best-in-class closure system	We've replaced the standard velcro mount with a best-in-class closure system found in over 25 million products around the world. With micro-adjustability, workers can get a perfect fit, customized to their arm in seconds — all with just the simple turn of a knob.
Best processing power and memory specs in its class	With a Quad-Core 1 GHz processor and 4GB Flash/1 GB RAM, the WT6000 offers the most powerful wearable computing platform on the market.
Only device in its class with 802.11ac for fastest Wi-Fi performance	802.11ac gives your customers the fastest wireless Wi-Fi connections possible. If your customers aren't using 802.11ac today, the WT6000 offers a future-proof platform that's ready when they migrate their warehouse to 802.11ac.
Only device in its class with Bluetooth 4.x and Class 1 Bluetooth	The WT6000 is the only wearable computer that supports Bluetooth 4.0 (Low Energy) and Class 1 Bluetooth, for lightning fast communication, longer range (up to 300 feet) and maximum energy efficiency.
Only wearable computer to offer an all-in-one cradle system	Your customers no longer have to manage different cradles and power supplies for their wearable solution: both the WT6000 and RS6000 ring scanner can charge in a single modular cradle.
Only wearable computer that makes it easy to transform legacy Terminal Emulation "Green Screens" to All-touch TE Screens	Zebra's All-touch TE is pre-loaded and pre-licensed, allowing your customers to give the front end of their Terminal Emulation apps an intuitive touch interface — right out of the box. No coding or host modifications are required.
Supports TekSpeech Pro 4 for fast development of leading multi-modal speech-directed solutions	Zebra has everything your customers need to create a powerful hands-free picking solution that allows workers to pick more orders, more accurately, every day. With TekSpeech Pro 4, your customers can quickly and easily create a next-generation multi-modal speech-directed picking application that marries speech with all the data capture capabilities of the Total Wearable Solutions.
Tap-to-Pair creates a Zebra Total Wearable Solution in seconds	Integrated NFC allows users to just tap the Bluetooth RS6000 ring scanner or HS3100 headset on the WT6000 to pair — no more scanning barcodes, manually configuring devices for discovery or accidentally pairing another nearby device.
Rugged design with lowest temperature rating in its class for freezer use	The WT6000 is more than ready for your customer's toughest environments: dustproof, sprayproof, built to handle the subzero temperatures in the freezer, as well as 1,000 tumbles. And, it offers the lowest operating temperature spec in its class.

COMPETITIVE ANALYSIS: WT6000 WEARABLE COMPUTER

Note that cells that are shaded blue represent the highest specification for that specific criteria.

	Zebra WT6000	Honeywell 70e Black	Honeywell A700 Talkman	General Scan WT1000	Eurotech Zypad WL1500	Eurotech Zypad WL11XX	Eurotech Zypad WR11XX
							
