



1H18

Xenon™ 1902g-bf Campaign

Overview, pricing and marketing support tools

Honeywell
THE POWER OF **CONNECTED**

Partner ConciergeSM

Campaign Assets



A Revolution in Cordless, Battery-Free, Worry-Free Scanning

Tired of the expense and hassle of scanning? With the new Xenon™ you'll never have to buy or dispose of a battery again.



Powered by fast-charging super 1902g-bf is battery-free and can technology enables the Xenon 1 over 450 barcodes on a single charge and ready to scan in! Now, that's hassle-free, worry-free

The Power of Battery-Free

Why bother with the expense and hassle of a battery-powered scanner for your retail operation? The new Xenon™ 1902g-bf scanner eliminates batteries and cords for a completely worry-free scanning solution.



Register Now for the Chance to Get a Demo Unit.

REGISTER HERE

Powered by fast-charging super-capacitors, 1 breakthrough scanner easily scans over 450 a single charge – and is ready to scan after just seconds of charging.

Plus, unlike expensive Lithium-Ion batteries, generally need to be replaced 2-3 times over the scanner, long-lasting super-capacitors last over 5 years. Now, that's a scanning solution to go the distance.

Register Now for the Chance to Get a Demo Unit.

REGISTER HERE

The Xenon 1902g-bf: Your Questions, Answered

The Xenon™ 1902g-bf area-imager scanner Honeywell's latest barcode scanner powered capacitors – eliminating the battery for a great environmentally friendly scanner. This power solution is capable of scanning over 450 bar single charge, and can be fully recharged in 1 60 seconds via a powered USB port.

We know greater technology may come with questions. That is why we developed a FAQ that will help you understand how this transit technology can benefit your business.

GET THE FAQs



A Truly "Green" Scanning Solution

Never worry about batteries again with the Xenon™ 1902g-bf – the only battery-free 2D scanner available today. With no batteries to dispose of, you're not only helping the environment, you're saving money at the same time. And because there are no batteries, you avoid the shipping headaches that come with Lithium-Ion batteries. Now, that's something everyone will love.

No battery doesn't mean no power. The Xenon 1902g-bf supports over 450 scans on a single charge, more than enough to check out 25 customers or scan hundreds of items. With recharge alerts and fast recharge capability, you never have to worry about being ready to scan again.

Register Now for the Chance to Get a Free Demo Unit.

REGISTER HERE



Email #1



Email #2

Email #3



Email #4

[View Emails >>](#)



You Are an Entry Form Away from Endless Retail Enhancement Opportunities



Honeywell is pleased to announce the opportunity for your company to qualify for a free Xenon™ 1902g-bf demo unit and an on-site evaluation.



The Xenon 1902g-bf area-imager scanner offers wireless freedom in a revolutionary, battery-free design powered by fast-charging super-capacitors.

With enough capacity to check out at least 25 customers¹ between charges, the Xenon 1902g-bf scanner can meet the most demanding "rush-hour" traffic.

With class-leading performance, the Xenon scanner easily scans hard-to-read barcodes, and large or bulky items.

The ability to scan over 450 barcodes² between charges makes the Xenon scanner ideal for receiving and shipping.

And with multi-level alerts that positively re-enforce best practices, the likelihood of running out of charge is essentially zero. But if it does happen, you are up and running in as little as 15 seconds!³

- 1. 25 customers at 5 scans per minute per customer from a fully charged scanner.
- 2. 450 scans at 1 scan per second from a fully charged scanner.
- 3. With powered USB or external power supply.

Simply fill out the form, and one of our experts will contact you.

• **First Name:**

• **Last Name:**

• **Email Address:**

• **Company:**

• **City:**

• **Country:**

• **Phone:**

• **Project Timeline**

Comments:

• **Required Fields**
 By checking the box, you accept the Honeywell [Privacy Terms](#) and agree to receive relevant product news, industry research reports, webinar invites and case studies from Honeywell Safety and Productivity Solutions.

Landing Pages

Sales Tools

Honeywell

Xenon 1902g-bf

Battery-Free Wireless Scanner FAQs

BATTERY-FREE ALERTS

Q. Why don't I see any alerts?

A. Alerts only happen when the following conditions have been met:

- The discharge level specified for a given alert has been reached.
- The scanner is out of the base.
- No scanning has occurred for 10 seconds. They do not happen while scanning.

Q. Why don't alerts happen while I am scanning?

A. Flashing a yellow or red LED in the middle of scanning will incorrectly indicate to the operator that something went wrong with the scanning operation, with the risk that they will scan the barcode a second time believing it was not successfully decoded the first time. This leads to errors and customer complaints.

