

OVERVIEW

RS6100 Bluetooth Wearable Scanner

Help your customers achieve maximum productivity gains from wearable scanning with the RS6100, Zebra's most powerful and versatile wearable scanner. It's small and practically weightless — less than half the size and weight of its predecessor. An advanced multi-focus scan engine captures 1D and 2D barcodes in virtually any condition at close range and up to 40 ft./12.2 m away. Five interchangeable wearing styles maximize user comfort and application flexibility. And with a rugged freezer-ready design, the RS6100 can be used anywhere — from warehouse aisles, freezers and coolers to out on the dock in rain, snow, blazing summer heat or subzero winter cold.



Features & Benefits

Top 3 Customer Messages

1 Superior ergonomics and versatility

- Small and practically weightless; just over two ounces and two cubic inches (less than half the size and weight of RS6000)
- Five interchangeable trigger options, worn on the finger, back of hand or lanyard
- The Enterprise Hand Mount accessory gives every hand a snug, comfortable and secure custom fit with a range of sizes for right and left hands
- Optional corded adapter for customers who prefer not to manage wearable scanner batteries
- Modular design — improve hygiene by purchasing a trigger assembly or fabric hand mount for each worker

2 Maximum power and performance

- SE55 1D/2D Advanced Range scan engine with IntelliFocus™ technology captures 1D and 2D barcodes at close range and on the top shelf of a rack 40 ft./12.2 m away; enables just about any use case
- Exclusive PRZM Intelligent Imaging technology captures barcodes in virtually any condition
- Green laser aimer is 7x brighter than a red aimer; ideal for long-distance aiming in all lighting conditions
- Removable, replaceable batteries — support back-to-back shifts; never need to return a scanner to the service depot for an aging or faulty battery

3 Rugged, freezer-ready design

- Use the RS6100 in freezers and coolers, out on the dock in the sweltering heat and subzero cold, rain and snow
- With the extended battery, the RS6100 can handle freezers and coolers (down to -30°C/-22°F), giving customers a lightweight, single-finger scanner for cold chain use cases
- IP65 sealing — dust-tight and can handle hose-downs
- 6 ft./1.8 m drop and 1,000 1.64 ft./0.5 m tumble specifications; drop tested across the entire temperature range
- Trigger rated for millions of actuations, instead of the competition's hundreds of thousands

Additional Differentiating Features

Programmable line-of-sight LEDs

Provide users with feedback to improve productivity and task accuracy — confirm successful scans, direct users through the fastest path to the right item and more

Minimize downtime with onsite replaceable parts

Remove and replace the trigger assembly to get a new trigger button, new charging contacts and a new vibration engine — without a trip to the service depot

High capacity chargers save time and money

Simplify backroom management; for example, charge 100 RS6100 ring scanners with just 5 multi-slot ShareCradles — instead of 100 USB charging cables

Easy and cost-effective to upgrade to the RS6100 — and manage a mixed RS6100/RS5100 deployment

Many RS5100 mounts, batteries and chargers work with RS6100; updated RS6100 accessories are compatible with the RS5100

What's New

The RS6100 is Zebra's most powerful and versatile wearable scanner, directly replacing the RS6000 Bluetooth Ring Scanner. Additionally, RS5100 customers may choose to migrate to the RS6100.

Key advancements over RS6000

Small and light, fits on one finger

RS6100 is less than half the size and weight of the RS6000 to improve worker comfort; fits on one finger to improve movement and dexterity

Advanced multi-focus scan engine

SE55 offers an extraordinary range, able to read barcodes from near contact to up to 40 ft./12.2 m away; increases read ranges on all barcodes for maximum use case versatility

Enterprise Hand Mount

Gives every hand a secure and comfortable custom fit with a range of sizes for right and left hands

New corded adapter

Connects to select Zebra mobile/wearable computers; eliminates the need to manage wearable scanner batteries

Key advancements over RS5100

Advanced multi-focus scan engine

SE55 offers an extraordinary range, able to read barcodes from near contact to up to 40 ft./12.2 m away; increases read ranges on all barcodes for maximum use case versatility

Freezer-ready option

With the extended battery, the RS6100 can handle freezers and coolers (down to -30°C/-22°F)

Shared batteries, trigger assemblies and mounts

Cost-effective to upgrade from the RS5100 or manage mixed deployments



Competitive Highlights

Following are the top competitive selling points for the three major competitive products. Complete competitive information can be found in the Selling Guide.

