



ZEBRA

The MC9200 Mobile Computer

**INDUSTRY LEADING GOLD
STANDARD FOR MOBILITY IN
DEMANDING ENVIRONMENTS**





Take efficiency and accuracy to the next level in the most demanding environments

When your customers need to scan barcodes and collect data in the harshest of environments, the MC9200 is ready for the job. As the next generation in the MC9000 Series, we took the world's leading mobile computer for demanding environments and made it even better — with support for the very latest barcode scanning technology, including an extended long range imager with best-in-class range, and a choice of operating systems: Windows Embedded Handheld, Windows CE or Android™ KitKat.

The device offers all the signature features of the MC9000 Series — including the same rugged design, best-in-class barcode scanning and dependable operation — while delivering a next generation platform to run today and tomorrow's most sophisticated applications. Whether workers are managing inventory in industrial warehouses, tracking baggage on airport tarmacs in any kind of weather, searching for materials in subzero temperatures out in the yard or repairing equipment on a military base in a hot sandy desert, they can count on the MC9200 to help them get the job done right and fast.



3 Advanced OS Options

8 Scan Engines

2.5 Million Units in the Field

1 Industry Leading Solution



A platform that evolves with your customers' needs

**The same great form factor...
The same great rugged design...
and the latest mobile technologies**

Strong upgrade opportunity

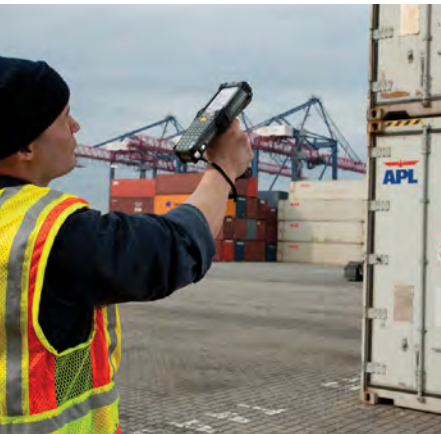
As the successor to the well-proven MC9090-G and MC9190-G, the MC9200 offers an excellent upgrade opportunity for the MC9000 Series' existing base of **more than two and a half million units**. Many in this large installed base may be looking to upgrade their mobility solution and take advantage of the latest technology — including support for Android and next generation mobile applications, a more powerful platform and the latest scanning technology, including an extended long range imager with a best-in-class range.

OS Flexibility: Upgrade from Windows to Android, or Android to Windows

Customers with Premium MC9200 devices can change their operating system from Windows to Android, or Android to Windows, depending on their technology strategy and application needs. Some restrictions apply. See your service representative for more details.

Cost-effective technology migration

Zebra's common platform ensures that custom applications created for the MC9090-G or other Zebra mobile computers can be easily ported to the MC9200 devices. The MC9200 is also backward compatible with the entire MC9000 Series accessory ecosystem. As a result, you can offer your MC9090-G and MC9190-G customers the opportunity to migrate to the latest mobility technology, without the high costs and complexity typically associated with such an upgrade.



The latest in features to maximize worker productivity and app performance

No re-training users

Minimal re-work of applications

Backward compatibility with MC9000 Series accessories for a cost-effective upgrade

One device. Three OS options.



With the MC9200, your customers can choose between the three operating systems. And — the decision is never permanent. At any time your customers can send the MC9200 back to a Zebra Technologies service depot to switch operating systems (Premium models only). Following lists the strengths that each OS offers your customers.

Android KitKat 4.4

All the benefits that make Android the leading mobile OS in the world:

- Application design freedom. No OS app design rules, enabling the design of screens that can make every workflow as easy as possible.
- Virtually eliminates the need for training through the ability to create highly intuitive applications with a familiar interface.
- Meets the expectations of today's workers with the same ease of use and intuitive interface workers experience on a daily basis on their own personal mobile devices.
- Mobility Extensions (Mx) from Zebra adds features that make Android a more robust enterprise-class OS, minimizing support time and maximizing worker productivity and device uptime by providing better control of mobile devices, application access and Wi-Fi performance and security.

Windows Embedded Handheld 6.5.3

- Supports Microsoft's mobile operating system for increased interoperability with existing enterprise infrastructure; enhanced security features; more flexible development platform; improved mobile messaging collaboration.

Windows Embedded Compact OS 7.0

- Provides a robust platform for custom application development.

MC9200 Features At A Glance

The following chart lists the highlights of the MC9200. See the Features and Benefits chart in Appendix D for detailed feature information.

Superior rugged design

The MC9200 features more rugged specs than any other device in its class. You can drop the MC9200 on concrete, in water, use it in the heat, cold, rain and snow. From its IP64 rating to Torque Cell construction and the industry's most punishing drop test, the MC9200 is more than ready for the most demanding enterprise environments.

World class data capture

Our industry-leading data capture technology ensures rapid-fire capture of whatever barcodes are in use in your customers' facilities with a choice of eight scan engines for 1D, 2D, driver's license, DPM codes and more — even if they are damaged, scratched, dirty or located on the highest warehouse shelves.

Android OS, fortified for the enterprise

With Zebra's Mobility Extensions (Mx), the MC9200 includes integrated features that make Android a more robust enterprise-class OS, with enterprise-class security, manageability and the easy integration of device features into business applications.

Power to support any application

With its dual core 1GHz OMAP 4 processor, up to 1GB RAM/2GB Flash memory* plus a user-accessible SD card slot that can add up to 32GB of memory, the MC9200 provides the power to run virtually any application — from today's elegant and intuitive graphics-based applications to simpler terminal emulation applications. * MC9200 Standard: 512MB/2GB; MC9200 Premium: 1GB/2GB

Superior customization and platform flexibility

With three advanced OS options, premium and standard versions, eight scan engines and six interchangeable keypads, you can tailor the MC9200 to best meet your customer's application needs, environment and budget. And customers with premium devices can even upgrade from Windows to Android, or Android to Windows as their OS needs change.

Backward compatible with MC9000 Series accessories

Your customers can cost-effectively upgrade their MC9000 Series mobile computers to get support for today's more processing intensive, elegant and intuitive applications.

Integrated Workforce Connect PTT

Only the MC9200 offers an integrated client that enables PTT communications right out of the box with other MC9200 mobile computers and any other Zebra mobile devices equipped with the Workforce Connect PTT Express client.

The world's most proven and used rugged mobile computer

No other device on the market is as well proven. Every day, more than two and a half million workers rely on their MC9000 Series mobile computer — the market leader by a wide margin.



The world's most proven and most used rugged mobile computer

In extreme, rough and tumble environments, mobile devices are dropped to concrete floors, splashed with water, exposed to dust and used in blazing hot or sub-zero temperatures. But the MC9200 is more than ready for the challenge. With over two and a half million devices sold, the MC9200 gives your customers a proven platform and Zebra's unsurpassed reliability.

The MC9200 boasts the same unrivaled rugged feature set as its predecessor, the MC9190-G, including:

- Industry's toughest drop test at multiple 6 ft./1.8 m drops to concrete across operating temp, exceeds MIL-STD 810G
- 2,000 3.28 ft./1 m tumbles
- IP64 sealing to protect against dust and splashing water
- Operating temperature range of -4° F to 122° F/-20° C to 50° C
- Integrated one-piece gun handle
- Torque cell construction improves distribution of shock when dropped
- Ultra-strong Gorilla glass scanner exit window
- Mechanically tuned external bumpers
- Internal magnesium frame
- Insert molding improves sealing
- Polycarbonate touchscreen design (hardness = 4H)



One device: Eight scanning options

THE MC9200 OFFERS THE MOST SCANNING FLEXIBILITY IN ITS CLASS...FOR FIRST TIME EVERY TIME CAPTURE OF VIRTUALLY ANY BARCODE

Help your customers select the scan engine that's right for their applications and environment:

SE965 1D Laser

Adaptive scanning technology delivers a best-in-class scanning range — from near contact to as far as 15 ft./4.5 m. Present the SE965 for those customers who need affordable, standard range 1D scanning, and will not need 2D scanning now or in the future.

SE1524-ER Extended Range 1D Laser

This scan engine is ready to capture barcodes over an extraordinary range — from near contact to as far as 45 ft./13.71 m away. Fuzzy logic enables the accurate capture of even the most challenging barcodes across the entire read range. Present this scan engine for those customers who need to scan 1D barcodes over an extended range, such as warehouse customers with items on the top shelf of the rack.

SE4850 Extended Range Imager

The SE4850 can capture barcodes from 3 in./7.62 cm to as far as 70 ft./21.4 m away — up to 60% closer and 35% farther than the competition. The industry-leading and unparalleled field of view makes it easy to capture the common wide 4 in./10.16 cm barcodes at just 7 in./17.78 cm — just about one third of the distance of competitive devices. Present this scan engine for customers who need extra long range scanning for 1D and 2D.

SE4750 Standard and Mid Range Imager

The SE4750-SR and SE4750-MR provide unparalleled performance on just about any type of data imaginable — from 1D and 2D barcodes to photos and documents. Present the SE4750 to those customers who are

looking for the very latest standard and mid-range scanning technology, the fastest data capture speeds possible, as well as those customers who need to capture barcodes on mobile phones or computer displays.

SE4600 Extended Range Imager

This long-range imager allows workers to capture 1D and 2D barcodes as close as 8 in./23 cm to as far as 30 ft./9.14 m away, without using special label stock. Present this scan engine for those customers who need an extended range for 1D/2D, but do not need the premium performance and range of the SE4850. *Available on Windows only.*

SE4500-SR Standard Range Imager

Our general purpose imager is designed for intensive scanning of medium to large barcodes.

SE4500-HD Imager

This special purpose imager adds very high density barcode scanning to the SE4500-SR, enabling the easy capture of any direct part mark — including dot peen, laser etch, ink mark, chemical etch, inkjet mold, cast and thermal spray. The SE4500-HD is designed for customers in the automotive and aerospace industries. *Available on Windows only.*

SE4500-DL Imager

This special purpose imager adds support for the barcodes found on driver's licenses and other identification documents as well as medium to high density barcodes. The SE4500-DL is tailored for the tiny barcodes common in healthcare and electronics manufacturing as well as security screening at border crossings and security gates. *Available on Windows only.*



Mobility Extensions (Mx) by Zebra

Making Android a more robust enterprise-class OS to better meet your customers' business needs.

Mx GIVES YOU BETTER CONTROL OVER...

- Zebra Android mobile devices
- Mobile application access
- Wi-Fi performance
- Wi-Fi security

Mx DELIVERS BIG BUSINESS BENEFITS...

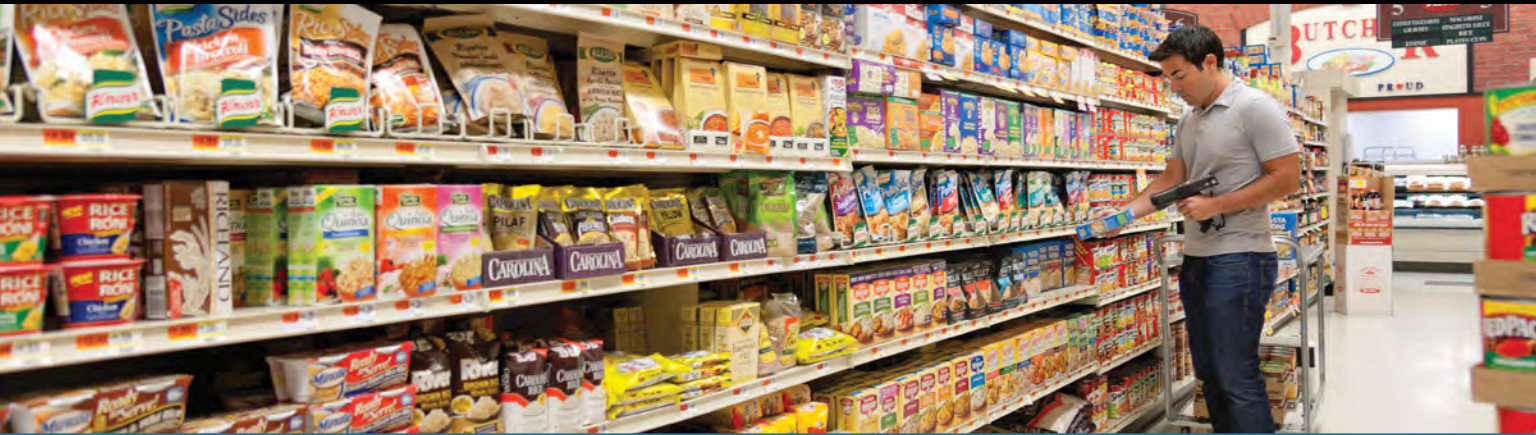
- Reduced IT support time and cost
- Maximum worker productivity
- Maximum device uptime

Google and Mx...