Ergonomic Design							
Size	121 mm L x 89 mm W x 20 mm D	134 mm L x 73 mm W x 18 mm D	136 mm L x 66 mm W x 43 mm D	128 mm L x 79 mm W x 20 mm D	Not specified	125 mm L x 85 mm W x 65 mm D	Not specified
Weight	8.7 oz./245 g with battery	7.2 oz./204 g	9.5 oz./269 g	9.7 oz. 275 g (plus smartphone)	15.9 oz./450 g	10.2 oz./290 g	22.7 oz./645 g
Fully Customizable Mounting System	Yes	No	No	No	No	No	No
Platform							
Operating System	Android 5.1 with Mobility DNA and Mx	WEHH 6.5 and Android 4.0	Windows CE 7.0	Compatible with Android smartphones	Windows CE 6.0	Windows CE 6.0 or Linux	Linux
Processor	Quad-Core 1 GHz	Single Core 1 GHz	500 MHz	N/A	PXA 320	400 MHz	416 MHz
Memory	1 GB RAM; 4 GB Flash	512 MB RAM; 1 GB Flash	256 MB RAM/ 512 MB Flash	N/A	128 MB RAM/128 MB Flash	128 MB RAM/128 MB Flash	256 MB RAM/ 128 MB Flash
Display	3.2 in. WVGA (800 x 480)	4.3 in. WVGA (800 x 480)	No	User's Android smartphone	3.5 in. QVGA (320 x 240)	3.5 in. QVGA (320 x 240)	3.5 in. VGA (640 x 480)
Device Pairing	NFC tap to pair; Bluetooth scan to pair	No	NFC tap to pair	No	No	No	No
Communications							
WWAN	No	No	No	N/A	3.5G (CDMA optional)	No	GPRS Module
WLAN	802.11a/b/g/n/ac	802.11 a/b/g/n	802.11a/b/g/n	N/A	802.11b/g	802.11b/g	802.11 b/g
WPAN	Bluetooth 4.1 (BT Smart Technology); Class 1 and Class 2	Bluetooth 2.1 Class 2 only	Bluetooth 2.1 Class 2 only	Bluetooth 3.0	Bluetooth, Zigbee	Bluetooth, Zigbee	Bluetooth, Zigbee
Rugged Design							
Drop, Tumble, and Sealing Specifications	Multiple 4 ft./1.2 m drops to concrete across temp. range 1,000 tumbles @ 0.5 m IP65	4 ft./1.2 m drop to concrete across temp. range 1,000 tumbles @ 0.5 m IP54	24 drops at 5 ft./1.5 m to steel No IP67	6 ft./1.8 m (shorter spec for smartphone) No No	No No IP54	No No IP54 rubber case accessory	Up to 4 ft./1.2 m drop to concrete No No
Operating Temp.	-22°F to 122° F/ -30°C to 50°C	-4°F to 122°F/ -20° to 50°C	-4°F to 122°F/ -20° to 50°C	-13°F to 131°F/ -25 °C to +55 °C	-4°F to +122°F/ -20°C to +50°C	14°F to 122°F/ -10°C to +50°C	-4° to 140° F/ -20° to 60°C
Gorilla Glass	Yes	Yes	N/A	N/A	No	No	No
Management							
All-in-One Cradle System	Yes	No	No	No	No	No	No

NOTES: Competitive information in this chart was obtained from publicly available information. N/A: Not applicable Unknown: Information is not available.

RS6000 ‘Two-Finger’ Bluetooth Ring Scanner

THE INDUSTRY’S MOST ADVANCED, MOST RUGGED BLUETOOTH RING SCANNER



With Zebra’s RS6000 ‘two-finger’ Bluetooth ring scanner, you can give your warehouse customers the superior technology they need to take productivity and accuracy to the next level. The RS6000 is Zebra’s most rugged ring scanner, built to deliver reliable operation in the warehouse, out on the loading dock or in the freezer.

Workers can scan faster and almost four times farther than competitive wearable scanners. And your customers get up to five times the battery power of competitive devices, along with instant pairing and a mode that eliminates Wi-Fi interference for fast, easy and hassle-free deployment of Bluetooth devices.

