

SALES BATTLE CARD



CN51

Mobile Computer

KEY SELLING POINTS INCLUDE:

1. No other device on the market provides two OS options, WEH6.5 with HTML5 and Android 4.1, with the capability to convert from WEH to Android
2. Large, 4", resistive multi-touch display for application viewing with less scrolling and greater productivity and more space for capturing more legible signatures
3. Best-in-class processing and memory with the TI OMAP 4470 1.5GHz dual core multi-engine processing architecture and 1 GB RAM and 16 GB Flash
4. Industry-leading motion-tolerant and snappy bar code reading for fast "good read" times
5. Backward compatibility with CN50 accessories for a cost-effective upgrade to the very latest in rugged mobile computing

QUALIFYING QUESTIONS

- Are you looking for a device that gives you OS alternatives so you can continue to run your legacy applications now, but can convert to a more modern OS like Android when you're ready?
- Do you need a larger display for your applications?
- Have you tried smartphones or use a PTT device and would like to have a more rugged, versatile all-in-one device that's ergonomic and has a long battery life?

Intermec
by Honeywell

VERSATILITY SPEAKS FOR ITSELF

For enterprises who continually strive to provide a superior customer experience while balancing cost reduction and business growth, the CN51 is the class-leading mid-range rugged mobile computer that empowers mobile workers with the resources to satisfy and delight customers efficiently today and earn new business tomorrow.

FEATURES AND BENEFITS

1. **1 Hardware Design + 2 OS Options = Investment Protection**
 - Small form factor, lightweight yet rugged
 - Support legacy applications using WEH 6.5 w/HTML5 today
 - Implement Android applications to achieve new business objectives when ready
2. **Larger, Vibrant Multi-Touch Display + Full-Size Keypad = Versatility**
 - Ample room for application viewing with less scrolling and for capturing more legible signatures
 - Resistive multi-touch display works in real job conditions:
 - Touch panel works in the rain, with gloves
 - Zoom in and out with maps and documents using thumb and finger
 - Full-size numeric or QWERTY keypads for compatibility with existing, legacy applications
3. **Efficient Processing & All-day Battery Life = Time Savings**
 - Best-in-class processing power for complex applications
 - Leading power management and battery life
 - Increased capability within a single device
4. **Leverage Existing Accessories = Improved TCO**
 - CN50 chargers, batteries, vehicle docks, snap-ons and FlexDock are all compatible
5. **Industry-Leading Bar Code Reading = Faster Reads**
 - Pioneer in fast pulse white LED illumination
 - Industry-leading scan rates up to 500 ips
 - Highly visible pointer for outdoor applications
 - Ideal for Field Service, Store or Home Delivery, Parcel and Postal Services
 - Continuous laser line optimal for 1D code reading
 - Only imager to read colored bar codes well

APPLICATIONS

- **Direct Store Delivery:** Truck loading/ load check/beginning-of-day; pre-sales/sales; delivery; merchandising; truck unloading/end-of-day; asset management; vending sales
- **Field Service:** Maintenance/repair/ diagnostics; location-based & navigation services; work order automation; workforce management; asset management; dispatch management/ scheduling; customer site proof of service & invoice/payment applications; training & knowledge management
- **Transportation & Logistics/Postal & CEP:** Proof-of-service initiation; shipment documentation; document management; track & trace; label & receipt printing; delivery address & location verification; shipment count & condition documentation; proof-of-delivery/ proof-of-service; signature capture; count, kind and condition reporting; incident/accident documentation; regulatory compliance
- **Warehousing/Distribution:** Inventory counts; replenishment; process management
- **Retail:** Price verification; inventory count; replenishment; price management; telephony, walkie-talkie and speakerphone



Android is a registered trademark of Google, Inc. Windows Mobile is a registered trademark of Microsoft Corporation.

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UPSELL OPPORTUNITIES

In addition to the CN3 and CN50 mobile computers, you also have the opportunity to sell accessories, a full range of pre- and post-deployment services, mobile device management solutions, and applications requiring a PDA-style WLAN device.

SALES/REFERENCE MATERIALS

For the latest information and sales support materials, please visit the following resources:

INSIDER:

www.intermec.com/insider-home.aspx

CN51 Product Home:

www.intermec.com/CN51

Intermec Partner Concierge:

www.partnerconcierge.com

Developer Tools:

www.intermec.com/developer

Medallion Services:

www.intermec.com/medallion

Intermec University:

www.intermecuniversity.com

For more information on the full range of our solutions, please visit us at:

www.intermec.com



TARGET USERS

Direct Store Delivery: Workers involved with receiving, put away/picking, inventory management, and shipping; store/vending/restaurant sales and delivery workers; pre-sales and merchandising (shelves & displays) workers

Field Service: Technicians who spend their shift going from job to job fixing, installing, or maintaining equipment, or applying materials/chemicals; workers selling/delivering/picking up rental items

Transportation & Logistics/Postal & CEP: Workers involved with collecting, sorting, and/or delivering packages, parcels, letters, etc.

Warehousing/Distribution: Warehouse workers

Retail: Backroom/in-store workers involved in inventory management; ordering; line/queue busting; assisted selling; mobile POS; merchandising; replenishing

PRODUCT	ADVANTAGES
Motorola MC67	<ol style="list-style-type: none"> 1. Android 4.1 (and the capability to convert to Android) is not an option 2. Smaller display with lower resolution (3.5 in. VGA vs. 4.0 in. WVGA) 3. No multi-touch touch panel support 4. No support for Sprint in North America 5. Offers older OMAP 4430 1GHz processor, while the CN51 is based on TI OMAP 4470 1.5GHz processing
Motorola MC65	<ol style="list-style-type: none"> 1. Android 4.1 (and the capability to convert to Android) is not an option 2. Smaller display with lower resolution (3.5 in. VGA vs. 4.0 in. WVGA) 3. No multi-touch touch panel support 4. Not as rugged (less rigorous drop spec) or reliable (poor reboot stress test results) 5. Offers older Qualcomm MSM 7627 600MHz processor, while the CN51 is based on TI OMAP 4470 1.5GHz processing
Psion EP10 (Motorola)	<ol style="list-style-type: none"> 1. Android 4.1 (and the capability to convert to Android) is not an option 2. Smaller display with lower resolution (3.7 in. VGA vs. 4.0 in. WVGA) 3. No multi-touch touch panel support 4. Only 256 MB RAM and 2 GB Flash vs. the CN51 with 1 GB RAM and 16 GB Flash 5. Offers older TI AM3715 Sitara 800MHz processor, while the CN51 is based on TI OMAP 4470 1.5GHz processing

DEPOT SERVICES	TIME OF PURCHASE	LENGTH OF COVERAGE	PART NUMBER	LIST PRICE
Medallion Complete - Bronze	Day One - within 30 days of qualified hardware sale.	3 years	MEDC2-BRZ-3-C	\$318
		5 Years	MEDC2-BRZ-5-C	\$530
Medallion Complete - Silver		3 years	MEDC2-SLV-3-C	\$378
		5 Years	MEDC2-SLV-5-C	\$595
Medallion Complete - Silver Replacement		3 years	MEDC2-SRP-3-C	\$438
		5 Years	MEDC2-SRP-5-C	\$695
Medallion Standard - Bronze	Any time	1 Year	MEDC2-BRZ-1	\$128
Medallion Standard - Silver		1 Year	MEDC2-SLV-1	\$159
Medallion Standard - Silver Replacement		1 Year	MEDC2-SRP-1	\$203

*For the most current Medallion pricing and service offerings please reference the latest version of the Intermec Price Guide.