Having recognized the value of Zebra's Mx and its role in transforming Android into an enterprise-class operating system, Google is now adding many of Mx's enterprise features into Android GMS/AFW (Android for Work) and AOSP devices, starting with Lollipop. However, Mx continues to add value by focusing on the specialized needs of Android enterprise-class devices utilized to run line-of-business applications.

The fact that Google is following Mx's direction solidifies our position as a leader in making Android ready for the enterprise. Google's adoption of Mx functionality reflects the normal course of technology development in a growing market: good features ultimately transition into standards. Google is not becoming a competitor. Their work with AFW is strengthening the relationship between our two companies and bolstering Android's position in the enterprise. This is good news for Zebra partners and end customers alike.

Four easy ways to deploy Mx



Your customers may want to deploy Android and take advantage of the security, device management and other benefits of Mx. But they may be concerned about the deployment and provisioning process. Smaller customers may worry that they lack the IT resources needed to deploy and manage Mx. Large enterprises may be concerned that Mx will be difficult to scale across their global pool of devices and won't be compatible with their current Enterprise Mobility Manager (EMM).

However, Mx deployment is very flexible.

Four staging options making it easy for any size business to deploy

- 1 Smaller businesses can create a configuration barcode that can be scanned to automatically deploy Mx on an Android device.
- 2 Larger businesses can utilize their existing Enterprise Mobility Manager (EMM) to remotely and automatically stage, deploy and configure Mx features on Android devices.
- 3 Any size business can use Zebra's StageNow wizard-driven staging solution to either:
 - Deploy Mx with the scan of a barcode or tap on an NFC tag
 - Stage devices to connect to the EMM for automated remote deployment of Mx
- 4 Zebra partners and customers can write an application that exercises Mx features.





Mobility DNA

Every strand of our mobility platform is simpler with Zebra's Mobility DNA. That's because, from the start, Mobility DNA gives your customers the industry's most comprehensive suite of mobility must-haves to accelerate their Android solution. More off-the shelf end-user apps, more robust administration utilities and easier app development. Purpose built for enterprise, Mobility DNA makes ease, confidence and value intrinsic to your customers' investment and our full line of Android mobile computers.

Please note that Mobility DNA is supported on Android only and available features may vary by model. For more information on supported Mobility DNA features, please visit: <https://developer.zebra.com/mobilitydna>



Mobility Extensions (Mx)

A layer of features that makes Android a more robust enterprise-class OS.



PowerPrecision

Improved battery technology for longer cycle times and real-time visibility into battery metrics for better battery management.



Workforce Connect

Workforce Connect PTT Express (included) enables instant PTT calls between workers inside the four walls, right out of the box. Workforce Connect PTT Pro (supported) enables PTT calls over Wi-Fi and cellular networks. Enterprise Messaging enables secure text messaging inside and outside the four walls. And Voice (supported) allows the MC9200 to also function as a wireless PBX handset inside the enterprise.



EMDK

Easily integrate the MC9200 functions in your apps, from barcode scanning to payment processing for the best of both worlds — enterprise class data capture and Android's intuitive graphics-based applications.



TekSpeech Pro

TekSpeech Pro provides the tools your customers need to make every aspect of voice-directed workflows easy — from dialogue scripting to host integration, deployment and solution management.



All-touch Terminal Emulation (TE)

All-touch TE, powered by Wavelink, allows your enterprise customers to easily convert their legacy TE apps into beautiful HTML5 apps that are just as fast to learn and easy to use as today's consumer mobile apps. These all-touch TE apps run on the MC9200 and other Zebra Android mobile computers and enable your customers to get more value and usability from their current Telnet deployments, without writing any code or modifying the backend system.

Vertical Markets

The MC9200 at work in Retail



The MC9200 helps improve inventory management and prevent costly stock-outs and pricing mistakes.

In seconds, workers can:

- Take rapid and cost-effective inventory counts, providing near real-time inventory visibility
- Replenish store shelves quickly and accurately
- Check item pricing accuracy on the retail sales floor
- Perform mark-ups, mark-downs and other pricing changes so items on the sales floor always reflect the most current pricing

Applications

- Price verification
- Inventory counts
- Replenishment
- Price management
- Telephony, walkie-talkie and speakerphone
- Communications: push-to-talk and email

Benefits

Improved customer service

- Better inventory management and collaboration increases customer satisfaction and retention rates

Increased revenue

- Fewer out-of-stocks; accurate and up-to-date pricing

Improved workforce productivity

- Same number of workers can manage more inventory in the backroom and warehouse

Reduced costs

- Improved workforce utilization reduces labor costs; more accurate inventory reduces overhead carrying costs

Vertical Markets

The MC9200 at work in the Warehouse



The MC9200 helps streamline and error-proof inventory in the warehouse.

In seconds, workers can:

- Take rapid and cost-effective inventory counts, providing near real-time inventory visibility
- Obtain detailed put-away instructions with a quick scan, complete with the exact shelf location and the fastest route through the warehouse to that location
- Verify that materials are about to be placed on the right shelf
- Verify that the right items are about to be picked to fulfill an order or replenish the production line

Applications

- Inventory counts
- Replenishment
- Process management
- Telephony, walkie-talkie and speakerphone
- Communications: push-to-talk and email

Benefits

Improved workforce productivity

- Same workforce can process more goods and orders per day for maximum efficiency in the warehouse

Improved customer service

- Faster turnaround times and more accurate order fulfillment increase customer satisfaction and retention rates

Reduced costs

- Improved workforce utilization translates into a leaner operation; reduced inventory levels, storage requirements; lower transportation costs through tighter scheduling and fewer shipping errors

Vertical Markets

The MC9200 at work in Manufacturing



The MC9200 helps improve visibility and productivity on the manufacturing floor.

In seconds, workers and managers can:

- Check critical KPIs, plant usage and equipment status
- Monitor HMI and mobile dashboards from anywhere in the manufacturing plant
- Ensure the manufacturing line is stocked with the right parts/material at the right time
- Take rapid and cost-effective inventory counts, providing near real-time inventory visibility
- See who is doing what in real time for more effective process management

Applications

- System monitoring/dashboard
- Inventory counts
- Replenishment
- Process management
- Telephony, walkie-talkie and speakerphone

Benefits

Improved workforce productivity

- Streamline manufacturing processes; same workforce can do more in a day

Reduced waste and costs

- Improved workforce utilization translates into a leaner operation; reduced line-side inventory levels; fewer stops in workflow

Improved customer service

- Faster fulfillment increases customer satisfaction and retention rates

Vertical Markets

The MC9200 at work in Federal Government applications



The MC9200 helps improve public safety, inventory control and more.

In seconds, federal government workers can:

- Verify that the right equipment is set to be inspected/ maintained at the right time
- Streamline regulatory requirements with electronic recordkeeping
- Scan badges to ensure only authorized personnel enter agency facilities at guard stations
- Take rapid and cost-effective inventory counts, providing near real-time visibility into asset status, including IT assets and military supply chain

Applications

- Maintenance (MRO, safety and weapons inspections, fleet tracking, vehicle maintenance)
- Asset tracking and visibility (IT assets, military supply chain, inventory control)

Benefits

Improved workforce productivity

- Streamline processes; same workforce can do more in a day

Reduced waste and costs

- Fewer lost assets throughout the supply chain
- Better equipment/vehicle maintenance increases asset lifecycle

Improved public and worker safety

- Stricter asset management
- Safety and weapons inspection, fleet tracking

Vertical Markets

The MC9200 at work in Local Government/ Public Safety applications



The MC9200 helps improve workforce productivity and streamline asset management across local government agencies.

In seconds, local government workers can:

- Verify that the right equipment or vehicle is set to be inspected/maintained at the right time
- Streamline regulatory requirements with electronic recordkeeping
- Scan badges to ensure only authorized personnel enter restricted areas
- Take rapid and cost-effective inventory counts, providing near real-time visibility into asset status, including IT assets and vehicles

Applications

- Asset management (inventory, MRO, audit)
- Inspections/maintenance
- Security screening/mobile data access
- Code enforcement — building permits, health, fire, sanitation; fleet management
- Secure freight tracking

Benefits

Improved workforce productivity

- Streamline processes; same workforce can do more in a day

Reduced waste and costs

- Fewer lost assets throughout the supply chain
- Better equipment/vehicle maintenance increases asset lifecycle

Improved public and worker safety

- Proactive management and service of public work assets

Vertical Markets

The MC9200 at work in Airlines



The MC9200 helps airlines improve workforce productivity and customer satisfaction.

In seconds, workers can:

- Scan tags for near real-time visibility into bag location and status
- Take rapid and cost-effective inventory counts of assets and freight
- Verify that the right equipment or vehicle is set to be inspected/maintained at the right time
- Verify that the right parts are about to be used and provide more accurate, up-to-date inventory of part, equipment and other assets
- Streamline regulatory requirements with electronic recordkeeping

Applications

- Asset management (inventory, baggage tracking)
- Inspections/maintenance
- Fleet management
- Secure freight tracking

Benefits

Improved workforce productivity

- Streamline processes; same number of workers can process more bags and assets in a day

Improved customer service

- On-time and accurate baggage delivery increases customer satisfaction

Reduced costs

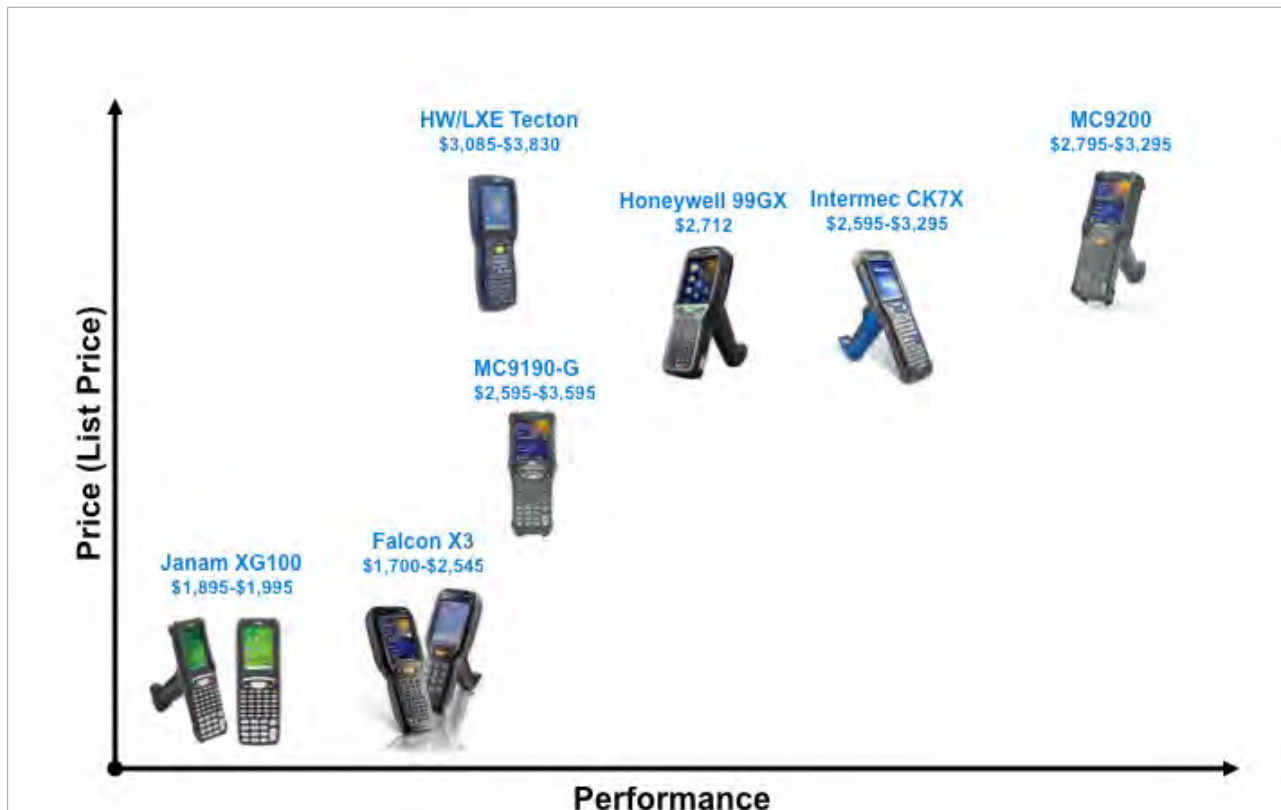
- Improved workforce utilization reduces labor costs
- Better fleet utilization reduces fuel and maintenance costs, and lowers the need to carry excess inventory

