



**RS2100
BLUETOOTH
1D/2D**



**RS5100
BLUETOOTH
1D/2D**



**RS6100
BLUETOOTH
1D/2D**



**RS5000 CORDED 1D/2D
RS4000 CORDED 1D**

Sales Made Simple

Successful Positioning for Zebra's Wearable Scanners

A practical guide to selling the RS2100, RS5100, RS6100 and RS5000/RS4000

Zebra's wearable scanners bring extraordinary comfort to the most scan intensive tasks, from inventory management in warehouses to the plant floor in manufacturing, click-and-collect in retail and route accounting for delivery drivers. This flexible wearable scanner family can be paired with a wide range of Zebra mobile handhelds and wearable terminals, as well as consumer smartphones, tablets and PCs. So how do you determine which wearable scanner to recommend for your customer? The following pages will answer those questions by providing customer profiles for each device, and what features to focus on to help close the sale.



ZEBRA
CAPTURE
YOUR EDGE

The Zebra Wearable Scanners Portfolio

RS2100 | 1D/2D Bluetooth Cordless

The lightweight and smallest enterprise wearable scanner



Customer Profile

- Not currently using dedicated wearable scanners but has workflows that will benefit — such as eCommerce fulfillment, POS or ticketing
- Looking for a simple, entry product
- Affordability is important
- Ease of use — simplest to implement and use for fast adoption

RS5100 | 1D/2D Bluetooth Cordless

The 'go everywhere' wearable scanner built for the enterprise



Customer Profile

- Prefers multiple wearing styles to accommodate different user preferences and use cases
- Does not need freezer operation or the advanced range scanning of the RS6100
- Upgrade opportunity for customers considering the RS2100 for its open palm fit — offers the same open palm mount, plus more battery and accessory options

RS6100 | 1D/2D Bluetooth Cordless Scanner

Maximum versatility, power and performance



Customer Profile

- Needs advanced range scanning as far as 46 ft./14 m to address more use cases
- Wants the latest scanning technology
- Prefers multiple wearing styles to accommodate different user preferences and use cases
- Needs a freezer-ready device for cold chain
- Wants a versatile selection of accessories and charging options
- Upgrade opportunities: RS6000 customers who want to migrate to the newest technology; RS5100 customers who need advanced range scanning or freezer operation

RS5000 1D/2D and RS4000 1D | Coded

Ambidextrous, draws minimal power from host mobile computer







Customer Profile





- Existing, satisfied RS5000/RS4000 customers
- Prefers corded operation: concerned about the loss of Bluetooth scanners and/or potential Wi-Fi network interference
- Swivel feature for single model accommodates both right and left hand
- Doesn't want to charge and manage separate batteries for the wearable scanner

Positioning questions: product features

Ask positioning questions to identify which product is right for each sales opportunity

