



Product Communication



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The Intermec CN4 family is an extension of CN3 family that features the same extensive communication options, and comprehensive array of customer-installable accessories.

The CN3 and CN4 product models share a commonality of architecture with identical operating systems, radio options and **shared accessories**, providing customers lower cost of ownership through a single hardware platform that supports multiple work environments and end-user requirements. This common platform approach not only expands the return on assets, but also minimizes disruption through faster time to deployment, and simplifies maintenance and support, all of which bring a positive impact to TCO; in short, **CN3/CN3e and CN4/CN4e mobile computers deliver a powerful combination of communications technologies in a compact, rugged package.**

On the following pages we will introduce the following concepts:

- Product description
- Internal Positioning
- Market & applications
- Competition
- Ordering and availability.
- Documentation
- Field Marketing material
- Training



Product Description: (A full detailed presentation is attached)

- An **extension to the successful CN3 Series**
 - Intel XScale processor with Windows Mobile 6
 - 128MB RAM x 256MB ROM
 - Numeric or Alphanumeric keypad
 - IrDA, Bluetooth & 802.11 b/g (Cisco CCX v4)
 - Area Imager and Colour Camera
- **3,5G wireless technology** (UMTS/HSDPA 3.5G with integrated antenna) supports simultaneous voice and data tasks improving worker productivity.
- **On-board GPS** enables unprecedented visibility into workers' routes
- **Fully rugged** device & accessories (IP64 & 1.8m drop spec) MIL-STD
- **Enhanced Mobile Document Imaging** captures full-page documents in field without the use of extra devices or services
- **Full suite of Intermec Development Tools** reduces development costs and timelines as well as SmartSystems™ enabled
- Colour camera (2.0 megapixel with flash) or 2D Imager
- **MiniSD card** slot for removable **memory up to 32 GB**

Internal Positioning

When qualifying your sales opportunity and accessing the needs of the end-user, note that with integrated

3G wireless technology, the fully rugged and feature-rich Intermec CN4 Series mobile computers enable enterprises operating in the most demanding environments to leverage the benefits of high bandwidth data collection and communication to achieve gains in worker productivity, improvements and expansion in their service offering, and reductions in overhead.

The CN4 / CN4e offerings will complement the existing Intermec CN platform. Details can be shown as follows:

| Features | CN4 & CN4e | CN3 & CN3e | Comments |
|---------------------------------------|---------------------------------|--|---|
| Operating System and Processor | | | |
| Windows Mobile 6.1 | X | X (IE6 Support planned for Q3 '09) | Offers support for SCMDM, IE6 and other enhanced features |
| Windows Mobile 5.0 | | X | |
| X-Scale Processor | X | X | Identical processor technology |
| 3G WAN Technology | | | |
| GSM/EDGE/ UMTS/HSDPA | X | | For EMEA, N. America and APAC region |
| GSM/EDGE | X | X | For EMEA, N. America and APAC region |
| Imaging Technology | | | |
| 2D B/W Imager | | X | EA11 scan engine |
| 2D B/W Imager with Enhanced Aiming | X | | EA21 scan engine |
| 2 Mpxl Color Camera | X | X | Camera is available in lieu of area imager option. |
| Connectivity | | | |
| Integrated GPS w/ Automated EE | X | X | Identical |
| 802.11 b/g | X | X | Identical |
| Bluetooth | X | X | Identical |
| IrDA | X (available in all configs) | X (only supported in configs with Imager) | Identical |

The CN4 product line offers a full set of peripherals to support mobile, field service and in-transit applications. All accessories, except the scan handle and IP30 RFID reader, are compatible with the CN3, CN3e and CN4e products.

Markets & Applications

The addition of the CN4 and CN4e to the existing CN3 Series models allows Intermec to more thoroughly meet the needs of field mobility applications, whether they require GPRS/EDGE, 3G WWAN, no WAN or even hazardous environment certification. The CN3 Series, with either no WWAN or GPRS/EDGE WWAN technologies, will continue to meet the needs of those customers whose applications are less data intensive.

Packed with road ready capabilities, the CN4 offers companies the opportunity to deploy into new areas of their businesses and realize increased return on their mobility investments.



With feature sets supporting a thin and proven form factor, a sunlight readable display, ubiquitous support of next-generation voice and data wireless technologies (Bluetooth, WLAN Wi-Fi, WWAN) and a full line of accessories compatible with existing CN3 including MSR (Magnetic Stripe reader) and RS-232 snap on adapters; the CN4/CN4e is optimized for those applications in [Field Service or DSD](#) (route accounting specifically) requiring:

- Usage both in and out of a vehicle
- Remote communications
- Route scheduling
- Users working from home as well as centralised depot or hub locations

By adding an integrated GPS solution at all times, the Intermec solution set expands to include what [T&L](#) users are demanding in their competitive daily activity by providing:


- Driving directions and Location determination
- Fleet tracking and optimization
- Proof of delivery – signature and document capture

Competition

Intermec's CN4 Series exemplifies the platform approach with a deliberate commonality of architecture on both the CN3 and CN4 family products, enabling end users to select their preferred form factor. This allows for true application portability, minimizing issues with time to deployment across different departments, as well as job titles. This common platform approach not only expands the return on assets, but also minimizes disruption through faster time to deployment, and simplifies maintenance and support costs, all of which bring a positive impact to TCO.

