

Product Communication



Type: EMEA Product Announcement
Date: October 28th 2008
Number: EMEA-PM08-039
Subject: CK3 Launch information

A broad range of data collection and communication features form the foundation for the Intermec CK3 mobile computer enabling it to adapt to a variety of in-premise applications to support businesses in their pursuit to improve their operational performance metrics, simplify IT support and control operating costs.

With image capture, revolutionary imager-based scanning, RFID, voice, all supported by 802.11 as well as Bluetooth™ radio communication, enterprises can avoid the expense and complexity of deploying a series of single-purpose devices to meet a variety of data collection and communication needs.

Intermec has combined best-of-class platform components including the latest Microsoft embedded operating system, Windows Mobile 6.1, and Cisco® Compatible Extensions (CCX) certification, ensuring seamless interoperability with Cisco wireless networks, to provide the robust architecture required to successfully extend enterprise applications to the CK3. For fast and easy device deployment and maintenance, the CK3 also supports Intermec's SmartSystems™. Connect computers to the network, configure settings, and install software remotely to lower IT effort and reduce total cost of ownership. Additionally, the CK3 meets light rugged, standards-based environmental specifications for the rigors of light warehouse use, but in a slim, well-balanced form factor appropriate for a Retail in-store setting. The CK3 has uniquely combined an 89mm (3.5 in) QVGA display with a keyboard design comfortable enough for single handed use.

For seamless migration from prior Intermec computers and proven, out-of-the-box integration with many warehouse and retail systems, the CK3 is available with Intermec TE2000™ and iBrowse™ software. Designed and tested to optimize CK3 performance in emulation environments, TE 2000 connects the CK3 to host applications using terminal emulation and features support for multiple host sessions, security, session persistence and a complete set of data collection options. Using iBrowse, a data collection browser, web applications can leverage advanced CK3 imaging and RFID features while ensuring that user access is limited to pre-approved websites. These are unique features include into our manufacturing process.

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

* Market Differentiator Highlighted in **Blue**

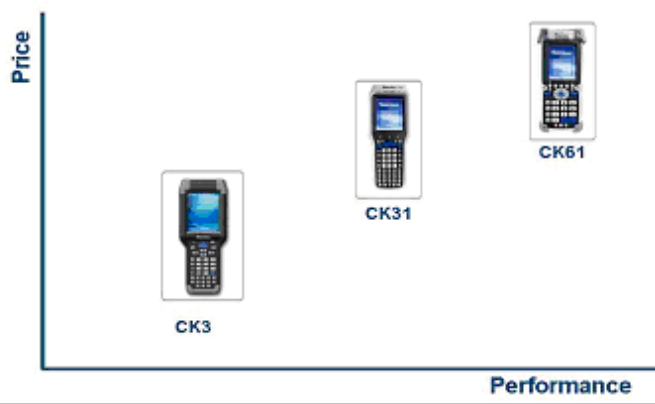
- Software – **WM6.1, TE2000 & I-Browse**
- Memory – 128MB RAM / 256MB Flash
- Data Communications
- **Bluetooth v2.0 + EDR**
- 802.11 a/b/g, **w/ CCX v.4.0 + support**
(a/b/g option for Q1 -2.009)
- Scanning Options
 - Linear Imager (EV12) – Entry level 1D
 - Area Imager (EA2X) – Laser Aiming & 2D
 - **Area Imager (EX25) – Long 1D & 2D**
- **RFID Ready** – Design integration with IP30
- 3.5" TFT Color Display
- Numeric & Alphanumeric Keypad options

- Full Audio Support – VoIP & Speech Recognition
- 5' Drop w/ IP54 Sealing Rating
- **Full compliment of Accessories**



Internal Positioning

Uniquely Positioned



The newest CK3 should be offered when they want to prepare for the future where features customers will need to adapt for tomorrow is already present today; in fact, it replaces the CK30 family for light warehouse and retail in-store environments as mentioned in P. Announcement EMEA PM08-025.

