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8680i Wearable Mini Mobile Computer

Why do customers need wearable scanning?

High-frequency tasks: Workers can lose 5 seconds every time they pick up, scan, and set down a handheld scanner. For workflows with frequent scanning, this inefficient movement multiplies, representing a significant part of the workday. Wearable scanning ensures data capture is always at hand, increasing productivity.

Ergonomics: In postal/parcel sortation centers, warehouses, manufacturing, retail picking, and airline baggage-handling processes, workers with handheld scanners must either stop their task to scan or attempt to move large, heavy, or fragile items with one hand, while the other hand holds a scanner. Wearable scanning makes these tasks much simpler, more efficient, and more ergonomic with full use of both hands.

What makes 8680i Wearable Mini Mobile different from the competition?

Comprehensive configurability and improved ergonomics: Q2 2018 release will include scanner module with triggered ring attachment. Coming Q3 2018: Industrial glove attachment, slim battery (lighter and smaller for lower duty cycle usage). Users can order only the device and accessories they need to suit their workflow and infrastructure requirements.

Improved status communication: With a full-color screen, device status (battery state of charge, wireless connection) and task results are communicated more clearly than color LEDs.

Enhanced workflow capability: With Wi-Fi and a customizable line-of-sight display on the Advanced model, the 8680i Wearable Mini Mobile enables streamlined workflows without requiring additional devices. Key information can be presented to the worker to drive tasks such as picking, packing, or sorting, and the two-button interface enables task-specific responses (for example, confirm action or mark as an exception). With SDK offerings for Windows®, Bluetooth®, Wi-Fi, Android™, and Apple® iOS, integration is simple.



Two models positioned to compete on value: Standard model competes head-to-head with competitive Bluetooth ring scanner offerings. Higher value Advanced model offers expanded communication and user interface. Future-proof investment; users can upgrade purchased units from Standard to Advanced

Industrial durability: 2,000 1/2-meter tumbles (twice the specified durability of major competition)

Primary markets/use focus:

Postal/Parcel: Scanning to drive parcel tracking/traceability

- Scanning while loading or unloading trailers
 - Reading 1D or 2D barcodes to track parcel movement
 - Added functionality with Advanced version: Exception information presented to user via display (e.g., incorrect sortation identified at time of truck loading, additional documentation required for hazardous cargo, etc.)
- Scanning while sorting
 - Reading 1D or 2D barcodes to track parcel movement
 - Added functionality with Advanced model:
 - Sortation instructions displayed in users' line-of-sight reduces training time and increases speed to productivity; particularly important for peak seasonal workforce or high-turnover positions
 - Exception information identifies parcels requiring additional documentation, special care, diversion, or additional processing

8680i Wearable Mini Mobile

Warehouse/Distribution Center/Retail/

Ecommerce: Picking/Putaway/Packing

• Picking

- Standard version: Paired with mobile device or Vocollect Voice™ for simple Bluetooth data entry
- Advanced version: With Wi-Fi and display, 8680i Wearable Mini Mobile can operate with a network application to display work instructions in the warehouse/DC worker's line-of-sight (pick location, SKU to pick, quantity, confirm, or mark process exception)
- Scanning verifies worker identity for login, location, SKU
- Similar process deployed in retail for Omnichannel/BOPUS (Buy Online Pick Up in Store)

• Putaway

- Similar to picking, but in reverse; with Wi-Fi and display, 8680i device can operate with a network application to push instructions to the warehouse/DC worker's line-of-sight (login, putaway location, SKU, quantity, confirm, or mark process exception)

• Packing

- Wearable scanning can save 5 seconds per scanning transaction vs. handheld scanning, driving efficiency
- With Advanced version, screen can display errors at the point of activity

Manufacturing: Assembly

- For assembly tasks, wearable scanning can save 5 seconds per scanning transaction vs. handheld scanning, driving efficiency
- Industrial glove form factor provides increased finger dexterity for fine tasks
- Advanced version: Screen can present exception information at point of activity, preventing errors

Airlines: Baggage Handling

- Wearable scanning leaves both hands free to manage bulky and heavy baggage, enabling optimum efficiency
- Bluetooth pairing enables connection to mobile device, providing WAN network access
- Advanced version: With integration, mobility application can push workflow instructions and exception information to the outdoor-readable display on 8680i device, eliminating time required to reference secondary device

Industries:

- Primary Industries: Postal/Parcel, Warehouse/DC, Retail (BOPUS/Omnichannel), Ecommerce, and Manufacturing
- Secondary Industries: Airline baggage handling

Customer Profiles:

Operations with high transaction frequency or who require use of both hands while scanning

- 8680i Standard or Advanced:
 - Handheld scanning customers looking to benefit from increased efficiency with a wearable device
 - Workflows moving heavy/bulky/fragile items who would benefit from use of both hands
- 8680i Advanced:
 - Customers with IT integration capability, or who will work with VAR to integrate application via SDK to take advantage of 8680i Advanced capabilities
 - Customers with simple workflows who can consolidate current wearable computer and scanner onto a single rugged device
 - Customers who would benefit from workflow information presented to the worker on a wearable device

Summary of business challenges the solution addresses:

- Reduce time lost to inefficient scanning
- Eliminate ergonomic problems when workers handle large/heavy/fragile items one-handed (with a scanner occupying the other hand)
- Deliver essential workflow information to workers' line-of-sight for efficiency and accuracy
- Reduce hardware investment and support cost to deploy picking, packing, sortation, loading applications