Honeywell 8675i



Inferior scan performance. Zebra's SE55 scan engine offers enhanced performance, better working ranges and faster trigger to beep than Honeywell's FlexRange. For example, the 8675i has 21% lower range for 100% UPC and 30% lower range for 100mil Code 39. In addition, 8675i has lower optical resolution — resulting in inferior performance when reading small, dense and damaged barcodes.

Lacks freezer support. With an operating temperature that only goes down to -4°F/-20°C, the 8675i cannot be operated reliably in freezers; customers will need to purchase and manage a different solution for their cold chain use cases.

Less rugged drop spec. While both the RS6100 and 8675i have a 6 ft./1.8 m drop spec, the RS6100's test is performed across the temperature range and the 8675i is performed at room temperature only. Testing across the temperature range is far more rigorous and better reflects real-world durability as brittle plastics can shatter in the cold and parts can expand in heat.

Only one battery option. With the 8675i, customers cannot choose standard and extended batteries to meet different needs.

No corded option. Honeywell does not offer a corded adapter for those customers who prefer not to manage wearable scanner batteries.

Inferior wearing options and customization. The 8675i lacks a double trigger option — there's no way to switch hands on the fly. There's no lanyard option. And Honeywell's glove comes in one size only, unlike the custom fit and multiple sizes available with Zebra's Enterprise Hand Mount.

ProGlove MARK 3



Glove only — no flexibility in wearing styles. ProGlove only offers one wearing style — back of hand with glove. And since the trigger is sewn into the glove, users cannot switch hands. By contrast, the RS6100 offers multiple wearing styles and can be worn with or without gloves, on a finger, back of hand or lanyard. Like ProGlove, Zebra's Enterprise Hand Mount provides a secure and custom fit — but with the RS6100, customers have the unique ability to switch wearing styles at any time to accommodate different user preferences or use cases.

Battery is NOT removable. MARK 3 has an integrated, non-removable battery. It cannot support back-to-back shifts, since the scanner must be taken out of operation to charge the battery. And when a battery is faulty or ages, the entire device must be sent in for service — forcing organizations to increase the size of their inventory pool of spare devices.

Lacks freezer support. With an operating temperature that only goes down to -4°F/-20°C, MARK 3 cannot be operated reliably in freezers; customers will need to purchase and manage a different solution for their cold chain use cases.

Less rugged. With lower sealing certification (IP54), MARK 3 offers less protection against dust and water. It lacks a tumble specification, which simulates the real-world impacts against shelves and conveyors. And its drop test is performed at room temperature only.

High recurring costs and electronic waste. The trigger and electronics are embedded into the glove and thrown away when the fabric glove wears out, resulting in high recurring costs and lots of electronic waste.

Lacks high density charging solution. ProGlove only offers a 2-slot scanner charger. That means a deployment of 1,000 scanners will require 500 charge cradles, each with a separate electrical outlet.

Generalscan 5520



Larger, bulkier form factor. The 5520 is more than 50% bigger in total mass than the RS6100 — 70 cm³ (5520) vs. 45 cm³ (RS6100). This larger size may impact worker comfort and suitable use cases.

Lacks freezer support. With an operating temperature that only goes down to +14°F/-10°C, the 5520 cannot be operated reliably in freezers. Customers will need to purchase and manage a different solution for their cold chain use cases.