MC9200 Competition

PRICE-PERFORMANCE COMPARISON

The MC9200 is not the most expensive device in the rugged mobile computer category, yet it offers your customers more features and superior performance. Key differentiators include:

1. The most robust processing architecture in its class
2. The most robust rugged specifications in its class
3. The only device to offer a future-proof OS strategy that lets customers swap their operating systems (Windows to Android, Android to Windows), * Premium configurations only
4. Offers Zebra's Mobility Extensions (Mx) to make Android a more robust enterprise-class operating system.
5. The only device to offer native FIPS 140-2 Level 1 certification — ideal for industries with additional security requirements, such as retail and government
6. The only device to offer six interchangeable keypad options, so your customers can swap out keypads right in the backroom
7. Most robust data capture possible — with eight different advanced scan engines
* Not all scan engines supported on all operating systems; refer to Specifications in Appendix B for details.
8. Most advanced 2D imaging technology, so your customers do not need to sacrifice scan performance and throughput on 1D barcodes
9. Offers industry-leading extended range 1D/2D scanner that can capture barcodes up to 60% closer and 35% farther than the competition



MC9200 Competition

KEY COMPETITIVE FIGHT STRATEGY

The following table provides details on a fight strategy for the MC9200's key competitive devices. See the competition section in Appendix H for detailed feature-by-feature comparison.

| PRODUCT | MC9200 ADVANTAGES |
|-----------------------------|--|
| Intermec CK70/CK71 | <ul style="list-style-type: none"> • Less rugged, gun handle not integrated • Smaller display (3.5 in. vs. 3.7 in.) • Fewer keypad options and keypads not modular/field replaceable • Lack of scanning options: no laser scanning offered; no extended range option (Zebra's SE4850 is 50% closer and 30% farther than the long range CK71 option, which offers a range of 6 in. to 50 ft./15.2 cm); no specialty imaging options, such as DPM or PDF417 • No support for Android or Microsoft CE • CK71 offers older OMAP 3 1GHz processor, while the MC9200 is based on OMAP 4 next generation processing; CK70 has much slower 600 MHz OMAP 3 |
| Honeywell 99GX | <ul style="list-style-type: none"> • Only offers Windows Embedded Handheld 6.5; the MC9200 offers Android KitKat, WEH 6.5.3 plus the latest CE OS, CE7 • Only offers one memory configuration: 1GB/256MB. The MC9200 premium model offers more memory to run larger applications • Lack of scanning options: no laser scanning offered; no extended range option that competes with Zebra's SE4850 (published range for N5600 Series ER engine is 1.5 in. to 21.6 in./38 mm to 549 mm, compared to Zebra's SE4850 range from 3 in. to 70 ft./7.62 cm to 21.4 m); no DPM or PDF417 specialty imagers offered • Fewer keypad options and keypads not modular/field replaceable • Offers older OMAP 3 1GHz processor, while the MC9200 is based on OMAP 4 next generation processing |
| Honeywell/LXE Tecton | <ul style="list-style-type: none"> • Limited memory option, only supports up to 256MB Flash and 4GB storage card • QVGA only, does not support high resolution VGA, latest technology • No support for Android • Lack of scanning options: no extended range imaging option, only offers 1D long range through Zebra's SE1524ER engine; no specialty imaging options, such as DPM or PDF417 • Less rugged, requires a rubber boot to meet 6 ft./1.8 m drop spec • Fewer keypad options and keypads not modular/field replaceable • Slower processor: Marvell PXA320 @ 806 MHz |
| Datalogic Falcon X3 | <ul style="list-style-type: none"> • Less memory (256MB/256MB vs. 256MB/1GB) • Lack of scanning options: only offers two engine choices for standard scanning 1D laser and 1D/2D imager; no extended range imager or specialty barcode capture options, such as DPM or PDF417 • QVGA only, does not support high resolution VGA, latest technology • No support for Android • Not backwards compatible to Falcon 4420 accessories • Less rugged: no published tumble spec, no claim to meet MIL-STD 810G, only drop 18 times to concrete vs. 36 • Fewer keypad options and keypads not modular |
| Janam XG100 | <ul style="list-style-type: none"> • Lack of scanning options: only one 1D/2D imager offered — no laser engine; no extended range scanning or imaging; no specialty imagers, such as DPM or PDF417 • Fewer keypad options and keypads not modular/field replaceable • Only operates down to 14° F (-10° C) • 802.11a not offered • Only supports Windows Mobile 6.1 and Windows Embedded Handheld 6.5; no support for Android • Much slower processor: Marvell XScale PXA320 @624MHz |

MC9200 Competition

COUNTERING THE COMMON COMPETITIVE ATTACKS

As the world's most widely used rugged mobile computer, the MC9200 is a popular target for the competition. Many competitors are strategically targeting the large installed base of older MC9090-G and MC9190-G customers. Here are some of the common attacks you might hear about the MC9000 Series and how to combat them.

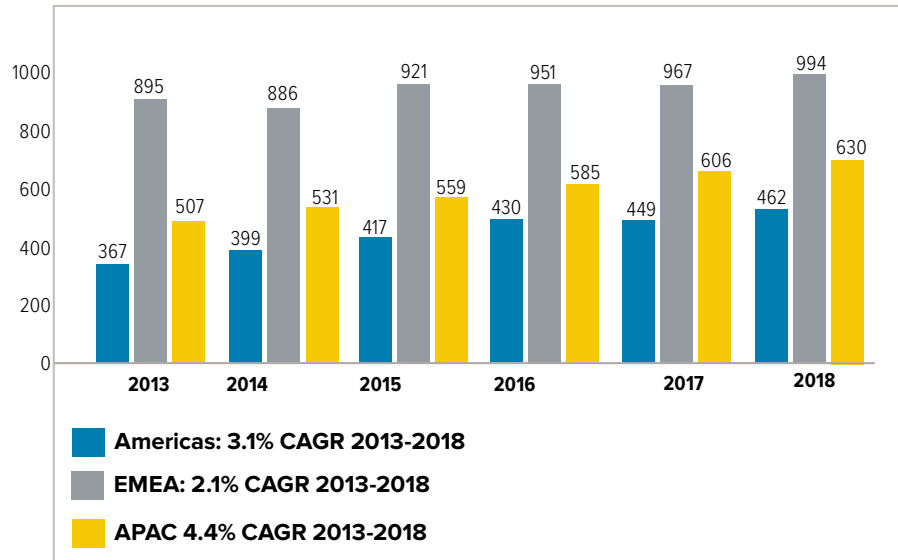
| THEY SAY... | WE SAY... |
|---------------------------------------|---|
| The MC9000 is old and outdated | <p>It's true that the MC9000 Series has been on the market for over twelve years. Over this time, the platform has proven itself time and time again to be the most rugged and reliable mobile computer on the market. It's a field-proven platform, with more than 2.5 million devices in the field.</p> <p>Over the past twelve years, we have been committed to the MC9000 Series platform and its customers, as we continually enhance and innovate. Most importantly, we are committed to the accessory and application ecosystem, ensuring that the MC9200 is compatible with accessories and applications you already invested in. You can rest assured that the investment you make in the MC9200 today will serve you for years to come.</p> |
| The MC9000 is big and bulky | <p>One of the main reasons we've kept the form factor of the MC9200 the same instead of migrating to a slimmer lighter device is that enables us to create a very cost-effective upgrade path to the latest mobile computing technology. Backwards compatibility with your customer's existing accessories allows them to upgrade with the least cost — they only need to purchase the devices; no new accessories are required. And if your customers have their heart set on a smaller and lighter device, we have many new rugged options to choose from.</p> |
| Zebra is abandoning Microsoft | <p>Yes, we are putting a lot of focus on Android, and have developed Mobility Extensions (Mx) to make Android a more robust enterprise-class operating system. However, we understand that Microsoft is a core part of our customers' technology environment and we are not abandoning Microsoft. The MC9200 will continue to support Windows Embedded Handheld and Windows CE operating systems.</p> <p>In addition, the MC9200 is the only device in its class to not only give customers a choice of operating systems, but to also let them upgrade their operating system, from Android to Microsoft or Microsoft to Android, at any time (* Premium configurations only). No other platform offers this level of future-proofing. The devices you buy today can adapt to meet the technology and application needs of tomorrow.</p> |

Market Opportunity

RUGGED HANDHELD MARKET WILL REBOUND AFTER ITS CONTRACTION IN 2012 AND 2013

After a dip in the market, VDC Research predicts that the global market for rugged mobile handheld computers will grow from \$2.3B in 2014, to \$2.7B in 2018 — a CAGR of 3.0%. The majority of rugged mobile computing sales are predicted to be upgrades in scan intensive applications such as inventory management in warehousing.

Rugged handheld computer sales in **MILLIONS (USD)**



Source: VDC Research, 2014 Enterprise Mobility Report: Global Market for Rugged Handheld Computers and Smartphones

MOBILE OS UNCERTAINTY: A STRONG MC9200 OPPORTUNITY

VDC Research wrote that mobile OS selection for next generation rugged handheld deployments represents one of the major challenges for end users and enterprises. Windows has been the dominant OS for rugged mobile computing, and represents more than 80% of the market share. However, with Windows 6.1x reaching EOL in 2020 and Windows Embedded 8 Handheld not providing backward compatibility, customers are taking a cautious approach with their near-term investment decisions.

VDC believes that the rugged handheld OS market will remain in flux, with many legacy customers wanting to stick with Microsoft, while others are preparing to move to Android if needed. By 2018, VDC predicts that Windows Embedded Handheld and Windows Mobile 6.x will represent 35% of shipments by 2018 (down from 70% in 2014) and Android will represent 35% of the marketshare by 2018.

The MC9200 Premium is the only rugged mobile computer on the market that can help enterprise customers prepare for this flux and OS changes — giving customers the ability to swap between Windows and Android, or Android and Windows as application and OS needs change in years to come.



Revenue Opportunities

EVERY SALE PROVIDES THE OPPORTUNITY FOR REVENUE FROM MULTIPLE AREAS: HARDWARE, APPLICATION DEVELOPMENT, INTEGRATION AND SUPPORT SERVICES

Hardware Revenue: Devices



The first line of opportunity is the sale of the MC9200 and its accessories. Pricing details and your discount for all hardware is located in Appendix C of this document.

Software Revenue: Custom Application Development and Integration



Application development and integration provides an additional revenue opportunity, and there are multiple opportunities for application development with each MC9200 sale:

Update an existing application to work with the MC9200.

Develop and integrate a range of vertical Android or Windows applications, including applications for asset management, warehouse management, inventory management, shipping/ receiving, work-in-process and more.

Services Revenue: Complete End-to-End Support



Selling services as part of the complete solution provides a significant opportunity to deliver more value to the enterprise customer as well as increase revenue. Zebra Technologies flexible services are designed to provide customers with assistance at every stage of a MC9200 mobility solution, from planning to deployment and post-deployment support. Service contracts can play a significant role in helping ensure complete customer satisfaction with reduced risks, faster deployment time and a substantial reduction in overall service delivery costs, reducing downtime, IT time and cost and the total cost of ownership. Your own experience plus industry research shows that customers are more likely to select service plans when they're bundled up front with a hardware quote as part of a complete solution. When your customer purchases Zebra Technologies exceptional services, everyone benefits. The size of the sale is increased. And there's no better way to give your customers total service peace of mind, with protection for their investment from day one.

Sales Tools:

EVERYTHING YOU NEED TO SELL THE MC9200

POSTED ON THE SOURCE/PARTNER CENTRAL

The Source:

<https://zebra.gosavo.com>

Partner Portal:

<https://partnerportal.zebra.com/PartnerPortal/index.aspx>

Launchpad:

<https://developer.zebra.com/community/partner-apps>

Zebra Services:

www.zebra.com/services

Learning Portal:

<http://learning.zebra.com>

Solution Builder:

<https://solutionbuilder.zebra.com>

Ready to go enterprise applications for rapid deployment:

<http://mpe.zebra.com>

Developer Tools:

<https://developer.zebra.com>

MC9200 Selling Guide

This comprehensive document contains all the information you need to sell the MC9200 — from product information to product and accessory part numbers, market opportunities, available services and more.

MC9200 Battlecard

This two-page battle card provides a quick at-a-glance look at features and benefits, applications, competition and available support services.

MC9200 Customer Presentation

Provide the general product background required to successfully introduce and sell MC9200.

MC9200 Product Descriptions

Short, medium and long product descriptions to use in proposals, emails and other marketing materials.

ZEBRA'S GRAPHICS LIBRARY

Product and application photos:

<http://medialibrary.zebra.com/#/login> (password required).
Search MC9200

PUBLIC FACING ASSETS

MC9200 Brochure

Provides a high level look at the features and benefits of the MC9200 and their value in its various markets.