RS6000 Key Attack Points

RS6000 Advantage	Why it Matters
Zebra’s most rugged ring scanner	Offers industry-leading rugged specifications: multiple 6 ft./1.8 m drops, tumble rating and IP65 sealing. And, the RS6000’s patented Monocoque unibody housing provides the structural stability required to handle the twisting that’s common during a fall or bump.
Only ring scanner with multi-color Line-of-Sight LED	Improves task speed: workers can instantly verify scan completion with programmable LED lights that are in the user’s direct line-of-sight during scanning activities.
Best scanning range in its class	With the ability to capture 1D and 2D barcodes from 2 to 90 inches away, the RS6000 can scan more than four times farther than other ring scanners. Productivity increases since workers spend less time repositioning for a successful scan.
Unmatched scanning performance	PRZM Intelligent Imaging technology — Zebra’s most advanced imaging technology — enables lightning fast capture of any 1D or 2D barcode. Advanced scanning algorithms enable the capture of barcodes in virtually any condition, eliminating time-consuming exceptions.
Only device in its class with Bluetooth 4.x	Provides the fastest and most power-efficient version of Bluetooth yet.
Only ring scanner to allow users to switch between Bluetooth Class 1 and Class 2	The RS6000 is the only ring scanner that supports both Class 1 and Class 2 Bluetooth, which provides up to 300 ft./91.44 m of Bluetooth range.
Only solution to offer Bluetooth with Wi-Fi friendly mode	Eliminates the Wi-Fi wireless interference that Bluetooth devices can create, allowing your customers to give their workers worry-free advanced scanning and cordless freedom.
Fast and simple deployment with NFC-based tap-to-pair	With integrated NFC, it just takes a tap to pair the RS6000 with the WT6000 at the start of every shift — allowing workers to go from clock-in to scanning in no time.
Offers sensor technology for automatic triggerless operation	The RS6000 can be configured with a manual trigger or can operate in triggerless mode using the integrated Proximity Sensor and accelerometer. In triggerless mode, the RS6000 can be mounted on the fingers or in a back-of-the-hand glove, while the trigger-operated two-finger mount puts users in charge of when to scan.
Only ring scanner to offer both beeper and vibration notifications	Improves productivity by ensuring that workers are aware of errors or exceptions, no matter how noisy the environment may be.
Offers up to five times the battery life of competitive devices: up to 70,000+ scans per charge	Zebra’s high performance PowerPrecision+ battery delivers extraordinary battery life — up to 70,000+ scans per charge.

RS5000 ‘Single Finger’ Corded 1D/2D Ring Scanner

COST-EFFECTIVE, HIGH-PERFORMANCE HANDS-FREE 1D AND 2D SCANNING



With the corded single-finger RS5000 1D/2D ring scanner, your customers can maximize productivity in the warehouse, distribution center and manufacturing plant. With PRZM Intelligent Imaging technology, the RS5000 can capture virtually any barcode at lightning speed with point-and-shoot simplicity — including poorly printed and damaged barcodes. The lightweight scanner is perfectly balanced for optimal comfort and can be worn on a single finger on either hand, allowing workers to handle materials with both hands. And the rugged scanner has been built for challenging environments: workers can use it in the freezer, spray water on it, drop it onto concrete — and still expect reliable operation.

RS5000 Key Attack Points

RS5000 Advantage	Why it Matters
Unmatched scanning performance	PRZM Intelligent Imaging technology — Zebra’s most advanced imaging technology — enables lightning fast capture of any 1D or 2D barcode. Advanced scanning algorithms enable the capture of barcodes in virtually any condition, eliminating time-consuming exceptions.
Best scanning range in its class	With the ability to capture 1D and 2D barcodes from near contact to over 25 in./63.5 cm. away, the RS5000 can scan more than 50 percent farther than the Honeywell 8670. Productivity increases with the RS5000, since workers spend less time repositioning for a successful scan.
Lightweight	This lightweight, perfectly-balanced little scanner is worn on a single finger on either hand, leaving both hands free to handle materials
Supports sub-zero freezer operation	Designed for subzero environments, the RS5000 can be used in warehouse aisles and in the freezer. It supports temperatures down to -22°F/-30°C (compared to -4°F/-20°C for the Honeywell 8670). And, the RS5000 can withstand multiple 4 ft./1.2 m drops across the entire operating temperature range — a must for freezer use.
Rugged: built for challenging warehouse and manufacturing environments	The RS5000 has been subjected to Zebra’s punishing tumble test to simulate the real-life tumbling that occurs after a drop. Even after 1,000 consecutive half-meter bumps, the RS5000 delivers reliable operation. And with its IP65 sealing, this rugged scanner is dust-proof and spray-proof.
Ambidextrous operation	With the convenient swivel feature, workers can easily switch between right and left-handed operation on the fly, allowing users to choose the hand that is most comfortable — and switch hands in seconds.