Less rugged. As Generalscan does not publish a sealing specification for the 5520, it can be assumed it has less protection against dust and water. It has a less rugged drop specification — to 5 ft./1.5 m only.

No corded option. Generalscan does not offer a corded adapter for those customers who prefer not to manage wearable scanner batteries.

Older Bluetooth standard. The 5520 only supports up to Bluetooth 4.0, which lacks the power efficiency advancements of BT 5.x and may impact the 5520's battery cycle times.

Only one battery option. With the 5520, customers cannot choose standard and extended batteries to meet different needs.

Lacks high density charging solution. Generalscan only offers a 2-bay battery charger. That means a deployment of 1,000 scanners will require 500 chargers, each with a separate electrical outlet.

Qualifying Questions

Q Do you want to maximize workforce efficiency in some of the harshest environments?

A Wearable scanning frees both hands to pick items, handle large packages, pick up small parts and load a cart or truck. This freedom of movement means workers can safely scan a barcode without having to stop and grab a scanner — empowering them to perform tasks more efficiently. The premium RS6100 is designed to maximize the benefits of wearable scanning. It's small and practically weightless to minimize hand strain and discomfort during scan-intensive shifts. Zebra's SE55 1D/2D Advanced Range scan engine with IntelliFocus™ provides extraordinary range for virtually any use case. Workers can easily scan a barcode in hand, across the room, on a top shelf or lower rack. With Zebra's exclusive PRZM software, the RS6100 can instantly capture barcodes in any condition, even if they are under shrinkwrap, damaged, covered in frost or poorly printed. And with the extended battery, the RS6100 can operate down to -22° F/-30° C, so you can extend these productivity gains to the freezer.

Q Would you like an adaptable solution that can accommodate different use cases and worker groups?

A The RS6100 offers unprecedented versatility with five interchangeable wearing styles — including single finger with a single or double trigger, a lanyard, a customizable Enterprise Hand Mount and one-size-fits-all back of hand mount. You can switch wearing style accessories at any time to accommodate different user preferences and use cases. And you can even share mounts between the RS6100 and RS5100. As a result, the solution easily adapts to changing business needs. You can redeploy the same scanner as business needs change, while still giving the right wearable style to every worker and workflow.

Q Are you concerned about ring scanner maintenance and management?

A The RS6100 offers numerous features that simplify management for equipment managers and users. NFC tap-to-pair offers hassle-free, immediate Bluetooth pairing with NFC-enabled Zebra devices. High capacity charge cradles and battery chargers minimize the space required to charge and store the RS6100 and batteries in your equipment room. Removable and swappable batteries provide around-the-clock power. If you prefer not to manage scanner batteries, you can use the corded adapter to power the RS6100 with select Zebra mobile computers. You won't need to worry about interference from Bluetooth on your Wi-Fi network thanks to Wi-Fi Friendly Mode. The triggers are rated for millions of actuations to minimize replacement. And if you do need to replace the trigger, it's field replaceable, eliminating time consuming and costly trips to the service depot.

Sales/Reference Materials

The Source (for internal Zebra only):

<https://zebra.showpad.biz>

RS6100 Product Home:

www.zebra.com/rs6100

Partner Gateway:

<https://partnerportal.zebra.com>

Services:

www.zebra.com/services

Support pages:

www.zebra.com/support

Accessories

The RS6100 accessory family provides benefits for every stakeholder. For your customers, backroom charging is simplified and more cost-effective. Workers get an array of wearing styles to ensure comfort. And the availability of these high value-add accessories helps increase the size of your sales and margins.