Although there are several products in the market with similar specifications (HHP 7900 & Motorola MC75 / MC9090), the CN4 / CN4e is the only product in the market due to **unique selling points**:

- Like all Intermec mobile handheld computers, the CN4 / CN4e conforms to **MIL-STD** specifications (26 drops all faces, sides and corners). The CN4 rugged specifications are among the highest of all current, rugged handhelds products. And, although the CN4 family supports up to 4 wireless technologies in a single unit, the **elimination of any external antennas** maximizes the rugged nature of the device and further minimizes maintenance costs and potential down times. The CN4 and CN4e support all vehicle shock, vibrations and crash safety testing standards as defined by MIL-STD 810G.
- As well as any other Intermec device, **SmartSystems** makes it easier to use Intermec's mobile device features, in order to provide consistent, centralized access to Intermec data collection devices – mobile computers, RFID readers and printers.
- The CN4 Series features a unique, optional imaging application called Intermec Enhanced Mobile Document Imaging (**eMDI**) which gives mobile workers a fast and reliable way to convert paper documents into electronic forms. eMDI streamlines back office operations and improves cash flow by reducing time-to-payment for services rendered because delivery confirmations can be imaged in the field and sent wirelessly to the home office. Customer service and other staff gain real-time access to document images, via the enterprise systems, which can be used to answer customer queries, issue invoices, and update records.

- Further differentiating strengths of CN3 family can be found in our **strategic relationship with Cisco** and our certification as a **CCX v4.0 device**. The Cisco Compatible Extensions Program for WLAN devices provides tested compatibility with licensed Cisco infrastructure innovations. Compatibility is assured through extensive, independent testing of third-party devices and can be found by looking for products displaying the Cisco Compatible logo*. The Cisco Compatible Extensions Program enables the widespread availability of wireless client devices that take advantage of the Cisco Aironet® wireless network, accelerating the availability of innovative features while maintaining interoperability.
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- When competing against other competitors, also emphasize **Intermec's breadth of product and accessory** offering, superior service and one-stop solution for the customer's complete needs (e.g. Hand-held terminals, scanners, Printers&Media, VMT's & RFID). For instance, each SNAP-ON adapter supports metal "fingers" to securely latch into the metal guide rails on the sides of the CN4 to achieve a secure fit. The snap-ons can be easily removed by squeezing buttons on both sides of the adapter to release the metal fingers.

For further information about beating specific competition, please contact your sales representative.

For a complete list of configurations and accessories available for CN3 and CN4 family please, refer to the EMEA 2.009 Q3 price guide.

Intermec's first product offering to support 3G WWAN UMTS/HSDPA technologies, an enhanced imager, as well as complete suite of performance optimized accessories and software development and device management tools, is now available to ship to the following countries: European Union, India, Italy, Russia.

Release dates for the following countries are scheduled as follows:

| | |
|----------------------|---------|
| Norway | 10/9/09 |
| United Arab Emirates | 5/11/09 |

Documentation

The CN4 launch kit can be found at www.intermec.com > **Partner Login** (upper right corner, access using your login and password) > **Product Tools** > **Launch Kits** > **CN4/CN4e Mobile Computer**. **Other useful information can be found at:**

1. Manuals:

Please refer to the following web link to obtain the latest updated manual information http://www.intermec.com/eprise/main/Intermec/Content/Search/Results?List=Manuals&search_text=CN3 where you will find:

- Getting Started Guide
- Product Manuals
- Programming/ Software Manuals
- Accessory Manuals

Attached to this documentation you can find a sales presentation

2. Field Marketing material

Attached you can also find a number of good pictures of the CN3 on our new image library <http://imgasset.intermec.com/res/sites/intermec/>

3. Training

From now onwards, the CN4 & CN4e will be included in the standard wireless and software programming courses as part of the ICE program. Please, contact your local Intermec professional services team.

In addition to the GS&S training, there is an on-line University Training module (available from the CN4 Launch Kit site) that provides a little more technical detail on the differences between the CN4 vs. CN3.

Documents attached

- [Product Profile](#)

- [Accessory Guide](#)
- [Sales Power Point Presentation](#)

If you have any questions regarding this announcement please contact EMEA Product Marketing Specialist

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