RS4000 ‘Single-Finger’ 1D Ring Scanner

POWERFUL HANDS-FREE 1D SCANNING










When your customers put the small and lightweight single-finger RS4000 1D ring scanner on the fingers of workers who are using Zebra’s WT6000 wearable mobile computer, those workers are free to keep their hands and eyes on the items they are handling. The result? Worker productivity increases. And a split-second press of the RS4000 trigger verifies task accuracy and provides the real-time inventory visibility needed to eliminate out-of-stocks.

RS4000 Key Attack Points

RS4000 Advantage	Why it Matters
Increases productivity with a wide working range	Zebra’s patented Adaptive Scanning technology allows workers to capture barcodes from near contact to 15 ft./4.5 m. Productivity increases since workers spend less time repositioning for a successful scan.
Captures virtually any 1D barcode in practically any condition	With Zebra’s advanced scanning algorithms, workers can capture scratched, dirty, damaged and poorly printed barcodes, first time, every time – eliminating time-consuming exceptions.
A bright scan line	The easy to see scan line ensures easy aiming for first-time capture of barcodes in virtually any lighting condition. And with an oversize LED light, users can easily see when a scan is successful.
Two modes: manual trigger or continuous scan	Workers can either press the RS4000’s trigger button once to scan a single barcode or keep the trigger depressed to continuously scan barcodes.
Convenient swivel feature	Workers can easily switch the RS4000 from right to left handed operation.
A patented liquid polymer scan element with a lifetime warranty	Friction and wear are eliminated, maximizing uptime and worker productivity, along with a low total cost of ownership.
Diecast zinc scan engine chassis, single board construction and scan engine isolation	Superior impact protection for the scan engine improves reliability in the event of a drop.
Cable wear beads	The areas of the cable most vulnerable to wear and tear are protected to help keep your customer’s RS4000 ring scanners looking like new.
Delivers full shift power	The RS4000 draws very little power from the wearable mobile computer, preserving plenty of power for full shift operation on a single charge.
Supports Reduced Space Symbology (RSS)	A broad range of scanning capabilities provides future-proofing, increasing your customer’s investment protection.

COMPETITIVE ANALYSIS: HONEYWELL RING SCANNERS








Note that cells that are shaded blue represent the highest specification for that specific criteria.

					RS6000/RS4000 Competitors		RS5000 Competitor
	Zebra RS6000	Zebra RS5000	Zebra RS4000	Zebra RS507	Honeywell 8600/8650	Honeywell 8620	Honeywell 8670
							