Q. Can I turn off alerts?

A. Yes, all alerts can be turned off or on.

Q. Are the number of flashes and beeps configurable?

A. Yes, all alerts are configurable:

- You can turn on or off the alert.
- The number of flashes/beeps can be configured from 1 to 9. However, the number of flashes and beeps are always the same.
- You can't change the color of the LED flash.
- You can't configure at what charge level the alert is activated.

Q. How many alerts are there?

A. There are three scanner alerts:

- When charge level is down to approximately 50%
- When charge level is down to approximately 30%
- When charge level is down to approximately 10%

Q. Why do I only see 2 alert levels?

A. The first charge level, when the charge level is down to 50%, is defaulted off to conserve power and extend operating life of the scanner between charges.

Q. How many scans will I get after an alert?

A. The amount of scans you get depends not only on the quality of the barcode (the more difficult to read, the more charge [power] is consumed in attempting to read it) and the amount of time between scans. Super-capacitors lose charge over time. On average, you can expect:

- 50% charge alert (defaulted off so you may not be getting this alert): 200+ scans
- 30% charge alert: 100+ scans
- 10% charge alert: 50+ scans

Q. Can I turn off super-cap charge alerts?

A. Yes, all of the scanner alerts are configurable. They can be configured to be on or off. The first alert, at approximately 50% charge left, is defaulted off. The other two alerts, at approximately 30% and 10% charge left, are defaulted on.

FAQs | Xenon 1902g-bf Battery-Free Wireless Scanner | www.honeywell.com

FAQ

Honeywell | Scanners

Xenon 1902g

Battery-Free Wireless Scanner

The Honeywell Xenon™ 1902g-bf scanner...

- Eliminates the need for a battery
- Eliminates the need for a spare battery pool
- Eliminates the need for replacement batteries
- Eliminates the need for special handling when shipping
- Eliminates extra weight

...while still meeting your demanding transaction requirements.

With enough capacity to check out at least 25 customers* between charges, the Xenon 1902g-bf scanner can meet the most demanding "rush-hour" traffic.

With class-leading performance, the Xenon scanner easily scans hard-to-read barcodes, and large or bulky items.

The ability to scan over 450 barcodes¹ between charges makes the Xenon scanner ideal for receiving and shipping.

And with multi-level alerts that positively re-enforce best practices, the likelihood of running out of charge is essentially zero. But if it does happen, you are up and running in as little as 15 seconds².

450+ scans per charge¹
25+ customer transactions per charge²
No replacement batteries required!

SUMMARY

INDUSTRY Retail Light-Duty Warehouse and Distribution	MARKET VERTICALS • Grocery and Big Box retailers • Convenience stores • Department stores • Boutiques • Warehousing and distribution	CUSTOMER BENEFITS Eliminates the cost of replacement batteries. Super-capacitors can be recharged over 500,000 times. No special handling or extra paperwork required when shipping units - unlike Li-Ion batteries that come with a growing list of regulations and restrictions.
PRODUCT Xenon 1902g Battery-Free Wireless Scanner	TYPICAL APPLICATIONS (Market Segments) • Receive scanner to in-counter scanner • Primary scanner at POS • Shipping and receiving	Quick-start capability allows operator to be up and scanning in under 15 seconds (with powered USB port or external power supply) if scanner was not charged during previous shift - unlike battery scanners that can take minutes to charge before they are ready to scan.

1. 450 scans at 1 scan per second from a fully charged scanner
 2. 25 customers at 5 scans per customer from a fully charged scanner
 3. With powered USB or external power supply

Demo Sheet

Honeywell | Image Scanners

Xenon 1902g-bf

Battery-Free Wireless Area-Imager Scanner

The Honeywell Xenon™ 1902g-bf area-imager scanner incorporates the latest in battery-free technology, offering the freedom of Bluetooth® low-energy wireless technology without the maintenance hassles or long recharge time associated with traditional batteries. Like all other Xenon scanners, the 1902g-bf scanner delivers aggressive barcode scanning performance - even on poor-quality or damaged barcodes.

An integrated Bluetooth low-energy Class 2 radio gives users complete freedom of movement up to 10 meters (33 feet) from the base in a typical work environment. For added convenience, a paging system on the base activates auditory signals that help to locate a misplaced scanner. By eliminating the tri-hazard of tethered cables, the Xenon 1902g-bf scanner can provide a safer and more productive environment.

The scanner's wireless technology completely eliminates the battery, replacing it with super-capacitors capable of achieving a full charge in less than two minutes via the USB port (under 30 seconds when using a powered USB port or external wall adapter) and typically providing at least 450 scans on LUPC/EAN codes without recharging. This makes the Xenon 1902g-bf scanner ideal for applications centered around POS, workstations and counters - for example, as the secondary scanner to a bioptic (in-counter) scanner, or in support of shipping and receiving functions at warehouses. With no battery, a common maintenance hassle is removed and the scanner is lighter and more environmentally friendly.