MC9200 Specification Sheet

This two-page document discusses the key features of the MC9200, along with product specifications.

MC9200 Why Upgrade Flyer

Designed for current MC9100 customers, this two-page document discusses the key reasons to upgrade to the MC9200.

MC9200 Scanner Upgrade Flyer (SE4750)

Introduces the next generation SE4750 imager and discusses its advantages over the SE4500.

MC9200 Warehousing Application Brief

Discusses how the MC9200 improves efficiency and productivity in the warehouse.

Warehousing Portfolio Brochure

Updated to include the MC9200.

Warehousing Solution Brief

Updated to include the MC9200.

KEY DATES

MC9200 with SE4850 extended range imager

Public Announcement: November 15, 2016

Planned First Book Date: November 30, 2016

Sales Tools:

YOUR INVESTMENT, PRODUCT CLASS AND TRAINING

PRODUCT CLASS

The MC9200, with the exception of the DPM configurations, is a Class 2 product that is available for purchase and sale by all partners that meet the requirements for this segmentation. While training and certification are not required to sell the MC9200 Class 2 models, free training materials are available to assist your sales efforts.

Please note that the DPM configurations are Class 4 products that require partners to complete product-specific certification prior to reselling. For more information on the certification requirements for the Class 4 DPM model, please visit: <http://learning.zebra.com> (Course Title: DPM CERT).

YOUR INVESTMENT

How much of an investment do you need to make to sell the MC9200?

ZEBRA SALES TOOLS: \$0

No cost — see Sales Tools section for list of available complimentary collateral, including collateral that can be customized with your company name, logo and contact information.

CERTIFICATION COSTS: \$0

Certification required for DPM models only

TRAINING



Course Code: MBC2004.00E

Course Title: Product Overview for the MC9200

This online course takes approximately an hour to complete and includes an online exam.

Course description: This course is designed to provide sales personnel a sales overview of the MC9200 mobile computer. The course defines the MC9200 key features, positioning, benefits, capabilities, and target applications. Major sales concepts covered include:

- What business problems are solved
- Key selling points
- ROI and TCO
- Service and support options
- How to differentiate this product from our competition

When to lead with...

STANDARD OR PREMIUM

The MC9200 is offered in a Premium and Standard model. The Standard model offers MPA3 standard features, while the Premium model offers MPA3 standard and advanced features, which include IST, more memory, an integrated RFID tag and the SE4750 imager option. With an MC9200 Premium and Standard model, you have a tiered product strategy that allows your customers to choose the option that best meets user needs and budget requirements. The following chart will help you determine when to sell each of these products.

| | MC9200 Premium | MC9200 Standard |
|-------------------------|---|--|
| Description | <ul style="list-style-type: none"> • Premium 'top of the line' model • Offers standard and advanced MPA3 features including: IST, RFID tag, larger memory • Can choose between: Android KitKat, Windows CE, and Windows Embedded Handheld • Provides ability to swap out operating system if customer OS needs change • Option for SE4850 next generation imager engine • Carries a premium price over MC9200 standard | <ul style="list-style-type: none"> • Standard model option • Offers standard MPA3 features • Can choose between: Windows CE and Windows Embedded Handheld; operating system cannot be swapped after purchase |
| Customer Profile | <ul style="list-style-type: none"> • Green Field, new customers or older MC9000 replacement opportunities • For customers who want the latest MPA3 technology and rich features • For customers who want the latest scanning and imaging technology • For customers who want the ability to swap their operating system in the future • For customers who want the peace of mind knowing they have the highest performance product available • For customers who need a platform that is ready for the future | <ul style="list-style-type: none"> • Green Field, new customers or older MC9000 replacement opportunities • For customers who want the latest MPA3 technology • For customers who don't want to pay for features they may not use • For customers who do not care about the ability to swap their operating system at a later time |

Feature comparison

MC9000 SERIES GUN-STYLE MOBILE COMPUTERS

The following chart highlights the many technology advances of the industry leading MC9000 Series.

| Feature | MC9090-G | MC9190-G | MC9200 | Customer Benefit |
|---|---|---|---|---|
| Processor | Intel XScale PXA270 @ 624 MHz | Marvell PXA320 @ 806 MHz | Dual core 1GHz OMAP 4 processor | Plenty of power to support next generation mobile applications with graphics intensive elegant and intuitive interfaces; simplifies application use and increases user productivity. Ample power to run complex ERP applications — simultaneously. |
| Memory | CE 5.0: 64MB/64MB or 128MB/64MB Windows Mobile 5.0 Premium or 6.1 Classic: 64MB/128MB or 128MB/128MB | 256MB RAM/ 1GB Flash | 512MB RAM/ 2GB Flash or 1 GB/2GB Flash (Premium SKUs only) | |
| Operating System | Windows Mobile 5.0 Premium Edition Windows Mobile 6.1 Classic Microsoft Windows CE 5.0 | Windows Embedded Handheld 6.5.3 Microsoft Windows CE 6.0 | Windows Embedded Handheld 6.5.3 Windows Embedded Compact 7.0 Android 4.4 (KitKat) | Choose the operating system (OS) that best fits the needs of your customer's business. And Zebra's Mx delivers value add-features that make Android a more robust enterprise-class OS. |
| Swappable Operating Systems | No | Yes (between Windows Embedded Handheld and Windows CE) | Yes (between all supported operating systems) | The MC9200 delivers complete OS flexibility. With a Zebra OneCare Services plan, premium MC9200 models can be switched between Android, Windows Embedded Handheld and Windows Embedded Compact. Eliminates the need to purchase new mobile computers to accommodate a future OS migration for superior investment protection. |
| Mobility Platform Architecture (MPA) | MPA 1.0 | MPA 2.0 | MPA 3.0 | Zebra's MPA platform offers a best-in-class technology architecture, providing an extended lifecycle and future-proofing. In addition, the standardized platform preserves existing application investments by enabling easy and cost-effective porting of applications from other Zebra mobile computers. |
| WLAN | 802.11a/b/g | 802.11a/b/g | Android: 802.11 a/b/g/n/d/h/i/k/r WinCE/WEH: 802.11 a/b/g/n/d/h/i | Offers more bandwidth to support more users and more apps; offers enhanced security, load balancing and device roaming. |

Feature comparison (continued)

MC9000 SERIES GUN-STYLE MOBILE COMPUTERS


| Feature | MC9090-G | MC9190-G | MC9200 | Customer Benefit |
|--|--|--|--|---|
| Scanning Options | 1D Laser (SE1224) 1D Laser Long Range (SE1524-ER) 1D/2D Imager (SE4400) 1D/2D Imager with DPM (SE4400-HD) | 1D Laser (SE960) 1D Laser Long Range (SE1524-ER) 1D/2D Imager (SE4500-SR) 1D/2D Long Range Imager (SE4600) 1D/2D Imager with Driver's License parsing (SE4500-DL) 1D/2D Imager with DPM (SE4500-HD) | 1D Laser (SE965) 1D Laser Long Range (SE1524-ER) 1D/2D Extended Range Imager (SE4850); scans up to 70 ft./21.4 m 1D/2D Standard or Mid-Range Imager (SE4750) 1D/2D Long Range Imager (SE4600); scans up to 30 ft./9.14 m 1D/2D Imager (SE4500) 1D/2D Imager with Driver's License parsing (SE4500-DL) 1D/2D Imager with DPM (SE4500-HD) | <p>When it comes to capturing data, the MC9200 offers more choices than ever before, enabling the selection of the scan engine that will deliver the best performance in virtually any application.</p> <p>The revolutionary extended range of the 1D/2D SE4850 imager allows the capture of barcodes as close as 3 in./7.6 cm to 70 ft./21.4 m — up to 60% closer and 35% farther than competitive imagers. With an industry-leading field of view, the SE4850 can capture the 4 in./10.16 cm wide barcodes common in warehousing and manufacturing as close as 7 in./17.78 cm — about one third of the distance of competitive devices.</p> <p>The SE4570 is ideal for 1D/2D standard or mid-range scanning. Both the SE4850 and SE4750 offer Zebra's proprietary PRZM Intelligent Imaging technology for unparalleled fast capture of just about any type of data.</p> |
| Interactive Sensor Technology (IST) | No | Yes | | <p>Enables leading edge motion-based applications. In addition to dynamic screen orientation:</p> <ul style="list-style-type: none"> Automatically powers down when not in use. Records device drops for man-down applications. Provides access to accelerometer data to support custom applications. |
| FIPS 140-2 Certification | No | Yes | | <p>NIST Validated use in government applications.</p> <p>No additional 3rd party supplicants required.</p> |
| Display | 3.7 in. QVGA mono or color for Win CE 3.7 in. QVGA color only for Windows Mobile | 3.7 in. VGA color for all operating systems | | <p>Best-in-class 3.7 inch high-resolution backlit color VGA touchscreen display provides great readability in any lighting condition — from bright sunlight to total darkness.</p> |




Feature comparison (continued)

MC9000 SERIES GUN-STYLE MOBILE COMPUTERS

| Feature | MC9090-G | MC9190-G | MC9200 | Customer Benefit |
|---|-----------------------|-----------------------------------|--------|---|
| Gorilla® Glass Scanner Exit Window | No | Yes | | Increases the durability of the scanner exit window with glass that is virtually impervious to damage — including scratches. |
| Hardened Touchscreen | Yes | Yes — with increased hardness | | The increased hardness further improves resistance to wear and tear. |
| SD Expansion Slot | SD/MMC card up to 1GB | SD/MMC card up to 32GB | | Larger expansion slot capacity provides ample storage for the largest applications. |
| Integrated UHF RFID tag | No | Yes (Premium models only) | | Enables automated check-in and check-out of devices, providing visibility into which worker has which device — improving accountability for the care and return of devices. In addition, RFID readers at entry and exit points can help prevent device theft. |
| Bluetooth Version | 1.2 | 2.1 with EDR (Enhanced Data Rate) | | Bluetooth technology provides a faster wireless connection to more device types (up to 3 Mbps) over a more secure connection. |
| Bluetooth Stacks | StoneStreet | StoneStreet or Microsoft | | Customers can select the stack that best meets their mobility needs. |



Specifications

| Physical and Environmental Characteristics | |
|--|---|
| Dimensions | 9.1 in. L x 3.6 in. W x 7.6 in. H 23.1 cm L x 9.1 cm W x 19.3 cm H |
| Weight | 27 oz./765 g (includes battery) |
| Keyboard | 28-, 43- and 53-key; Terminal Emulation (5250, 3270, VT) |
| Display | 3.7 in. VGA resolution; color |
| Power |  PowerPrecision Improved battery technology for better battery management; Lithium ion battery 2600 mAh |
| RFID Tag | Integrated UHF Gen2 tag (Premium models only) |
| IST | Sensor technology (Premium models only) |


| Performance Characteristics | |
|-----------------------------|--|
| CPU | Dual core 1GHz OMAP 4 processor |
| Operating System |  Android 4.4.4 with Mobility Extensions (Mx)  Microsoft Windows Embedded Compact 7.0  Microsoft Windows Embedded Handheld 6.5.3 |
| Memory | 512MB/2GB; 1GB/2GB (Premium models only) |
| Expansion | User accessible 32GB SDHC card slot |
| App Development | PSDK and EMDK available through Zebra Support Central Web site |
| Data Capture Options | SE965: ^{1,4} 1D standard range scan engine SE1524-ER: ^{2,4} 1D extended range scan engine reads up to 45 ft./13.72 m away SE4500: ^{2,4} Omnidirectional 1D/2D imaging engine SE4850: ⁴ Extended range 1D/2D imager scans from 3 in. to 70 ft. (7.62 cm to 21.4 m) SE4750: ^{2,4} Next generation omnidirectional 1D/2D imaging engine for faster data capture. Available in Standard Range (SR) and Mid Range (MR). SE4600: ^{2,5} Extended range omnidirectional 1D/2D imaging engine reads as far as 30 ft./9.14 m SE4500-DL: ^{2,5} 1D/2D DL imaging engine reads 1D, 2D and PDF codes on driver's licenses SE4500-HD: ^{2,5} 1D/2D DPM imaging engine reads a wide variety of DPM marks on metal, plastic and glass |

| User Environment | |
|-------------------------------|--|
| Operating Temp. | -4° to 122° F/-20° to 50° C |
| Charging Temp. | 32° to 104° F/0° to 40° C |
| Storage Temp. | -40° F to 158° F/-40° C to 70° C |
| Humidity | 5% to 95% non condensing (Condensation resistant configurations available) |
| Drop Specification | Multiple drops to concrete: 6 ft./1.8 m across the operating temp. range; meets/exceeds MIL-STD 810G |
| Tumble Specification | 2,000 3.28 ft./1 m tumbles; meets and exceeds IEC tumble specifications |
| Scanner Exit Window | Corning Gorilla™ glass |
| Sealing | IP64 (electronic enclosure, display and keypad) per IEC Sealing specification |
| Electrostatic Discharge (ESD) | ±15kVdc air discharge; ±8kVdc direct discharge; ±8kVdc indirect discharge |

