



THE RS6100: THE TOP 5 REASONS TO SELL

This sales tool presents the benefits you'll enjoy as a partner when you sell the RS6100 Bluetooth Wearable Scanner, along with links to training and customer-facing resources to assist in your sales efforts.

ZEBRA'S MOST POWERFUL AND VERSATILE WEARABLE SCANNER

Help your customers achieve maximum productivity gains from wearable scanning with the RS6100. It's small and practically weightless — just half the size and weight of its predecessor. An advanced multi-focus scan engine captures 1D and 2D barcodes in virtually any condition at close range and up to 40 ft./12.2 m away. Five interchangeable wearing styles maximize user comfort and application flexibility. And with a rugged freezer-ready design, the RS6100 can be used anywhere — from warehouse aisles, freezers and coolers to out on the dock in rain, snow, blazing summer heat or subzero winter cold.



ZEBRA
CAPTURE
YOUR EDGE

WHY SHOULD YOU SELL THE RS6100?

TOP 5 RESELLER BENEFITS

1

Just look back to find new deals.

Opportunities abound with your existing RS6000 and RS5100 customers. The RS6000 has reached end of sale, and it will be easy “to show customers the benefits of the latest platform — half the size “ and weight, single-finger dexterity, more than double the scanning range, the Enterprise Hand Mount, a corded option and more. RS5100 customers can easily and cost-effectively upgrade to an advanced scanning range and freezer operation, as the RS6100 and RS5100 share common trigger assemblies, batteries and mounts.

2

Empower your customers to achieve peak productivity.

The premium RS6100 is designed to maximize the benefits of wearable scanning — empowering workers to perform tasks more efficiently. It's small and practically weightless to minimize hand strain and discomfort during the most scan-intensive shifts. Zebra's SE55 1D/2D Advanced Range scan engine with IntelliFocus™ technology provides the extraordinary range to support virtually any use case. And with the extended battery, the RS6100 can operate down to -22° F/-30° C, so you can extend these productivity gains to the freezer.

3

Bundle a complete wearable solution.

The RS6100 brings hands-free scanning to Zebra mobile computers — including the WT6300, TC21/TC26 and TC53/TC58 — to maximize productivity wherever intensive scanning is needed. A corded adapter eliminates the need to manage wearable scanner batteries. Add Zebra's HD4000 Head-Mounted Display to put pick instructions and other data right into a worker's field of view. Customers get the benefits of a single vendor, including shared management and support, along with seamless integration for faster, risk-free deployments.

4

Close more deals with unparalleled versatility.

Interchangeable wearing styles can meet different use cases and user preferences — and your customers can switch wearing styles at any time to accommodate new workflows and workers. The Enterprise Hand Mount is available in a range of sizes for right and left hands for a custom fit. The single finger mount is available with a single or double trigger. The low profile of the ambidextrous Back of Hand Mount is ideal for picking in small spaces. And the retractable lanyard can be worn on a belt or around the neck.

5

Enhance every stage of the device lifecycle.

With Zebra, you'll be able to deliver value at every stage of the lifecycle. High capacity charge cradles and battery chargers minimize the space required in the equipment room. Removable and swappable batteries provide around-the-clock power. If customers prefer not to manage scanner batteries, they can power the RS6100 using the corded adapter connected to select Zebra mobile computers. The triggers are rated for millions of actuations to minimize replacement. And triggers are field replaceable, eliminating time consuming and costly trips to the service depot.

RESELLER RESOURCES

TARGET MARKETS

Warehousing/Distribution

- Warehouse management
- Receiving
- Picking
- Put away
- Sorting
- Loading

Manufacturing

- Inventory management
- Replenishment
- Parts tracking
- Sortation
- Assembly
- Finished goods verification

Transportation and Logistics

- Warehouse management

Retail

- Back of store warehouse management
- Receiving
- Inventory management
- Sortation

SALES RESOURCES

[The Source \(for internal Zebra\)](#)

[Partner Gateway](#)

- RS6100 Spec Sheet
- RS6100 Battlecard
- RS6100 Selling Guide
- RS6100 Customer Presentation
- Wearable Scanner Positioning Guide



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