System							
Size	74 mm L x 54 W mm x 33 mm D	51.5 mm L x 32 mm W x 27.5 mm D	48 mm L x 36 mm W x 48 mm D	74 mm L x 53 mm W x 29 mm D	48 mm L x 28 mm W x 33 mm D	50 mm L x 30 mm W x 30 mm D	Ring Imager: 50 mm x 30 mm x 30 mm (also need to wear BT Module)
Weight	6.46 oz./183 g (with trigger)	WT6000 short cable version: 2.7 oz./76 g	2.0 oz./56.7 g	4.8 oz./134.8 g (with trigger)	4.8 oz./136 g	2.5 oz./ 71 g	4.8 oz./ 136 g
Bluetooth	BT 4.0 with BLE, Class 1 and 2	No (corded only)	No (corded only)	BT 2.1, Class 2	BT 2.0, Class 1 (8650 only)	No (corded only)	BT 2.1, Class 2
Wi-Fi Friendly Bluetooth	Yes (no interference)	No	No	No	No	No	No
Battery	3350mAh Power Precision	N/A	N/A	Standard: Li-Ion 970mAh Extended: Li-Ion 1940mAh	Li-Ion 750mAh	N/A	Li-Ion 750mAh
Battery Life	20-40 hours	N/A	N/A	10-20 hours	8-12 hours	N/A	10 hours typical
Notification	Beeper, LEDs and Vibration	LEDs	LEDs	Beeper	No (terminal only)	No (terminal only)	Beeper, LEDs and Vibration
Line-of-Sight Programmable Color LEDs	Yes	No	No	No	No	No	No
Automatic Triggering Mode	Yes (Proximity sensor)	No	No	Yes (Proximity sensor)	No	No	No
Device Pairing	NFC tap to pair, barcode scan	N/A	N/A	Barcode scan for pairing	Barcode scan for pairing	N/A	Barcode scan for pairing
Data Capture							
Barcode Types	1D/2D	1D/2D	1D	1D/2D	1D/2D	1D/2D	1D/2D
Sensor Resolution	1280 x 960 pixels	1280 x 800 pixels	N/A	752 x 480 pixels	Unknown	838 x 640 pixels	844 x 640 pixels
Scanning Range	2 in. to 7.5 ft./ 5 cm to 2.3 m	Near contact to over 25 in./63.5 cm	Near contact to 15 ft./4.5 m	2 in. to 40 in./ 5 cm to 102 cm	Up to 45 in./114 cm (1D); up to 21 in./ 53 cm (1D/2D)	Up to 16 in./ 41 cm	Up to 16 in./ 41 cm
Rugged Design							
Drop Spec	Multiple 6 ft./1.8 m drops to concrete over op. temp. range	Multiple 4 ft./1.2 m drops to concrete between -20° to 50° C	No	Multiple 6 ft./1.8 m drops to concrete over op. temp. range	4 ft./1.2 m drops to concrete	4 ft./1.2 m drops to concrete	5 ft./1.5 m drops to concrete over op. temp. range
Tumble Spec	1,000 tumbles @ 0.5 m	1,000 tumbles @ 0.5 m	No	No	No	1,000 tumbles @ 0.5 m	No
Sealing	IP65	IP65	IP54	IP54	IP54	IP54	IP54
Operating Temp.	-22°F to 122°F/ -30°C to 50°C	-22°F to 122°F/ -30°C to 50°C	-22° to 122° F/ -30° to 50° C	-4° to 131° F/ -20° to 55° C	-4° to 122°F/ -20° to 50°C	-4° to 122°F/ -20° to 50°C	-4° to 122°F/ -20° to 50°C

NOTES: Competitive information in this chart was obtained from publicly available information. N/A: Not applicable Unknown: Information is not available.

COMPETITIVE ANALYSIS: GENERAL SCAN AND KOAMTAC RING SCANNERS

Note that cells that are shaded blue represent the highest specification for that specific criteria.

	RS6000/RS4000 Competitors						
	Zebra RS6000	Zebra RS5000	Zebra RS4000	Zebra RS507	General Scan GS-R1000BT*	Koamtac KDC200/ KDC250	Koamtac KDC350
							