| Wireless Data Communications | |
|------------------------------|---|
| WLAN | Android: IEEE 802.11 a/b/g/n/d/h/i/k/r WinCE/WEH: IEEE 802.11 a/b/g/n/d/h/i |
| Data Rate | 802.11a: up to 54 Mbps; 802.11b: up to 11 Mbps; 802.11g: up to 54 Mbps; 802.11n: up to 65 Mbps |
| Antenna | Internal |
| Frequency Range | All country dependent: 802.11a – 5 GHz; 802.11b – 2.4 GHz; 802.11g – 2.4 GHz; 802.11n – 2.4 GHz and 5 GHz |
| WLAN Security | WPA2 Enterprise, 802.1x; EAP-TLS; TTLS (CHAP, MS-CHAP, MS-CHAPv2, PAP or MD5); PEAP (TLS, MSCHAPv2, EAP-GTC); LEAP, EAP-FAST (TLS, MS-CHAPv2, EAP-GTC), WPA2/AES, CCX v4, FIPS 140-2 and IPv6 |
| WPAN (Bluetooth) | Stonestreet stack: Bluetooth 4.0 plus BLE or WBA Microsoft stack: Bluetooth Version 2.1 with EDR |

| Voice and Audio | |
|------------------------|---|
| Audio | High quality speaker, microphone (select configurations) and 2.5mm headset jack |
| Voice Directed Picking |  TekSpeech Pro Certified; compatible with 3rd party VDP clients (WEHH and CE7 only) |
| Push-to-Talk |  Workforce Connect PTT Express (client included) with headset and speakerphone modes; wired headset support |

Additional Mobility DNA solutions

 Mobility DNA solutions help you get more value out of our mobile computers by adding functionality as well as simplifying deployment and management of our mobile devices. For more information on these Zebra-only features, please visit: <https://developer.zebra.com/mobilitydna>

 **All-touch Terminal Emulation**  **EMDK**

Available Mobility DNA features may vary by model.

Recommended Services

Zebra *OneCare*

1. Tolerant to typical artificial indoor and natural outdoor (direct sunlight) lighting conditions. Fluorescent, Incandescent, Mercury Vapor, Sodium Vapor, LED3, 450 Ft. Candles (4,844 Lux) Sunlight: 10000 Ft Candles (107,640 Lux)
2. Tolerant to typical artificial indoor and natural outdoor (direct sunlight) lighting conditions. Fluorescent, Incandescent, Mercury Vapor, Sodium Vapor, LED3: 450 Ft. Candles (4,844 Lux) Sunlight: 8000 Ft Candles (86,111 Lux)
3. LED lighting with high AC ripple content can impact scanning performance
4. Available on Windows and Android
5. Available on Windows only

Configurations

UPGRADING PREMIUM DEVICES TO ANDROID

Customers may swap the operating systems on their MC9200 Premium devices. Currently, the MC9200 Android OS is available for certain MC9200 premium devices (see supported hardware below). The upgrade is performed at a Zebra Service Depot.

- The upgrade requires a separate orderable service: Zebra service contracts entitle customers to receive software maintenance releases and patches, but do not entitle customers to major operating system version releases or upgrades.
- Customers must provide all the serial numbers for the devices they wish to upgrade when the Purchase Order for the upgrade service is submitted.
- All devices must be in working condition to be upgraded.
- Devices will be wiped clean prior to upgrading and will be returned with the new operating system only installed, unless you have a service agreement that includes Commissioning. If your service agreement includes Commissioning, you will simply need to provide a new Gold image in order to receive fully commissioned devices that are ready to use, right out of the box, with all your applications, settings and configurations.

| Operating System Upgrade (CE to Android) | | |
|--|----------------------------------|--------------------|
| Service Part Number | Eligible Hardware Configurations | |
| MC92-ANDROID-UPGRD | MC92N0-GL0SYEQA6WR | MC92N0-GL0SYEYA6WR |
| | MC92N0-GA0SYGQA6WR | MC92N0-GA0SYGYA6WR |
| | MC92N0-GL0SYAQA6WR | MC92N0-GL0SYAYA6WR |
| | MC92N0-GL0SYFQA6WR | MC92N0-GL0SYFYA6WR |
| | MC92N0-GL0SYHQA6WR | MC92N0-GL0SYHYA6WR |
| | MC92N0-GL0SYGQA6WR | MC92N0-GL0SYGYA6WR |
| | MC92N0-GL0SYJQA6WR | MC92N0-GL0SYJYA6WR |
| | MC92N0-GM0SYEQA6WR | MC92N0-GM0SYEYA6WR |
| | MC92N0-GM0SYAQA6WR | MC92N0-GM0SYAYA6WR |
| | MC92N0-GM0SYFQA6WR | MC92N0-GM0SYFYA6WR |
| | MC92N0-GM0SYHQA6WR | MC92N0-GM0SYHYA6WR |
| | MC92N0-GM0SYGQA6WR | MC92N0-GM0SYGYA6WR |
| | MC92N0-GA0SYEQA6WR | MC92N0-GA0SYEYA6WR |
| | MC92N0-GA0SYAQA6WR | MC92N0-GA0SYAYA6WR |
| | MC92N0-GA0SYFQA6WR | MC92N0-GA0SYFYA6WR |
| | MC92N0-GA0SYJQA6WR | MC92N0-GA0SYJYA6WR |
| | MC92N0-GA0SYVQA6WR | MC92N0-GA0SYVYA6WR |
| | MC92N0-G30SYEQA6WR | MC92N0-G30SYEYA6WR |
| | MC92N0-G30SYAQA6WR | MC92N0-G30SYAYA6WR |
| | MC92N0-G30SYFQA6WR | MC92N0-G30SYFYA6WR |
| | MC92N0-G30SYHQA6WR | MC92N0-G30SYHYA6WR |
| | MC92N0-G30SYGQA6WR | MC92N0-G30SYGYA6WR |
| | MC92N0-G30SYJQA6WR | MC92N0-G30SYJYA6WR |

Configurations

PREMIUM WE MODELS

Premium WE Models
Gun form factor, WLAN 802.11A/B/G/N, WE 6.5.X, Bluetooth, 1 GB RAM/2 GB FLASH,
VGA COLOR, MS Office, RFID TAG, IST

| Part Number | Description | Discount Category | List Price |
|--------------------|---|-------------------|------------|
| MC92N0-GA0SYEQA6WR | 1D Standard Laser (SE965), 53 Key | A1 | \$ 3,095 |
| MC92N0-GA0SYGQA6WR | 1D Standard Laser (SE965), 53VT Key | A1 | \$ 3,095 |
| MC92N0-G30SYEQA6WR | 2D Standard Range Imager (SE4500), 53 Key | A1 | \$ 3,195 |
| MC92N0-G30SYGQA6WR | 2D Standard Range Imager (SE4500), 53VT Key | A1 | \$ 3,195 |
| MC92N0-G30SYJQA6WR | 2D Standard Range Imager (SE4500), 53 (5250) Key | A1 | \$ 3,195 |
| MC92N0-GJ0SYEQA6WR | 1D Long Range Laser - Lorax (SE1524), 53 Key | A1 | \$ 3,295 |
| MC92N0-GJ0SYFQA6WR | 1D Long Range Laser (SE1524ER), 43 Key | A1 | \$ 3,295 |
| MC92N0-GJ0SYGQA6WR | 1D Long Range Laser (SE1524ER), 53VT Key | A1 | \$ 3,295 |
| MC92N0-GJ0SYJQA6WR | 1D Long Range Laser (SE1524ER), 53-5250 Key | A1 | \$ 3,295 |
| MC92N0-G90SYEQA6WR | 2D Long Range Imager (SE4600), 53 Key | A1 | \$ 3,395 |
| MC92N0-G90SYFQA6WR | 2D Long Range Imager (SE4600), 43 Key | A1 | \$ 3,395 |
| MC92N0-G90SYGQA6WR | 2D Long Range Imager (SE4600), 53VT Key | A1 | \$ 3,395 |
| MC92N0-G90SYJQA6WR | 2D Long Range Imager (SE4600), 53 (5250) Key | A1 | \$ 3,395 |
| MC92N0-GA0SYVQA6WR | 1D Standard Laser (SE965), 53 Key High Visibility | A1 | \$ 3,145 |
| MC92N0-GA0SYJQA6WR | 1D Standard Laser (SE965), 53 (5250) Key | A1 | \$ 3,095 |
| MC92N0-GL0SYEQA6WR | 2D Imager (SE4750 SR), 53 Key | A1 | \$ 3,195 |
| MC92N0-GL0SYAQA6WR | 2D Imager (SE4750 SR), 28 Key | A1 | \$ 3,245 |
| MC92N0-GL0SYFQA6WR | 2D Imager (SE4750 SR), 43 Key | A1 | \$ 3,245 |
| MC92N0-GL0SYGQA6WR | 2D Imager (SE4750 SR), 53VT Key | A1 | \$ 3,245 |
| MC92N0-GL0SYJQA6WR | 2D Imager (SE4750 SR), 53 (5250) Key | A1 | \$ 3,245 |
| MC92N0-GM0SYVQA6WR | 2D Imager (SE4750 MR), 53 Key High Visibility | A1 | \$ 3,295 |
| MC92N0-GM0SYEQA6WR | 2D Imager (SE4750 MR), 53 Key | A1 | \$ 3,245 |
| MC92N0-GM0SYAQA6WR | 2D Imager (SE4750 MR), 28 Key | A1 | \$ 3,295 |
| MC92N0-GM0SYFQA6WR | 2D Imager (SE4750 MR), 43 Key | A1 | \$ 3,295 |
| MC92N0-GM0SYGQA6WR | 2D Imager (SE4750 MR), 53VT Key | A1 | \$ 3,295 |
| MC92N0-GM0SYJQA6WR | 2D Imager (SE4750 MR), 53 (5250) Key | A1 | \$ 3,295 |

Configurations

PREMIUM WE MODELS (CONTINUED)

| Premium WE Models (continued) Gun form factor, WLAN 802.11A/B/G/N, WE 6.5.X, Bluetooth, 1 GB RAM/2 GB FLASH, VGA COLOR, MS Office, RFID TAG, IST | | | |
|---|--|-------------------|------------|
| Part Number | Description | Discount Category | List Price |
| MC92N0-GPOSYEQA6WR | 2D Long Range Imager (SE4850), 53 Key | A1 | \$3,395 |
| MC92N0-GPOSYAQA6WR | 2D Long Range Imager (SE4850), 28 Key | A1 | \$3,445 |
| MC92N0-GPOSYFQA6WR | 2D Long Range Imager (SE4850), 43 Key | A1 | \$3,445 |
| MC92N0-GPOSYGQA6WR | 2D Long Range Imager (SE4850), 53VT Key | A1 | \$3,445 |
| MC92N0-GPOSYHQA6WR | 2D Long Range Imager (SE4850), 53 (3270) Key | A1 | \$3,445 |
| MC92N0-GPOSYJQA6WR | 2D Long Range Imager (SE4850), 53 (5250) Key | A1 | \$3,445 |