| Question | BLUETOOTH WEARABLE SCANNERS | | | CORDED RING SCANNERS |
|--|---|--|---|--|
| | RS2100 | RS5100 | RS6100 | RS5000/RS4000 |
| |  |  |  |  |
| What is your top priority? | Cost-effective; maximum comfort; palm-free | Maximum productivity and versatility | Maximum productivity; versatility; advanced range scanning | Plug-and-play 1D (RS4000) or 1D/2D (RS5000) |
| Do you prefer corded or cordless operation? | <p><u>Cordless:</u> Bluetooth provides freedom from cords — there are no cables to the host device for workers to manage, improving ergonomics and the user experience. There are no cables to break, improving ROI and minimizing downtime. <i>Note: with the optional corded adapter, the RS5100/RS6100 can also be powered by select Zebra computers — eliminating the need for batteries.</i></p> | | | <p><u>Corded:</u> We're not interested in the flexibility of Bluetooth cordless operation; we don't want the added complexity of managing scanner batteries. <i>Note: with the optional corded adapter, the RS5100/RS6100 can be powered by select Zebra computers — eliminating the need for batteries.</i></p> |
| What type of barcode scanning do you need? | <p><u>1D/2D standard range:</u> SE4770 1D/2D scan engine for rapid-fire scanning with a standard working range; point-and-shoot simplicity with a large 'sweet spot.'</p> | <p><u>1D/2D standard or expanded range:</u> SE4770 1D/2D scan engine for rapid-fire scanning with an expanded working range; point-and-shoot simplicity with a large 'sweet spot.'</p> <p>SE4710 1D/2D scan engine for standard range scanning.</p> | <p><u>1D/2D with most advanced range:</u> SE55 1D/2D Advanced Range scan engine with IntelliFocus™ technology — scan items in hand and up to 40 ft./12.2 m to capture barcodes on the top of a rack without a ladder — or a lower shelf without bending down.</p> | <p><u>1D standard range:</u> RS4000</p> <p><u>1D/2D standard range:</u> RS5000 (SE4710 1D/2D scan engine for standard range scanning).</p> |
| What type of wearing styles do you need? How important is solution flexibility? | <p><u>Completely open palm is important:</u> Looking for an unobstructed palm to give workers complete freedom to grip and carry items.</p> | <p><u>Ring or hand/versatility is important:</u> With five interchangeable wearing styles, the RS5100 and RS6100 give users the freedom to choose the wearing style they prefer to maximize comfort and simplify task execution. The Enterprise Hand Mount provides a snug, secure, custom fit "glove solution" to maximize finger dexterity for picking applications. And the new Slim Mount offers the same low profile and palm-free design as the RS2100 hand mount.</p> | | <p><u>Ring only/versatility not needed:</u> We prefer a single-finger ring solution and do not need to accommodate different user preferences or multiple use cases with this solution.</p> |

Positioning questions: product features (continued)

| Question | BLUETOOTH WEARABLE SCANNERS | | | CORDED RING SCANNERS |
|--|--|--|--|---|
| | RS2100 | RS5100 | RS6100 | RS5000/RS4000 |
| |  |  |  |  |
| Do you need freezer operation? | <u>No</u> : No freezer or cooler operation is required. The operating temperature can support down to 32° F/0° C. | <u>No</u> : The RS5100 can support cooler operation, down to -4° F/-20° C with the extended battery. | <u>Yes</u> , we have cold chain use cases: The RS6100 supports freezer operation, down to -22° F/-30° C with the extended freezer-rated battery* — giving you a single finger, Bluetooth cordless wearable solution for cold chain applications. | <u>Yes</u> , we have cold chain use cases: The RS4000 and RS5000 support freezer operation, down to -22° F/-30° C. |
| What level of durability do you need? | <u>Rugged</u> : IP54 sealing; multiple 6 ft./1.8 m drops to concrete over operating temperature range; 1,000 1.6 ft./0.5 m tumbles. | <u>Very Rugged</u> : IP65 sealing; multiple 6 ft./1.8 m drops to concrete over operating temperature range; 1,000 1.6 ft./0.5 m tumbles. | | <u>Rugged</u> : IP65 sealing; multiple 4 ft./1.2 m drops to concrete over operating temperature range; 1,000 1.6 ft./0.5 m tumbles. |
| What types of host devices are you using or planning on using? | <u>Prefer flexibility in host devices</u> : The RS5100 and RS6100 can pair with any Bluetooth-enabled Zebra enterprise-class handheld, tablet, wearable or vehicle mount mobile computer to utilize the full feature set of the RS6100. Or they can be paired with any existing Bluetooth smartphone, tablet or PC in use in the facility. | | | <u>Zebra purpose-built wearable computer</u> : We are satisfied with purpose-built wearable terminals (WT6400, WT6300 or WT6000) and have no interest in exploring alternative host mobile devices. |
| What battery features are important to you? | <u>Embedded battery</u> : Simplifies device management, with no separate batteries to purchase, charge and maintain. | <u>Standard and extended capacity</u> — choose the battery power you need; a standard battery lasts a full shift, while the extended battery powers longer shifts. <u>User replaceable and removable</u> — enables 24x7 operation; never need to return a scanner to the service depot to replace an aging or faulty battery. <u>Corded option</u> — Able to power the scanner via a corded adapter connected to select Zebra computers to eliminate the need for batteries. <u>PowerPrecision+ battery metrics</u> — Easily spot and discard aging batteries that can no longer hold a full charge to power a full shift, protecting productivity. | | N/A — corded operation only |
| How important are field replaceable parts to minimize trips to the service depot? | <u>Not important</u> : This buyer cares more about affordability, comfort, design simplicity and durability. | <u>Very important</u> : The RS5100 and RS6100 have been designed with maximum replaceable parts, including removable and swappable battery and trigger assemblies. The charge contacts and vibration engine are also integrated into the trigger assembly, enabling replacement of these components right on site. | | <u>Not very important</u> : While the RS4000 and RS5000 are both built for maximum reliability and uptime, they do not have as many field replaceable parts. |