CK31 and CK61 are the perfect proven combination where large keys, rugged environment and different operating systems are the demanding need. Presence of TE2000 in all the CK family allows our users to preserve their apps & processes and existing 802.11 b/g capability leverages existing wireless infrastructure.

Markets & Applications

Significant market potential exists throughout the world for a small form-factor key-based computer positioned in the value-line category to address the Warehouse Operations and Retail In-Store market segments.

- Warehouse Operations represents the largest market opportunity for rugged mobile computers within our target markets. Current shipments value the market for small form-factor handheld computers at \$686.5M, with forecasted revenues totaling \$977M in 2012. This equates to 7.3% CAGR over the five year period (2007 – 2012). At the regional level, EMEA is expected to demonstrate a great growth rate throughout the next five years. However current shipments value the market for the same computer at \$109.8M, with forecasted revenues totaling \$169.7M in 2012 (9.1%).






The CK3 rugged specifications such as IP54, 1.5 metre drop specifications, standard radio technologies integrated 802.11 and BT support, accessories such as software optional TE2000, vehicle dock, RFID handle and pistol grip as well as the different choices of long barcode reading capabilities (up to 18 metres) makes this CK3 device the right tool at work when talking about warehousing (Pre-Receiving, Receiving, Storage / Put-away, Cycle Counts, Moves, Replenishments, Picking, Packing & Loading)

- Retail is one of the more mature markets for rugged mobile computers; but also represents the most aggressive investors in technology in an effort to gain a competitive advantage in the market place. Current shipments value the Retail In-Store market for small form-factor handheld computers at \$411.2M, with forecasted revenues totaling \$586.6M in 2012. This equates to 6.7% CAGR over the five year period.

The CK3 ergonomics, big touch display, large keys and low weight along with a modular RFID handle, 802.11 and BT integrated support makes this device the right tool at work when talking about Retail in-store (Receiving, Inventory, Returns, Pricing, Markdown, Order, Check-out)

Competition

Intermec's CK3 Series exemplifies the platform approach with a deliberate commonality of architecture on other Intermec devices, 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.

Feature Comparison	Intermec CK3 	Motorola 9090 	Motorola 3090 	LXE MX8 	HHP 7600 
OS	• WM 6.1	• WinCE 5.0 • WM 5.0	• WinCE 5.0	• WinCE 5.0	• WinCE 5.0
Memory – RAM / ROM	• 128MB / 256MB	• 64MB / 64MB	• 64MB / 64MB	• 128MB / 128MB	• 64MB / 128MB • 128MB ROM option
PAN	• BT 2.0 + EDR	• BT v1.2	• BT v1.2	• BT 2.0 + EDR	• BT v1.2 • IrDA
WLAN	• 802.11 a/b/g w/ CCX v.4 support	• 802.11 a/b/g	• 802.11 a/b/g	• 802.11 a/b/g w/ CCX support	• 802.11 b/g
Scanning Options	• Linear Imager – EV12 • Area Imager – EA2X • Near/Far Imager – EX25	• Laser 1D • Area Imager • Near/Far Laser	• Laser • Area Imager	• Linear Imager • Laser • Area Imager	• Area Imager
Display	• 3.5" QVGA	• 3.8" QVGA	• 3" 320 x 320	• 2.8" QVGA	• 2.8" QVGA
Full Audio	• Yes	• Yes	• Yes	• Yes	• Yes
Industrial Specification	• 5" w/ IP54	• 6" w/ IP64	• 4" w/ IP54	• 4" w/ IP54	• 4" w/ IP54
Dimensions (W & D at grip)	• 61 x 216 x 27 mm • 61 x 216 x 34 mm	• 91 x 231 x 19 mm	• 61 x 211 x 28 mm • 61 x 211 x 36 mm	• 71 x 193 x 46 mm	• 69 x 178 x 45 mm
Weight	• 367g • 430g	• 490g	• 379g • 428g	• 482g*	• 332g

Although there are several products in the market with similar specifications (Motorola MC3090, MC9090, LXE MX6, HHP 7900), the CK3 is the only product in the market due to **unique selling points**:

- Like all Intermec mobile handheld computers, the CK3 conforms to **MIL-STD specifications** (26 drops all faces, sides and corners).
- 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. 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.
- **Multi-modal functionality with barcode reading capabilities including 3 different scan engine options:**
 - EV12 – High performance arm's reach 1D barcode scanning- With the aggressive scanning up to 500 scans/second and its high performance to read contaminated, damaged or wrapped bar codes quickly/easily it is very
 - EX25 – Near/Far scanning excellence offers unmatched productivity for the warehouse reading 1D and 2D scanning from 18 cm to 18 m
 - EA20x – The ultimate standard range solution that combines the flexibility of 2D with laser-like range of standard range scanning providing a bright aimer and framer for fast intuitive scanning. EA20x with laser framers/pointer delivers an intuitive aiming experience



More info in the attached documentation
 "Scan_engine_selection_guide.pdf"

All in all, it is important to remind that EV12/EA20x/EX25 are solid state engines meaning a no moving parts and less battery consumption; on the contrary lasers are not; Imager read range is on par with laser counterparts and more aggressive. Because of the adaptability of imaging, you're selling productivity and efficiency

- Intermecc's **modular approach to RFID** for the CK3 gives customers the ability to add RFID when they're ready or only when it is needed.
- As well as any other Intermecc device, **SmartSystems** makes it easier to use Intermecc's mobile device features, in order to provide consistent, centralized access to Intermecc data collection devices – mobile computers, RFID readers and printers.

When competing against other competitors, also emphasize **Intermecc'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 further information about beating competition, please contact your sales representative.

Ordering and availability. The following initial configurations are ALREADY orderable.

Part Numb	Description	List Price- Euro (€)	Disc
Available Configurations			
CK3A10D00E100	Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EV12 linear imager, WVM6.1 WWVE	1400,00	B
CK3A20D00E100	Alpha-Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EV12 linear imager, WVM6.1 WWVE	1400,00	B
CK3A20D00E110	Alpha-Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EV12 linear imager, WVM6.1 WWVE, ClientPack TE2000/Browse	1590,00	B
CK3A10D00E110	Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EV12 linear imager, WVM6.1 WWVE, ClientPack TE2000/Browse	1590,00	B
CK3A10N00E100	Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EA20x 2D area imager WVM6.1 WWVE	1600,00	B
CK3A20N00E100	Alpha-Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EA20x 2D area imager, WVM6.1 WWVE	1600,00	B
CK3A10N00E110	Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EA20x 2D area imager, WVM6.1 WWVE, ClientPack TE2000/Browse	1790,00	B
CK3A20N00E110	Alpha-Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EA20x 2D area imager, WVM6.1 WWVE, ClientPack TE2000/Browse	1790,00	B
CK3A10M00E100	Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EX25 Near/Far 2D area imager, WVM6.1 WWVE	1870,00	B
CK3A20M00E100	Alpha-Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EX25 Near/Far 2D area imager, WVM6.1 WWVE	1870,00	B
CK3A10M00E110	Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EX25 Near/Far 2D area imager, WVM6.1 WWVE, ClientPack TE2000/Browse	2060,00	B
CK3A20M00E110	Alpha-Numeric keypad, WLAN 802.11 a/b/g, Bluetooth, EX25 Near/Far 2D area imager, WVM6.1 WWVE, ClientPack TE2000/Browse	2060,00	B
CK3 Accessories			
Batteries and Chargers			
318-034-001	Extended Battery Pack. One (1) standard rechargeable 18.5 watt hours (5100 mAh) battery pack for the CK3.	105,00	B
318-033-001	Standard battery. One (1) standard rechargeable 7.4 watt hours (2000 mAh) battery pack for the CK3.	75,00	B
871-230-001	Quad Battery Charger, AC20 (Requires Power Supply 851-061-207 and country-specific AC power cord). Charges four CK3 Series battery packs. Requires Power Supply 851-061-207 and country-specific AC power cord.	305,00	B
Single Docks			
871-228-001	Single Dock, USB, AD20 (Requires Power Supply 851-061-207 and country specific AC power cord). With USB connection, please use 236-209-001	295,00	B
871-025-101	Single Dock Module, Ethernet (Requires Single Dock 871-228-001.)	95,00	B
Multi Docks			
871-229-002	Multidock, Ethernet AD21 (Requires Power Supply 851-064-106 and country-specific AC power cord)	650,00	B
871-229-001	Multidock, Charge Only AD22 (Requires power supply 851-064-106 and country specific power cord.)	450,00	B
Vehicle Docks			
871-236-001	Non-Powered Vehicle Holder	120,00	B
871-231-001	Powered Vehicle Dock	220,00	B
Data Cables			
236-209-001	Cable, USB-A to USB-microB. Use with CK3 Series Single Dock (871-228-001) or Vehicle Dock USB Adapter. Cable for ActiveSync (VE011-2016) connectionTo PC USB port.	25,00	B