3 of 7

PREMIUM CE7 MODELS

| Premium CE7 Models Gun form factor, WLAN 802.11A/B/G/N, CE 7.0, Bluetooth, 1 GB RAM/2 GB FLASH, VGA color, RFID tag, IST | | | |
|---|---|-------------------|------------|
| Part Number | Description | Discount Category | List Price |
| MC92N0-GAOSYEYA6WR | 1D Standard Laser (SE965), 53 Key | A1 | \$ 2,895 |
| MC92N0-GAOSYGYA6WR | 1D Standard Laser (SE965), 53VT Key | A1 | \$ 2,895 |
| MC92N0-GAOSYJYA6WR | 1D Standard Laser (SE965), 53 (5250) Key | A1 | \$ 2,895 |
| MC92N0-G30SYEYA6WR | 2D Standard Range Imager (SE4500), 53 Key | A1 | \$ 2,995 |
| MC92N0-G30SYGYA6WR | 2D Standard Range Imager (SE4500), 53VT Key | A1 | \$ 2,995 |
| MC92N0-G30SYJYA6WR | 2D Standard Range Imager (SE4500), 53 (5250) Key | A1 | \$ 2,995 |
| MC92N0-GJ0SYEYA6WR | 1D Long Range Laser - Lorax (SE1524), 53 Key | A1 | \$ 3,095 |
| MC92N0-GJ0SYFYA6WR | 1D Long Range Laser - Lorax (SE1524), 43 Key | A1 | \$ 3,095 |
| MC92N0-GJ0SYGYA6WR | 1D Long Range Laser - Lorax (SE1524), 53VT Key | A1 | \$ 3,095 |
| MC92N0-GJ0SYJYA6WR | 1D Long Range Laser - Lorax (SE1524), 53 (5250) Key | A1 | \$ 3,095 |
| MC92N0-G90SYEYA6WR | 2D Long Range Imager (SE4600), 53 Key | A1 | \$ 3,195 |
| MC92N0-G90SYFYA6WR | 2D Long Range Imager (SE4600), 43 Key | A1 | \$ 3,195 |
| MC92N0-G90SYGYA6WR | 2D Long Range Imager (SE4600), 53VT Key | A1 | \$ 3,195 |
| MC92N0-G90SYJYA6WR | 2D Long Range Imager (SE4600), 53 (5250) Key | A1 | \$ 3,195 |
| MC92N0-GL0SYAYA6WR | 2D Imager (SE4750 SR), 28 Key | A1 | \$3,045 |

Configurations

PREMIUM CE7 MODELS (CONTINUED)

| Premium CE7 Models (continued) Gun form factor, WLAN 802.11A/B/G/N, CE 7.0, Bluetooth, 1 GB RAM/2 GB FLASH, VGA color, RFID tag, IST | | | |
|--|---|-------------------|------------|
| Part Number | Description | Discount Category | List Price |
| MC92N0-GL0SYEYA6WR | 2D Imager (SE4750 SR), 53 Key | A1 | \$2,995 |
| MC92N0-GL0SYFYA6WR | 2D Imager (SE4750 SR), 43 Key | A1 | \$3,045 |
| MC92N0-GL0SYGYA6WR | 2D Imager (SE4750 SR), 53VT Key | A1 | \$3,045 |
| MC92N0-GL0SYJYA6WR | 2D Imager (SE4750 SR), 53 (5250) Key | A1 | \$3,045 |
| MC92N0-GL0SYVYA6WR | 2D Imager (SE4750 SR), 53 Key High Visibility, | A1 | \$3,045 |
| MC92N0-GM0SYAYA6WR | 2D Imager (SE4750 MR), 28 Key | A1 | \$3,095 |
| MC92N0-GM0SYEYA6WR | 2D Imager (SE4750 MR), 53 Key | A1 | \$3,045 |
| MC92N0-GM0SYFYA6WR | 2D Imager (SE4750 MR), 43 Key | A1 | \$3,095 |
| MC92N0-GM0SYGYA6WR | 2D Imager (SE4750 MR), 53VT Key | A1 | \$3,095 |
| MC92N0-GM0SYJYA6WR | 2D Imager (SE4750 MR), 53 (5250) Key | A1 | \$3,095 |
| MC92N0-GM0SYVYA6WR | 2D Imager (SE4750 MR), 53 Key High Visibility | A1 | \$3,095 |
| MC92N0-GP0SYEYA6WR | 2D Long Range Imager (SE4850), 53 Key | A1 | \$3,195 |
| MC92N0-GP0SYAYA6WR | 2D Long Range Imager (SE4850), 28 Key | A1 | \$3,245 |
| MC92N0-GP0SYEYC6WR | 2D Long Range Imager (SE4850), 53 Key, Condensation Resistant | A1 | \$3,495 |
| MC92N0-GP0SYFYA6WR | 2D Long Range Imager (SE4850), 43 Key | A1 | \$3,245 |
| MC92N0-GP0SYGYA6WR | 2D Long Range Imager (SE4850), 53VT Key | A1 | \$3,245 |
| MC92N0-GP0SYHYA6WR | 2D Long Range Imager (SE4850), 53 (3270) Key | A1 | \$3,245 |
| MC92N0-GP0SYJYA6WR | 2D Long Range Imager (SE4850), 53 (5250) Key | A1 | \$3,245 |

Configurations

PREMIUM ANDROID KITKAT MODELS

| Premium Android KitKat Models Gun form factor, WLAN 802.11A/B/G/N, Android KitKat, Bluetooth, 1 GB RAM/2 GB FLASH, VGA color, RFID tag, IST | | | |
|---|---|-------------------|------------|
| Part Number | Description | Discount Category | List Price |
| MC92N0-GL0SYEAA6WR | 2D Imager (SE4750 SR), 53 Key | A1 | \$2,995 |
| MC92N0-GA0SYGAA6WR | 1D Standard Laser (SE965), 53VT Key | A1 | \$2,945 |
| MC92N0-GL0SYAAA6WR | 2D Imager (SE4750 SR), 28 Key | A1 | \$3,045 |
| MC92N0-GL0SYFAA6WR | 2D Imager (SE4750 SR), 43 Key | A1 | \$3,045 |
| MC92N0-GL0SYHAA6WR | 2D Imager (SE4750 SR), 53 (3270) Key | A1 | \$3,045 |
| MC92N0-GL0SYGAA6WR | 2D Imager (SE4750 SR), 53VT Key | A1 | \$3,045 |
| MC92N0-GL0SYJAA6WR | 2D Imager (SE4750 SR), 53 (5250) Key | A1 | \$3,045 |
| MC92N0-GM0SYEAA6WR | 2D Imager (SE4750 MR), 53 Key | A1 | \$3,045 |
| MC92N0-GM0SYAAA6WR | 2D Imager (SE4750 MR), 28 Key | A1 | \$3,095 |
| MC92N0-GM0SYFAA6WR | 2D Imager (SE4750 MR), 43 Key | A1 | \$3,095 |
| MC92N0-GM0SYHAA6WR | 2D Imager (SE4750 MR), 53 (3270) Key | A1 | \$3,095 |
| MC92N0-GM0SYGAA6WR | 2D Imager (SE4750 MR), 53VT Key | A1 | \$3,095 |
| MC92N0-GA0SYEAA6WR | 1D Standard Laser (SE965), 53 Key | A1 | \$2,895 |
| MC92N0-GA0SYAAA6WR | 1D Standard Laser (SE965), 28 Key | A1 | \$2,945 |
| MC92N0-GA0SYFAA6WR | 1D Standard Laser (SE965), 43 Key | A1 | \$2,945 |
| MC92N0-GA0SYJAA6WR | 1D Standard Laser (SE965), 53 (5250) Key | A1 | \$2,945 |
| MC92N0-GA0SYVAA6WR | 1D Standard Laser (SE965), 53 Key High Visibility | A1 | \$2,945 |
| MC92N0-G30SYEAA6WR | 2D Imager (SE4500), 53 Key | A1 | \$2,995 |
| MC92N0-G30SYAAA6WR | 2D Imager (SE4500), 28 Key | A1 | \$3,045 |
| MC92N0-G30SYFAA6WR | 2D Imager (SE4500), 43 Key | A1 | \$3,045 |
| MC92N0-G30SYHAA6WR | 2D Imager (SE4500), 53 (3270) Key | A1 | \$3,045 |
| MC92N0-G30SYGAA6WR | 2D Imager (SE4500), 53VT Key | A1 | \$3,045 |
| MC92N0-G30SYJAA6WR | 2D Imager (SE4500), 53 (5250) Key | A1 | \$3,045 |
| MC92N0-GP0SYEAA6WR | 2D Long Range Imager (SE4850), 53 Key | A1 | \$3,195 |
| MC92N0-GP0SYFAA6WR | 2D Long Range Imager (SE4850), 43 Key | A1 | \$3,245 |
| MC92N0-GP0SYGAA6WR | 2D Long Range Imager (SE4850), 53VT Key | A1 | \$3,245 |
| MC92N0-GP0SYHAA6WR | 2D Long Range Imager (SE4850), 53 (3270) Key | A1 | \$3,245 |
| MC92N0-GP0SYAAA6WR | 2D Long Range Imager (SE4850), 28 Key | A1 | \$3,245 |
| MC92N0-GP0SYJAA6WR | 2D Long Range Imager (SE4850), 53 (5250) Key | A1 | \$3,245 |

Configurations

STANDARD WE MODELS

| Standard WE Models | | | |
|--|---|-------------------|------------|
| Gun form factor, WLAN 802.11A/B/G/N, WE 6.5.X, Bluetooth, 512 MB RAM/2 GB FLASH, VGA color | | | |
| Part Number | Description | Discount Category | List Price |
| MMC92N0-GA0SXERA5WR | 1D Standard Laser (SE965), 53 Key | A1 | \$2,995 |
| MC92N0-GA0SXGRA5WR | 1D Standard Laser (SE965), 53VT Key | A1 | \$2,995 |
| MC92N0-GA0SXJRA5WR | 1D Standard Laser (SE965), 53 (5250) Key | A1 | \$2,995 |
| MC92N0-G30SXERA5WR | 2D Standard Range Imager (SE4500), 53 Key | A1 | \$3,095 |
| MC92N0-G30SXGRA5WR | 2D Standard Range Imager (SE4500), 53VT Key | A1 | \$3,095 |
| MC92N0-G30SXJRA5WR | 2D Standard Range Imager (SE4500), 53 (5250) Key | A1 | \$3,095 |
| MC92N0-GJ0SXERA5WR | 1D Long Range Laser - Lorax (SE1524), 53 Key | A1 | \$3,195 |
| MC92N0-GJ0SXFRA5WR | 1D Long Range Laser - Lorax (SE1524), 43 Key | A1 | \$3,195 |
| MC92N0-GJ0SXGRA5WR | 1D Long Range Laser - Lorax (SE1524), 53VT Key | A1 | \$3,195 |
| MC92N0-GJ0SXJRA5WR | 1D Long Range Laser - Lorax (SE1524), 53 (5250) Key | A1 | \$3,195 |
| MC92N0-G90SXERA5WR | 2D Long Range Imager (SE4600), 53 Key | A1 | \$3,295 |
| MC92N0-G90SXFRA5WR | 2D Long Range Imager (SE4600), 43 Key | A1 | \$3,295 |
| MC92N0-G90SXGRA5WR | 2D Long Range Imager (SE4600), 53VT Key | A1 | \$3,295 |
| MC92N0-G90SXJRA5WR | 2D Long Range Imager (SE4600), 53 (5250) Key | A1 | \$3,295 |
| MC92N0-GP0SXERA5WR | 2D Long Range Imager (SE4850), 53 Key | A1 | \$3,345 |
| MC92N0-GP0SXARA5WR | 2D Long Range Imager (SE4850), 28 Key | A1 | \$3,345 |
| MC92N0-GP0SXFRA5WR | 2D Long Range Imager (SE4850), 43 Key | A1 | \$3,345 |
| MC92N0-GP0SXGRA5WR | 2D Long Range Imager (SE4850), 53VT Key | A1 | \$3,345 |
| MC92N0-GP0SXHRA5WR | 2D Long Range Imager (SE4850), 53 (3270) Key | A1 | \$3,345 |
| MC92N0-GP0SXJRA5WR | 2D Long Range Imager (SE4850), 53 (5250) Key | A1 | \$3,345 |