SPECIFICATION COMPARISON AT-A-GLANCE

| | RS2100 | RS5100 | RS6100 | RS5000/RS4000 |
|--|---|---|--|---|
| Size | 2.05 in. L x 1.40 in. W x 0.57 in. H 52 mm L x 35.5 mm W x 14.7 mm H | 2.67 in. x 1.10 in. x 0.83 in. (2.4 cubic in.) 61 mm x 28 mm x 21 mm (35.8 cubic cm) | 2.62 in. x 1.29 in. x 0.83 in. (2.8 cubic in.) 66.6 mm x 32.7 mm x 21 mm (45.2 cubic cm) | 2.0 in. x 1.26 in. x 1.1 in. (2.8 cubic in.) 51.5 mm x 32 mm x 27.5 mm (45.3 cubic cm) |
| Weight | 1.1 oz./31 g | 2.47 oz./70 g (standard battery) | 2.47 oz./70 g (standard battery) | 2.7 oz. to 3.9 oz./76 g to 112 g |
| Scanning | 1D/2D | 1D/2D, OCR A/B | 1D/2D, OCR A/B | 1D/2D |
| Scanning Range | Up to 36 in./91.7 cm (20 mil Code 39) | Up to 36 in./91.7 cm (20 mil Code 39) | Up to 554 in./1407.2 cm (100 mil Code 39) Up to 109 in./276.8 cm (20 mil Code 39) | Up to 25 in./63.5 cm (20 mil Code 39) |
| Drop Specification | Multiple 6 ft./1.8 m drops to concrete over the operating temperature range | Multiple 6 ft./1.8 m drops to concrete over the operating temperature range | Multiple 6 ft./1.8 m drops to concrete over the operating temperature range | Multiple 4 ft./1.2 m drops to concrete over the operating temperature range |
| Tumble Test | 1,000 1.64 ft./0.5 m tumbles | 1,000 1.64 ft./0.5 m tumbles | 1,000 1.64 ft./0.5 m tumbles | 1,000 1.64 ft./0.5 m tumbles |
| IP Sealing | IP54 | IP65 | IP65 | IP65 |
| Cold Storage Support | None (32° F/0° C) | Cooler support Extended battery only: -4° F/20° C | Freezer support Freezer battery only: -22° F/-30° C | Freezer support -22° F/-30° C |
| Wearing Styles/ Trigger Options | One style - open palm Right- or left-hand models | Single finger on either hand; single, double or top trigger; custom fit Enterprise Hand Mount; one-size-fits-all back of hand; lanyard; back of hand open palm thin mount | Single finger on either hand; single or double trigger; custom fit Enterprise Hand Mount; one-size-fits-all back of hand; lanyard; back of hand open palm thin mount | Single finger on either hand, swivels for on-the-fly right/left hand switching |
| Power (Cordless) | Standard battery Embedded | Standard, extended Removable, replaceable Corded adapter to be powered via select Zebra handheld/ wearable computers | Standard, extended and freezer* Removable, replaceable Corded adapter to be powered via select Zebra handheld/ wearable computers | N/A (corded only) |

* Freezer-rated battery for the RS6100 is available 2H 2024



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