Price Model:

The price of 8680i Wearable Mini Mobile Standard is likely to be slightly below the Next Best Alternative (RS6000). The 8680i Wearable Mini Mobile Advanced is likely to be priced above the NBA, justified by its increased capabilities. (Pricing will vary regionally; please refer to price book for the exact price in your region)

PROBING QUESTIONS TO GUIDE THE CONVERSATION WITH CUSTOMER PROSPECTS

- Would you like to increase efficiency in your frequent scanning workflows?
- Can you describe your current picking/packing/sorting/assembly process?
- What challenges are you facing in your current scanning processes? (Prompts: non-ergonomic multi-component solutions, limited ability to conveniently present workflow and exception information to workers)
- Do your workers currently handle cartons/products and scanners at the same time? How do they manage that today? Have you seen efficiency, ergonomic, or frequent drop/breakage issues?
- Do your workers currently use multiple devices (handheld or wearable computer, wearable scanner) to accomplish their tasks? Would you like to drive simple, repeated picking/packing/sortation workflows from a single, wearable device?
- What workflow instructions or information would you want to present to your workers' line-of-sight to make better decisions or improve processes?
- What is your application programming environment? Do you have internal IT development resources, or do you rely on partners?
- Would you like tools to manage your battery population effectively by identifying replacements needed before they interrupt your workers?
- How do you update scanning firmware or settings today?

8680i Wearable Mini Mobile

Elevator Pitch:

For IT and operations customers in T&L, DCs, and manufacturing, 8680i Wearable Mini Mobile improves workflow efficiency via always at-hand scanning that eliminates wasted movement. Its interface, communication, and ergonomics enable standard tasks to be accomplished faster, more accurately, and with less infrastructure investment than competitive ring scanner offerings. We do this by:

- Pushing essential interaction to the point of activity via the UI and display
- Offering fit-for-purpose form factors
- Implementing Wi-Fi

Why choose HON 8680i device:

If a current Honeywell handheld or wearable scanner customer:

- Wearable scanning efficiency
- Industrial durability (2,000 1/2-meter tumbles); one-piece construction
- Improved accuracy and efficiency with workflow information presented to workers' line-of-sight (Advanced model)

If an RS6000 customer:

- Lighter weight than RS6000 (8% lower with extended battery, 17% lower with slim), a key ergonomic consideration for wearables
- Outstanding durability (2,000 1/2-meter tumble specification vs. 1,000 for RS6000)
- Workflow-enhancing functionality with actionable workflow information presented to workers' line-of-sight (Advanced model)
- Enhanced status information (connection, battery) on screen
- Standalone capability with Wi-Fi and display functionality (Advanced model), reducing hardware investment and maintenance vs. two-piece solutions (wearable scanner plus mobile computer)
- Options to tailor configuration to application (Q3 2018) including glove mount and slim batteries

For more information

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Launch strategy approach:

- Focus on customers looking to improve efficiency/effectiveness in postal/parcel, warehouse/DC, manufacturing, retail, and airline baggage handling. Training: Launch, internal, and external presentations will be used as basis of sales and partner training decks. The 8680i device overview and training courses are on SPS University
- Distribution: Ensure distributors are stocked as soon as possible after product is available for shipping
- End-user: Demand generation focused on key industries and markets, and make sure MOS and specific plan is detailed in regional commercial plan to follow up on opportunities generated
- Partner: Identify key partners who support the targeted customer base; ensure target partners have training
- Focus on Advanced offering to partners with software expertise, and Standard version for those without
- Introduce 8670 customers to 8680i Wearable Mini Mobile. Identify if additional wearable scanning applications can be satisfied with our new wearable offering

Go-To-Market approach:

- Focus on new customer acquisition and new projects in postal/parcel, warehouse/DC, manufacturing, retail, ecommerce, and airline baggage handling
- A large percentage of 8680i sales will be through project-driven business; some will be supplied through distribution. Major strategic accounts will generally be supplied direct
- A significant additional portion of 8680i sales will be simple run-rate adoption of wearable scanning (mostly 8680i Standard version for wearable Bluetooth scanning)
- Manage regional launch and sales activities via regional chapter plan

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SUMMARY OF COMPETITIVE SITUATION

Zebra RS507

- One of the most popular products in this segment; many legacy installations
- No display; LED-only feedback
- Rugged, simple device; generally popular with users
- Somewhat smaller than 8680i with lower functionality (no screen, no Wi-Fi)
- Offline when charging – no ability to simply push updates or configuration changes, unlike 8680i
- EOL with transition to RS6000

Zebra RS6000

- Our leading competitor in many new installations
- Similar size to 8680i, lower functionality (no screen, no Wi-Fi)
- Heavier than 8680i, a key factor for worker acceptance and wearable adoption
- Shares battery with wearable computer, reducing complexity
- Market feedback indicates durability problems
- No glove form factor

Panmobil Werker 2.0

- Up-and-coming entrant, predominately in EU
- Glove-only configuration
- Small glove-mount component (scan engine only)
- Two-piece configuration, connected with cable, bulky wristwatch with screen
- Limited availability

Proglove

- Up-and-coming entrant, predominately in EU
- Glove-only configuration
- Small glove-mount component; scan-only functionality
- Limited battery capacity

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