Configurations

STANDARD CE MODELS

| Standard CE Models Gun form factor, WLAN 802.11A/B/G/N, CE7.0, Bluetooth, 512 MB RAM/2 GB FLASH, VGA color | | | |
|---|---|-------------------|------------|
| Part Number | Description | Discount Category | List Price |
| MC92N0-GA0SXEA5WR | 1D Standard Laser (SE965), 53 Key | A1 | \$ 2,795 |
| MC92N0-GA0SXGYA5WR | 1D Standard Laser (SE965), 53VT Key | A1 | \$ 2,795 |
| MC92N0-GA0SXJYA5WR | 1D Standard Laser (SE965), 53 (5250) Key | A1 | \$ 2,795 |
| MC92N0-G30SXEA5WR | 2D Standard Range Imager (SE4500), 53 Key | A1 | \$ 2,895 |
| MC92N0-G30SXGYA5WR | 2D Standard Range Imager (SE4500), 53VT Key | A1 | \$ 2,895 |
| MC92N0-G30SXJYA5WR | 2D Standard Range Imager (SE4500), 53 (5250) Key | A1 | \$ 2,895 |
| MC92N0-GJ0SXEA5WR | 1D Long Range Laser - Lorax (SE1524), 53 Key | A1 | \$ 2,995 |
| MC92N0-GJ0SXFYA5WR | 1D Long Range Laser - Lorax (SE1524), 43 Key | A1 | \$ 2,995 |
| MC92N0-GJ0SXGYA5WR | 1D Long Range Laser - Lorax (SE1524), 53VT Key | A1 | \$ 2,995 |
| MC92N0-GJ0SXJYA5WR | 1D Long Range Laser - Lorax (SE1524), 53 (5250) Key | A1 | \$ 2,995 |
| MC92N0-G90SXEA5WR | 2D Long Range Imager (SE4600), 53 Key | A1 | \$ 3,095 |
| MC92N0-G90SXFYA5WR | 2D Long Range Imager (SE4600), 43 Key | A1 | \$ 3,095 |
| MC92N0-G90SXGYA5WR | 2D Long Range Imager (SE4600), 53VT Key | A1 | \$ 3,095 |
| MC92N0-G90SXJYA5WR | 2D Long Range Imager (SE4600), 53 (5250) Key | A1 | \$ 3,095 |
| MC92N0-GP0SXEA5WR | 2D Long Range Imager (SE4850), 53 Key | A1 | \$ 3,095 |
| MC92N0-GP0SXAYA5WR | 2D Long Range Imager (SE4850), 28 Key | A1 | \$ 3,145 |
| MC92N0-GP0SXFYA5WR | 2D Long Range Imager (SE4850), 43 Key | A1 | \$ 3,145 |
| MC92N0-GP0SXGYA5WR | 2D Long Range Imager (SE4850), 53VT Key | A1 | \$ 3,145 |
| MC92N0-GP0SXHYA5WR | 2D Long Range Imager (SE4850), 53 (3270) Key | A1 | \$ 3,145 |
| MC92N0-GP0SXJYA5WR | 2D Long Range Imager (SE4850), 53 (5250) Key | A1 | \$ 3,145 |

Features and Benefits

| ADVANCED PLATFORM | |
|--|--|
| Powerful microprocessor designed for mobility: Dual core 1GHz OMAP 4 processor | Delivers the power needed to support any application, even the most demanding mobile multimedia applications. Ensures an elegant and intuitive end user experience to boost productivity. |
| Enterprise class Interactive Sensor Technology (IST) | Intelligently senses, and acts, on motion: <ul style="list-style-type: none"> • Automatically rotates screen based on device orientation; powers down when not in use to preserve battery; automatically logs drops • Enables utilization of sensor data in custom applications, such as 'man down' |
| Mobility Extensions (Mx) Software — Android KitKat fortified for the enterprise | The MC9200 offers the world's most popular mobile operating system — Android. And every Android MC9200 ships with Mobility Extensions (Mx), a series of features that make Android a more robust enterprise-class operating system. Mx minimizes IT support time and maximizes worker productivity and device uptime by providing better control of your customer's mobile devices, application access and Wi-Fi performance and security. |
| Microsoft's advanced mobile operating system for the enterprise: Windows® Embedded Handheld 6.5.3 | Supports Microsoft's advanced mobile operating system for increased interoperability with existing enterprise infrastructure; enhanced security features; more flexible development platform; improved mobile messaging collaboration. |
| Microsoft's Windows Embedded Compact operating system: 7.0 | Provides a robust platform for custom application development — and your customers can send the MC9200 to a Zebra Service Center to switch between CE and Windows Mobile operating systems should the need arise. |
| 512MB/2GB Flash or 1GB/2GB Flash (Premium Only) | Provides the memory space required for robust performance in database applications — there's no need to swap programs in and out of memory during a transaction. |
| User accessible SD card slot | Provides additional memory and expandable functionality up to 32GB SDHC |
| Industry leading Terminal Emulation license included | MC9200 includes a license for Wavelink's industry leading Terminal Emulation environment, which includes session persistence, screen reformatting, SSL/SSH connectivity, and several other features that make it the most complete and configurable product in the industry. |

Features and Benefits (continued)

| MAXIMUM RUGGED DESIGN | |
|---|---|
| <p>‘Gold standard’ proven rugged construction:</p> <ul style="list-style-type: none"> • IP64 sealing • Multiple 6 ft./1.8 m drop spec (exceeds MIL-STD 810G) • Endures 2,000 consecutive 3.28 ft./1 m tumbles • Integrated one-piece gun handle • More durable battery design • Torque cell construction • Internal magnesium frame | <p>Every day, MC9000 Series devices deliver reliable performance in the toughest environments. The MC9200 features industry-leading rugged construction that:</p> <ul style="list-style-type: none"> • Is built for year-round use in the most extreme environments, from subzero temperatures out in the yard or repairing equipment on a military base in a hot sandy desert; • Enables reliable operation in spite of exposure to heat, cold, dust, rain and spills; • Dramatically reduces repair requirements and downtime for a strong return on asset (ROA). |
| <p>Hardened touchscreen</p> | <p>Further improves resistance to wear and tear</p> |
| <p>Gorilla™ Glass Scanner Exit Window</p> | <p>Increases the durability of the scanner exit window with glass that is virtually impervious to damage — including scratches.</p> |
| ADVANCED WIRELESS CONNECTIVITY | |
| <p>Supported WLAN standards:</p> <p>Android: IEEE 802.11 a/b/g/n/d/h/i/k/r WinCE/WEH: IEEE 802.11 a/b/g/n/d/h/i</p> | <p>Support for 802.11n provides your customers with a “wired-like” wireless voice and data experience inside the four walls, in outdoor areas of the facilities and in hot spots.</p> <p>Support for 802.11a (5 GHz band) enables segmentation of voice traffic for better voice quality with VoWLAN applications.</p> <p>Expanded Wi-Fi support for 802.11 d, h, i, k and r enhances Wi-Fi performance and security:</p> <ul style="list-style-type: none"> • 802.11h: Limits supported channels on 5 GHz band to avoid interference with commercial radar (sites located near airports) • 802.11i: WPA2 encryption enhancements • 802.11k: Improves wireless device load balancing support between multiple AP’s • 802.11r: Support for improved wireless device roaming between AP’s |
| <p>WPAN: Bluetooth® v2.1 with EDR</p> | <p>Provides a wireless connection to modems, printers, headsets and more; provides additional throughput (up to 3 Mbps), improved security and additional profiles for expanded connectivity to more device types.</p> |
| MAXIMUM SECURITY | |
| <p>FIPS 140-2 Level 1 certification: Government grade security over virtually any wireless LAN</p> | <p>Enables compliance with the most stringent industry security regulations, including sensitive government applications.</p> <p>The MC9200 is native FIPS 140-2 Level 1 validated, right out of the box — no additional 3rd party software to purchase, manage or maintain.</p> |
| <p>Mobile Virtual Private Networks (VPNs)</p> | <p>Brings wired-line security to wireless communications without the typical performance degradation; ensures secure access to email, instant messaging services, business applications and corporate data.</p> |
| <p>Zebra’s Mobile Security Suite</p> | <p>Makes sure only authorized users access your customer’s devices, data and network.</p> <p>Provides device-level protection for the MC9200 — a firewall, intrusion prevention, enforced authentication, data encryption and integrity monitoring; protects the data that is resident on and in transit to and from MC9200 devices.</p> |

Features and Benefits (continued)

| ADVANCED DATA CAPTURE | |
|---|---|
| High performance capture of virtually any kind of barcode | The MC9200 offers the most scanning flexibility in its class. Eight different scanning options let you tailor the MC9200 to meet virtually any business need. And Zebra's industry-leading scanning technology means first-time, split-second scanning no matter what type of barcodes need to be scanned — whether they're near or far, even damaged or dirty. |
| PRZM Intelligent Imaging Technology | Both the SE4850 and SE4750 offer Zebra's proprietary PRZM Intelligent Imaging technology. PRZM resets the bar for 2D imaging by providing lightning fast capture of virtually any barcode in any condition. RZM turns poor images into instantly useful images, so high quality images are available for faster decoding. PRZM then handles some of the processing typically handled in the decoder, increasing decoding speed, reducing power usage and improving battery cycle times. The result? The faster-than-ever accurate scanning workers need to improve productivity and reduce cycle times in your customer's operations. |
| SE4850 extended range imager with a revolutionary range | The SE4850 offers an industry leading range, able to scan 1D/2D barcodes from 3 in. to 70 ft./7.6 cm to 21.4 m — 60 percent closer and 35 percent farther than the competition. With an industry-leading field of view, the SE4850 can capture the 4 in./10.16 cm wide barcodes common in warehousing and manufacturing as close as 7 in./17.78 cm — about one third of the distance of competitive devices. |
| SE4750 next generation 2D omnidirectional imager | The SE4750 is ideal for 1D/2D standard or mid-range scanning. Our proprietary PRZM Intelligent Imaging technology, megapixel sensor and advanced optics work together to deliver a faster data capture experience. With three times the resolution of the SE4500, the SE4750 takes scanning to the next level, allowing workers to capture barcodes faster, in practically any condition, in virtually any color, up to twice the distance of the SE4500, at closer range for the easy capture of large barcodes and while on the move — ideal for forklift and other warehouse vehicle drivers. |
| SE4600 long range omnidirectional imager | The SE4600 can scan a barcode as close as 8 inches (20.32 cm) to as far as 30 feet (9.14 m) away in any lighting condition; as a result, your customers can add long range scanning to their operations without having to invest in and use special reflective label stock. <i>Available on Windows only.</i> |
| SE4500-SR 2D omnidirectional imager | This 2D imager delivers laser-like performance on both 1D and 2D barcodes, so your customers no longer need to sacrifice performance to capture 2D barcodes. Omnidirectional reading eliminates need to align barcode and scanner window for rapid-fire comfortable scanning. And it reads even damaged and poor quality codes, so there's no need to rescan or enter data manually. |
| SE4500-DL 2D Imager engine | Optimized for medium to high density barcodes as well as the PDF417 barcodes found on U.S. driver's licenses and other identification documents — gives your customers an ideal solution for verifying or capturing identification information in healthcare, manufacturing environments as well as border crossings. <i>Available on Windows only</i> |
| SE4500-HD (DPM) 2D Imager engine | Tailored for very high density barcodes as well as virtually any direct part mark (DPM) — including dot peen, laser etch, ink mark, chemical etch, inkjet mold, cast and thermal spray. Gives your automotive and aeronautics customers an easy and affordable solution to track and trace every part to improve safety and comply with government regulations. <i>Available on Windows only.</i> |
| SE965 standard range and SE1524 long range laser scanning | If your customers only need to scan 1D barcodes in their environment, the MC9200 supports high performance near contact to mid-range laser scanning (SE965), as well as the ability to instantly capture 1D codes as far as 45 ft. (13.72 m) away (SE1524). |

Features and Benefits (continued)

| ADVANCED FEATURES | |
|--|---|
| Six interchangeable keypads | Your customers can choose the keypad that makes data entry as easy as possible for their applications. In addition, if your customer’s data entry requirements change or the keypad is damaged, the MC9200’s modular architecture lets them change the keypad in minutes, right on site. |
| Gun-style ergonomics | Designed for ease of use and user comfort, even all day use in the most scanning intensive applications. |
| Best-in-class 3.7 inch high-resolution color VGA touchscreen display | Great readability in any lighting condition — from bright sunlight to total darkness. The result? Workers can more easily read picklist instructions in the dim corners of the warehouse or review a maintenance report out on the tarmac. |
| Compatible with MC9000 Series accessories | Enables your MC9000 customers to upgrade to the latest mobile technology advancements, without having to replace all their existing accessory investments — including batteries and keypads. |
| Integrated UHF Gen 2 RFID tag (* Premium only) | Enables ‘touchless’ tracking of all MC9200 devices in real time for effortless asset management. Automated real-time inventory enables cost-effective compliance with accounting regulations such as FASB. And the ability to quickly and easily locate misplaced devices ensures that devices are always available for workers on the next shift. Device utilization and worker productivity are increased, improving the return on investment. |
| MAXIMUM MANAGEABILITY | |
| Easy global remote management | Compatibility with Zebra’s Mobility Services Platform (MSP) enables comprehensive and flexible centralized management of a broad range of mobile computers and their attached peripherals, anywhere in the world, all from a single console. |
| WORLDWIDE ENTERPRISE-CLASS SERVICE AND SUPPORT | |
| Award-winning service and support | Our all-inclusive device support plan, Zebra <i>OneCare</i> , offers your customer’s coverage for normal wear and tear as well as internal and external components damaged through accidental breakage for both device and select accessories that ship with the MC9200 for no additional charge. It also entitles customers to the technical software support and software downloads they need to help keep their device operating at peak performance levels. “You’re covered.” |

Zebra Global Services

Zebra’s comprehensive portfolio of services is built upon a lifecycle approach to our customers at every phase: Plan, Implement and Run. We help both with their immediate mobility needs and in building successful long-term strategies. Our deep domain expertise in government and enterprise technologies, along with more than 6,100 service professionals and 25,000 world-class channel partners gives us the unique ability to provide our customers with best-in-class solutions. Our services-led solutions for video, network security and resiliency, and next-generation retail can transform technology into powerful solutions.