Complete an RS6100 solution sale with:

- Device chargers: 4-slot and 20-slot scanner cradles
- Spare batteries: standard 480 mAh or extended 735 mAh (same as existing RS5100 batteries)
- Battery chargers: 8-slot and 40-slot (same as existing RS5100 chargers)
- Enterprise Hand Mount for a custom, secure fit or one-size-fits-all back of hand mount (modified to accommodate both RS6100 and RS5100)
- Lanyard trigger (modified to accommodate both RS6100 and RS5100)
- Corded adapter (accommodates RS6100 and RS5100)

In addition, your customers may need additional or new Zebra host mobile devices, such as the WT6300, TC21/TC26 and TC53/TC58.

Objection Handling

| Operations Manager | Operations Manager | Operations Manager |
|--|--|---|
| “Why should we upgrade our legacy ring scanners?” | “Rugged ring scanners are heavy and uncomfortable, and my workers don’t like wearing them.” | “I’m not certain which wearable style is best for our workers and applications.” |
| Response: | Response: | Response: |
| <p>Migrating to the latest technology will enable you to keep pace with the heightened expectations of the on-demand economy. If you have RS6000 scanners that have reached end of support, the RS6100 offers significant advancements, including:</p> <ul style="list-style-type: none"> • Superior ergonomics — less than half the size and weight of the RS6000 to improve worker comfort; single finger design improves finger dexterity • SE55 scan engine doubles the scanning range of the RS6000; workers can capture barcodes from 2 in./5.08 cm to 40 ft./12.2 m • New Enterprise Hand Mount offers a snug, comfortable and secure comfort fit for any size hand • Corded adapter option, compatible with select Zebra mobile/wearable computers • RS6100 shares batteries, trigger assemblies and mounts as RS5100 — cost-effective to upgrade from RS5100 and manage a mixed deployment | <p>The RS6100 offers the best of both worlds. Its rugged design can be used anywhere — warehouse aisles, freezers and coolers and out on the dock. At the same time, its lightweight, single-finger ergonomics are optimized for user comfort, ensuring rapid adoption by virtually any worker that wears it.</p> <ul style="list-style-type: none"> • Small and lightweight, just over two ounces and two cubic inches — less than half the size and weight of the legacy RS6000 ring scanner • Single-finger modern design improves finger dexterity for picking and other fine motor tasks • A variety of wearing styles ensures comfort for every worker. Options include a custom fit Enterprise Hand Mount and a lanyard option. Users can adjust the scanner position and scan angle on the Enterprise Hand Mount to achieve the perfect balance • Personal trigger assemblies help prevent the spread of germs | <p>With Zebra’s RS6100 and RS5100, you’re not locked into a single wearable style. With interchangeable wearing accessories you can easily switch wearing styles to accommodate different user preferences and use cases — ensuring the RS6100 can evolve with your business needs.</p> <ul style="list-style-type: none"> • Enterprise Hand Mount offers a snug, comfortable and secure fit; adjustable scanner position maximizes comfort and productivity • Single finger mount with single trigger can be worn on either hand, with or without gloves • Single finger mount with double trigger lets workers switch hands on the fly • One-size-fits-all back of hand mount is ambidextrous and easily adjustable to accommodate work gloves • Retracting lanyard trigger is worn around the neck or on a belt |

Target Markets

- **Warehousing/Distribution:** warehouse management, receiving, picking, put away, sorting, loading
- **Manufacturing:** inventory management, replenishment, parts tracking, sortation, assembly, finished goods verification
- **Transportation and Logistics:** warehouse management
- **Retail:** Back of store warehouse management, receiving, inventory management, sortation

Services

Keep your customers’ wearable scanners operating at peak performance and enable their mission-critical operations with **Zebra OneCare® Maintenance Plans**, which help eliminate unexpected repair costs, maximize device uptime, and generate more revenue and margin on your device sales.

Zebra OneCare is never one-size-fits-all. Your customers can choose the right level of support they need, then further tailor their plan with flexible enhancements, including:

- Battery Maintenance and Battery Refresh services
- Expedited shipping and logistics options
- VisibilityIQ™ Foresight for unparalleled insight into the health, usage and performance of devices



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