Power Supplies, Adapters and Cords			
851-065-105	CEC AC Wall adapter (18W,12V) AC power supply with barrel jack. Allows for charging CK3 Series devices without a dock. Requires use of CK3 Series Power Snap-on Adapter (850-817-001). Order country-specific AC power cord separately.	55,00	B
851-064-106	CEC Power Supply (100W,12V) Use with CK3 Series Multi-dock (871-229-001 & 871-029-002). Order country-specific AC power cord separately.	120,00	B
851-061-207	CEC Power Supply (30W,12V) Use with CK3 Series Single Dock (871-228-001) or CK3 Series Quad Battery Charger (871-230-001). Order country specific power cord separately.	55,00	B
852-043-003	Auto Power Adapter	210,00	B
1-974029-020	Power Cord 220-250 VAC, UK	10,00	B
1-974027-025	Power Cord 220-250 VAC, Europe	10,00	B
321-471-002	Power Cord 120-250 VAC, Italy	10,00	B
321-501-002	Power Cord 220-250 VAC, Denmark, Greenland, RoHS	10,00	B
321-502-002	Power Cord 250 VAC, India/S Africa, RoHS	10,00	B
Handles and Straps			
203-879-001	Scan Handle. Customer installable scan handle (replaces the hand strap)	75,00	B
Snap-on Adapters			
850-817-001	Power Snap-On Adapter. Snap-on power adapter recommended for in-field charging solutions not requiring vehicle dock. Supports use of auto power charger p/n# 852-043-003 or AC power supply 851-065-105	125,00	B
850-816-001	Audio Snap-On Adapter. Snap-on audio adapter. Provides 3.5mm standard audio jack for use of wired headset.	125,00	B
850-815-001	RS232 Snap-On Adapter. Snap-on adapter for enabling RS232 support from bottom of CK3. Must order cables Separately. Adapter provides DB9M connector and 5V power on pin-9 for tethered scanners.	125,00	B

For a complete list of accessories and descriptions and pictures available for CK3 please, refer to the "Accessory Guide CK3.pdf" attached to this documentation.

Documentation

Please [Click Here](#) to obtain the latest updated manual information where you will find:

- Getting Started Guide
- Product Manuals
- Accessory Manuals
- Compliance Insert

Field Marketing material

There is a press release attached to this documentation and additionally you can also find a number of good pictures of the CK3 on our new image library

<http://imgasset.intermec.com/res/sites/intermec/>

Training

Intermec is now prepared to release its latest mobile computer: the CK3. Now is the time for you to thoroughly prepare yourself with all the details of this highly-anticipated new product. Training will be delivered in a web-based, high-level technical training covering the features and functionality of the device. This is offered to Intermec Sales and Honours Partners via Intermec University: [Please Click here to goto the training](#)

As an addition, from November 2008, the CK3 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.

Documents attached

- [Product Profile](#)
- [CK3 Accessory Guide](#)
- [Sales Power Point Presentation](#)
- [Scan Engine Selection Guide](#)

If you have any questions regarding this announcement please contact your Local Product Marketing Representative or EMEA Product Marketing Specialist.

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