The Xenon plug-and-play scanner features a multi-interface design with automatic interface detection. By automatically configuring itself to the appropriate interface upon connection, the installation process is shortened, and the cumbersome task of scanning programming barcodes is eliminated.

Built on the proven Xenon platform, the 1902g-bf scanner offers high-performance linear barcode scanning and the convenience of wireless - all without a battery.

FEATURES & BENEFITS

When fully charged, the Xenon 1902g-bf scanner can typically scan over 450 UPC/EAN codes without the need for recharging - more than enough to check out 25 customers during peak times, or scan a morning's worth of overnight deliveries.	Super-capacitors hold their charge for hours when fully charged. For operators who forget to place them in the charger prior to break, users' impact operations upon return.	Two fully independently configurable recharge alerts remind the operator to place the scanner back into the base for charging. The alerts can be configured to trigger at different levels of discharge and with different levels of urgency, ensuring continuous operation.	The Xenon 1902g-bf scanner is fully charged in under two minutes with a simple USB connection, and under 30 seconds when a powered USB or external power supply is used.	When a fully discharged scanner is placed in the base, the ready-to-charge LED in the base will typically flash in less than 20 seconds to notify the operator that there is sufficient power to support over 250 scans.
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Datasheet

Request Your Marketing Campaign >>>

Multi-Touch Campaigns

Multi-Touch Email Marketing

\$1,895.25

Regular price \$1,995

- Three email blasts to your target list
Each email executed twice to maximize penetration
- Campaign landing page
- Detailed reporting for sales follow-up
- Co-branded collateral
- Program development and management

Integrated Lead Generation

\$5,695.25

Regular price \$5,995

- 80 Hours telemarketing and lead qualification
- Three email blasts to your target list
- Campaign landing page
- Detailed reporting and daily leads distribution
- Co-branded collateral
- Program development and management

**SAVE
5%***

Additional Marketing Tools

Lead Nurturing **\$1,995** *per month*

6 Month program

- Up to 2,500 prospects / leads
- Monthly variable data email blast featuring sales rep name and contact
- Landing page content and graphics
- Monthly telemarketing follow-up
- Detailed reporting and status updates
- Program development and management

Prospect Profiling **\$2,500**

Up to 150 prospects

Email Marketing Campaigns

DIY Marketing

No Cost

- Ready to execute co-branded collateral
- Co-branded HTML emails
- HTML Landing page ready to post on your server
- Co-branded support collateral

Product Announcement

\$850.25

Regular price \$895

- One email blast to your target list
Email executed twice to maximize penetration
- Campaign landing page
- Detailed reporting for sales follow-up
- Co-branded collateral
- Program development and management

**SAVE
5%***

Additional Marketing Tools

Blog Post Copy <i>Up to 400 words</i>	\$350 to \$475
Digital Marketing <i>Up to 7 posts</i>	\$375 to \$595
Database Append <i>Per contact</i>	\$0.40 to \$1.00
New Database <i>Per contact</i>	\$0.25 to \$0.75
SEO and PPC	Starts at \$500

Contact us today to develop a campaign that meets your needs – 480-349-9263

10 Steps to Successful Lead Generation

1. Define goals & objectives (*complete PDW*)
2. Define call to action / offer to prospects
3. Review and prioritize prospect database
4. Partner sales review and approval
5. Honeywell CMM/VPM review and approval
6. Sales training and readiness
7. Demo units or supporting collateral (*infographics, white papers*)
8. Campaign tactics and timeline
9. Lead tracking, reporting and feedback to HPC
10. Plan lead nurturing and management activities

Lead Definitions

Phone Appointment

Prospect has agreed to a phone appointment with a sales rep.

Prospects should be contacted by sales professional and nurtured until they are ready to purchase.

A Lead

Leads with a project, budget and a timeline OR a prospect requests a sales rep to contact them with specific information and may not have shared budget or timeline.

Prospects should be contacted by sales professional and nurtured until they are ready to purchase.

B Lead

Leads with a project, may or may not have a budget or defined timeline.

Prospects should be contacted by sales professional and nurtured until they are ready to purchase.

C Lead

Leads with revenue potential in the future. They are interested in receiving information and communication in the next 30 to 90 days. Prospects should be contacted by telesales and nurtured until they transition to an A or B lead.

D Lead

Email click-through, individuals who downloaded a whitepaper or prospects who requested specific information sent to them. Prospects should be contacted by telesales and nurtured until they transition to an A or B lead.



Partner ConciergeSM

Contact HPC to develop your custom marketing campaign

480.349.9263

Honeywell@PartnerConcierge.com

**Request Your
Marketing Campaign >>>**