System							
Size	74 mm L x 54 W mm x 33 mm D	51.5 mm L x 32 mm W x 27.5 mm D	48 mm L x 36 mm W x 48 mm D	74 mm L x 53 mm W x 29 mm D	51 mm L x 39 mm W x 43 mm H	35 mm L x 62 mm W x 15 mm D	43 mm L x 94 mm W x 24 mm D
Weight	6.46 oz./183 g (with trigger)	WT6000 short cable version: 2.7 oz./76 g	2.0 oz./56.7 g	4.8 oz./134.8 g (with trigger)	1.8 oz./50 g	2.0 oz/57 g (250)	3.0 oz/85 g
Bluetooth	BT 4.0 with BLE, Class 1 and 2	No (corded only)	No (corded only)	BT 2.1, Class 2	BT 3.0	BT 2.1, Class 2	BT 2.1, Class 2; (optional 802.11b/g/n)
Wi-Fi Friendly Bluetooth	Yes (no interference)	No	No	No	No	No	No
Battery	3350mAh Power Precision	N/A	N/A	Standard: Li-Ion 970mAh Extended: Li-Ion 1940mAh	320 mAh	200: Lithium-Polymer 190mAh 250: Li-ion, 650mAh	Li-ion, 1200mAh
Battery Life	20-40 hours	N/A	N/A	10-20 hours	8 hours	Not specified	Not specified
Notification	Beeper, LEDs and Vibration	LEDs	LEDs	Beeper	No (terminal only)	OLED display	OLED display
Line-of-Sight Programmable Color LEDs	Yes	No	No	No	No	No	No
Automatic Triggering Mode	Yes (Proximity sensor)	No	No	Yes (Proximity sensor)	No	No	No
Device Pairing	NFC tap to pair, barcode scan	N/A	N/A	Barcode scan for pairing	Bluetooth 3.0 pairing	N/A	Optional: NFC tap to pair
Data Capture							
Barcode Types	1D/2D	1D/2D	1D	1D/2D	1D	1D laser	1D/2D
Sensor Resolution	1280 x 960 pixels	1280 x 800 pixels	N/A	752 x 480 pixels	N/A	N/A	Unknown
Scanning Range	2 in. to 7.5 ft./ 5 cm to 2.3 m	Near contact to over 25 in./63.5 cm	Near contact to 15 ft./4.5 m	2 in. to 40 in./ 5 cm to 102 cm	Unknown	Unknown	Unknown
Rugged Design							
Drop Spec	Multiple 6 ft./1.8 m drops to concrete over op. temp. range	Multiple 4 ft./1.2 m drops to concrete between -20° to 50° C	No	Multiple 6 ft./1.8 m drops to concrete over op. temp. range	No	4 feet/1.2 m with rubber case	5 ft./1.5 m
Tumble Spec	1,000 tumbles @ 0.5 m	1,000 tumbles @ 0.5 m	No	No	No	No	No
Sealing	IP65	IP65	IP54	IP54	No	No	IP65
Operating Temp.	-22°F to 122°F/ -30°C to 50°C	-22°F to 122°F/ -30°C to 50°C	-22° to 122° F/ -30° to 50° C	-4° to 131° F/ -20° to 55° C	14° to 140° F/ -10° to 60° C	32°F to 113°F/ 0°C to 45°C	-4°F to 122°F/ -20°C to 50°C

NOTES: Competitive information in this chart was obtained from publicly available information. N/A: Not applicable Unknown: Information is not available.



HS3100 and HS2100 Headsets

RUGGED BLUETOOTH AND CORDED HD VOICE HEADSETS FOR THE MOST DEMANDING INDUSTRIAL ENVIRONMENTS

With the growing complexity in warehouse processes, there's a growing interest in voice-directed applications that can simplify tasks by giving workers verbal instructions. In fact, 72% of logistics professionals expect to use speech-directed picking by 2020, up from just 30% in 2015.⁴ If your customers are deploying speech-directed picking and other applications in their warehouse, they need the right audio and headset technology. The new HS3100 Bluetooth and HS2100 corded rugged headsets have been engineered for exceptional audio clarity with improved noise cancellation and HD voice. Add in a superior battery for Bluetooth models, industrial rugged design with exceptional comfort and your customers have the right solution to get the most value from their speech-directed applications.






HS3100/HS2100 Key Attack Points

HS3100/ HS2100 Advantage	Why it Matters
Superior noise cancellation technology	Warehouses and distribution centers are noisy places, with conveyors, forklifts and other loud machinery always in the background. That's why the HS3100 Bluetooth and HS2100 corded headsets offer superior noise cancellation technology — effectively eliminating background noise to protect productivity. There is no need to repeat information, even in the noisiest environments.
Superior audio clarity for voice-directed applications with HD voice	Support for HD Voice, also known as Wide Band audio, provides superior voice quality and clarity on the HS3100 and HS2100. The result is a rich and natural sounding voice with a dramatic improvement in clarity — bringing a new level of accuracy to speech-directed picking.
Most rugged headsets in their class	With IP67 sealing, a 6 ft./1.8 m drop spec, and an industry-only tumble spec, the HS3100 and HS2100 headsets offer the rugged, industrial design your customers need to protect their investment and lower the total cost of ownership.
Lightest industrial headsets on the market	At 3.5 oz./98 g for the corded HS2100 and 4 oz./115 g for the Bluetooth HS3100, your customer's workers will barely feel these feather-weight headsets.
Only cordless headset in its class with hot-swappable battery	Users can instantly replace the HS3100 battery without having to re-pair to the host mobile computer.
Only headset in its class to offer customizable wearing styles	Users can choose their own wearing style for unmatched flexibility and comfort — over-the-head or behind the neck. Since the boom swivels 290°, workers using the over-the-head wearing style can easily switch between the right and left ear at any time.
Only headset in its class with tap-to-pair (HS3100)	Integrated NFC allows workers to instantly tap-to-pair the cordless HS3100 with the WT6000 at the start of every shift.

⁴ Warehouses Getting More Complex, Survey Says. The Wall Street Journal. 5/3/2016

COMPETITIVE ANALYSIS: HS3100 BLUETOOTH AND HS2100 CORDED HEADSETS

Note that cells that are shaded blue represent the highest specification for that specific criteria.

	Zebra HS3100	Zebra HS2100	Honeywell SRX2	Honeywell SR-20	Honeywell SR-30/31	Honeywell SR-35	Honeywell SR-40	Honeywell SL-14
								
Size								
Weight (with attachments)	4 oz./115 g	3.5 oz./98 g	6.8oz/194 g	3.9oz/ 110g	7.7oz/ 218 g	6.2oz/ 175g	9.6oz/ 272g	2.2oz/ 62g
Cordless Design								
Bluetooth	BT 3.0, Class 2	N/A (corded only)	Bluetooth v2.1	N/A (corded only)	N/A (corded only)	N/A (corded only)	N/A (corded only)	N/A (corded only)
NFC Tap-to-pair	Yes	N/A	No	N/A	N/A	N/A	N/A	N/A
Battery	Li-Ion 220 mAh, 3.6V with up to 15 hours of continuous speech	N/A	Lithium Ion (3.7V; 2.7WHr) Typically provides 10-20 hours of service	N/A	N/A	N/A	N/A	N/A
Hot-Swappable Battery	Yes	N/A	No	N/A	N/A	N/A	N/A	N/A
Rugged Design								
Sealing	IP67	IP67	IP54	IP67	IP68	IP67	IP67	IP64
Drop Spec	Multiple 6 ft. /1.8 m drops to concrete	Multiple 6 ft. /1.8 m drops to concrete	24 drops from 6 ft./1.8 m at min and max operating temperatures	15 drops from 7 ft./2.1 m at min and max operating temperatures	15 drops from 7 ft./ 2.1 m at min and max operating temperatures	15 drops from 7 ft./ 2.1 m at min and max operating temperatures	15 drops from 7 ft./ 2.1 m at min and max operating temperatures	15 drops from 7 ft./ 2.1 m at min and max operating temperatures
Tumble Spec	1,000 tumbles @ 0.5 m	1,000 tumbles @ 0.5 m	No	No	No	No	No	No
Operating Temp.	-22°F to 122°F/ -30°C to 50°C	-22°F to 122°F/ -30°C to 50°C	-22°F to 122°F/ -30°C to 50°C	-40°F to 122°F/ -40°C / 50°C	-40°F to 122°F/ -40°C / 50°C	-40°F to 122°F/ -40°C / 50°C	-40°F to 122°F/ -40°C / 50°C	-32°F to 122°F/ -0°C / 50°C
Freezer Certified	Yes	Yes	Yes	Yes	Yes	Yes	Yes	No
Audio								
HD Voice	Yes	Yes	No	No	No	Unknown	Unknown	Unknown
Noise Reduction Rating	10 dB	10 dB	10 dB	Unknown	5 dB	5 dB	7 dB	Unknown
Microphone	Sealed, Noise Cancelling	Sealed, Noise Cancelling	Sealed, Noise Cancelling	Sealed, Noise Cancelling	Sealed, Noise Cancelling	Sealed, Noise Cancelling	Sealed, Noise Cancelling	Sealed, Noise Cancelling

NOTES: Competitive information in this chart was obtained from publicly available information. N/A: Not applicable Unknown: Information is not available.



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