Support Services for the MC9200

Zebra’s Global Solutions and Services include the complete portfolio of Support Services, including Zebra *OneCare* through software support programs.

Seamless integration with Zebra’s Support Services team helps ensure ongoing support for your customer’s complete solution. Our experienced support engineers are available to assist customers with problem diagnosis and resolution — helping to ensure their mission-critical systems are always up and running at peak performance.

The following support services are available to keep the MC9200 operating at peak performance throughout its lifecycle:

| Customer Services | Service Description | Time of Purchase | Length of Coverage | Service Part Number |
|---|---|---|---------------------------|--|
| Zebra OneCare Essential | <ul style="list-style-type: none"> Multiple years of seamless coverage at a one-time cost Covers: <ul style="list-style-type: none"> Normal wear and tear Internal and external components damaged through accidental breakage Select accessories that ship together with the MC92XX; includes styluses, screen protectors, hand straps and battery doors, where applicable | Up front with the hardware (prepaid) or within 30 days thereafter | Three years Five years | SSE-MC92XX-30 SSE-MC92XX-50 |
| | <ul style="list-style-type: none"> Depot repair with 3-day in-house turnaround time for Essential-level service Advance device replacement for Select-level service Service Dashboard included with Select-level service 24/7 Level one support included with Select-level service Automatic application of engineering changes Full access to technical support resources Rights to download and use software releases and supporting documentation | | | SSS-MC92XX-30 SSS-MC92XX-50 |
| Enterprise Mobility Software Support | <ul style="list-style-type: none"> Full access to technical support resources Rights to download and use software releases and supporting documentation | Anytime | One year | SWS-EMHW-0250-10 SWS-EMHW-1000-10 SWS-EMHW-5000-10 |
| | | | Three years | SWS-EMHW-0250-30 SWS-EMHW-1000-30 SWS-EMHW-5000-30 |
| | | | Five years | SWS-EMHW-0250-50 SWS-EMHW-1000-50 SWS-EMHW-5000-50 |

Note: Refer to [Solution Builder](#) for the most up-to-date information, including global pricing.

Qualifying Sales Questions

Uncover the business problem

- What business problem are you trying to solve, what business process are you trying to improve or what business initiative are you trying to accomplish through the use of a mobile device?
- Are you still running a primarily “paper based” inventory management system? What benefits would you realize if you could replace paper with real-time processes and automate data capture to eliminate the opportunity for data errors?
- Who is the intended user group (for example, warehouse personnel, loading dock personnel)?
- What applications are you looking to create (new) or mobilize (existing)?
- Are your mobile workers currently using mobile computers? If so:
- Which manufacturer and model?
 - Is the device performing to your enterprise standards from both a processing power and durability point of view?
 - What do you see as the benefits and drawbacks of this device?
 - How easy is it to manage the mobile devices (initial provisioning, updating of firmware and configuration, troubleshooting)? Does management of the mobile devices create any internal issues?

Uncover an upgrade opportunity

- Would you like to boost user productivity by deploying a new generation of highly-intuitive, user-friendly applications?
- Would you like to be able to take advantage of all the benefits of the Android operating system, but are concerned about application compatibility, security, device management and the ability to utilize an enterprise-class feature set?

- Would you like to upgrade, but are concerned it will be cost prohibitive by the time you factor in upgrading the back room and all user-facing accessories as well as the mobile computers themselves?
- Do you need to scan barcodes at close as well as long range?
- How do you deal with damaged or smudged barcodes in your environment?
- Do you have multiple types of devices deployed today in order to accommodate your scanning ranges, symbologies and indoor/outdoor environments?
- Do you need a more secure mobile solution?
- Is your battery pool hard to manage? Do workers frequently end up needed to change batteries throughout the day? Do you know how healthy each and every one of your batteries is? And can you spot and remove aging batteries before they impact worker productivity?

Uncover the opportunity and areas where the strengths of the MC9200 are key selling points

- How important are device size and ergonomics?
- Will the device be used in scan-intensive applications?
- In what type of environmental conditions will the devices be used? Do workers spend much of their time on the loading dock or warehouse floor where the devices encounter moisture, dust and are dropped/banged repeatedly?
- Do you find environmental issues such as extreme temperature fluctuations, water/moisture humidity and excessive vibration an issue with your current technologies?

Qualifying Questions (continued)

- Do you have ‘plug-in devices’ that connect to your existing mobile devices, such as barcode scanners, wireless cards, cameras and document scanners? (These plug-in devices represent a significant source of failure when the device is dropped.)
- What barcode symbologies do you need to support? Do you require 2D barcode imaging now or in the future? Do you need to migrate to the new GS1 barcode? Do you need to capture direct part marks? Or PDF417 barcodes on driver’s licenses and identification cards?
- Do your employees waste time lining up the scanner trying to get a positive scan? Do workers have trouble getting a positive scan on damaged or dirty labels?
- Do workers need to scan items/shelf tags from a distance (i.e. on a high shelf or deep inside a truck)? Do you currently have a long range 1D solution in place today that requires special reflective label stock?
- Have you deployed or are you planning to deploy RFID? Would your organization benefit from the ability to automatically track the movement and location of MC9200 devices?
- Would you like to be able to swap keypads right in the backroom to either upgrade the keypad to support updated or new applications — or to re-deploy devices in another area of your business in a completely different division?

Specific questions for manufacturing opportunities

- Do you need to track parts throughout the supply chain or production process?
- Would you benefit from tighter control over inventory levels? Do you want to lower inventory carrying costs? Do you experience scheduling bottlenecks?
- Do you need to comply with any new part-tracking mandates — i.e. TREAD in the automotive industry, e-Pedigree in healthcare, or IUID for the U.S. Department of Defense?

Service-related questions

- What level of post-sales service and support do you expect?
- Is turnaround time flexible? Is cost more important than turnaround time?
- What is the impact of downtime on your business?
- Do you regularly download software updates for your devices?
- Do you have the resources to manage and control how and when your device software is updated to help ensure your devices are functioning optimally and securely?
- If we could offer you a service plan that covers your MC9200 investment from accidental breakage for a one-time upfront cost, would you be interested?
- Do you have the tools, resources and expertise necessary to manage your devices?

FAQs

Availability

Q Are there different versions of the MC9200?

A Yes. Two versions of the MC9200 are offered; Premium and Standard. The Premium version offers additional features such as: expanded memory, IST support, next generation SE4850 imager engine, RFID tag and MS Office on the WE OS version along with Android OS. Please work with your sales representative to identify the best solution for you and your environment.

Q Will the MC9200 be the replacement product for the MC9190?

A Yes.

Q When will the MC9190-G be End of Sale?

A MC9190 EOS was announced in April 2015. Please reference PMB2585.

| MC9190 PRODUCT TIMELINE | DATE |
|--|---------------|
| Last Book Date | Sept 14, 2015 |
| Last Ship Date | Dec 1, 2015 |
| End of Engineering Support Date | June 5, 2016 |
| End of Service Date | Dec 1, 2020 |
| Availability of [replacement product(s)] | June 2013 |

Q Will there be an offering of MC9200 in MC9190-K/S (Brick or Short) versions?

A No, the MC9200 will only be offered in a Gun form factor.

Q How can I request a configuration that is not found in the configuration chart?

A Please work with your sales representative to identify the best configuration that meets your needs. If a new configuration/SKU is deemed necessary, a Field Request will need to be submitted. <http://fr.zebra.com/>

Accessories

Q What accessories are compatible with the MC9200?

A All existing peripherals and accessories for the MC9000 series will be compatible with the MC9200 including the keypads, battery and Fork Lift Cradle.

Q What battery ships with the MC9200?

A The MC9200 ships with a standard 2,600 mAh battery.

Q What is the warranty on the battery?

A The warranty for the battery is 12 months.

Q How much RAM and Flash ship on the MC9200? How much expandable memory can the SD card support?

A Two memory configurations are available on the MC9200: 512 MRAM and 2G Flash or 1G RAM and 2G Flash (Premium only). Expanded Memory Size for Standard SD Card: supports up to 32GB.

Advanced Data Capture

Q What kind of laser scanners and imagers does the MC9200 have?

A When it comes to capturing data, the MC9200 offers more choices than ever before, enabling the selection of the scan engine that will deliver the best performance in virtually any application.

The following scan engines are supported:

- 1D Laser (SE965)
- 1D Laser Long Range (SE1524-ER)
- 1D/2D Extended Range Imager (SE4850); scans up to 70 ft./21.4 m
- 1D/2D Standard or Mid-Range Imager (SE4750)
- 1D/2D Long Range Imager (SE4600); scans up to 30 ft./9.14 m
- 1D/2D Imager (SE4500)
- 1D/2D Imager with Driver’s License parsing (SE4500-DL)
- 1D/2D Imager with DPM (SE4500-HD)

Q Where can I find information about the Read Ranges of each of the MC9200 Data capture engines?

A Information on read ranges can be found in the MC9200 integrator guide, which can be downloaded from Zebra’s Support Central page, <http://support.symbol.com/support/product/MC9200.html>

Q Are MC9200 SE4600 configurations being discontinued with the release of the new MC9200 SE4850 configurations?

A The MC9200 with SE4600 configurations are not being discontinued at this time.

FAQs (continued)

Q Can my customers upgrade their MC9200 Windows Mobile 6.5.x and WinCE 7.0 devices with SE4600 Long Range Imager engine to SE4850?

A Yes, the MC9200 SE4600 can be upgraded to SE4850 at a Zebra approved Service Depot. The upgrade from SE4600 to SE4850 will require a number of component replacements. Please work with your service representative for details on requesting a quote to change the hardware/software version on your MC9200. To request a quote, mail to: ems.support@zebra.com

Q Will the MC9200 imager configurations support Picklist mode?

A Yes.

Mechanical

Q Are there any physical differences between the Android and Windows version?

A No. Mechanically they are the same and share the same Premium configurations.

Q Are there new keypad options for the MC9200 Android?

A The MC9200 Android reuses all of the same Microsoft MC9200 keypads which include a choice of standard 28, 43, 53 key keypads as well as 53-VT, 53-5250 and 53-3270 terminal emulation keypads as well as a 53 key keypad with white keys for higher visibility.

Q What is the size of the display screen on the MC9200?

A The MC9200 has a 3.7-inch high resolution Color VGA display that is optimized for use in a variety of lighting conditions (including outdoor usage).

Q The MC9200 has a VGA display, is it possible to switch between QVGA and VGA resolution?

A Only the MC9200 running CE7.0 can switch between QVGA and VGA resolution, there is a 'Screen Resolution' applet within the control panel that allows the display resolution to be switched between QVGA and VGA mode. By default all MC9200 configurations shipping with CE will be set to QVGA resolution.

Q Will a monochrome display be available on MC9200?

A No, the MC9200 will only ship with a 3.7 inch VGA color display for all configurations and is designed for outdoor and indoor usage.

Q Are there new keypad options or is the MC9200 backward compatible to the MC9190-G keypads?

A The MC9200 reuses all of the same MC9190-G keypads which include a choice of standard 28, 43, 53 key keypads as well as 53-VT, 53-5250 and 53-3270 terminal emulation keypads as well as a 53 key keypad with white keys for higher visibility.

Q Do the keypads have a backlight?

A Yes.

Q Does the MC9200 match the drop specs/ ruggedness and the sealing specs of the MC9190-G?

A The MC9200 matches the superior ruggedness of the MC9190-G with the following spec:

- Multiple 6 ft./1.8 m drops that meet and exceed MIL-STD 810G
- 2,000 1 meter tumbles
- IP64 sealing

Q Is Audio and Voice supported on the MC9200?

A Yes. The MC9200 will have support for Audio and Voice on all WM and CE configurations.

Q Is the MC9200 compatible with the RS507 Bluetooth Ring Scanner?

A Yes.

Software

Q Which operating systems are supported on the MC9200?

A The MC9200 supports Android 4.4 (KitKat), Windows Mobile 6.5.x and WinCE 7.0.

Q Where can I find the latest Software Downloads and Application Development tools?

A All software downloads can be found at Zebra's Support Central Webpage at <http://support.symbol.com/support/product/MC9200.html>

FAQs (continued)

Q Is it possible to swap the Operating System between WM6.5 and CE6.0?

A Yes, it is possible to re-flash the Operating System on the MC9200 between WM6.5 and CE7.0. The MC9200 OS swap service can only be performed at a Zebra service center (relabeling is also required). Please contact the Zebra Enterprise Mobility support center if your customer wishes to request an OS swap.

Q Can customers switch out Windows for Android?

A If they have the Premium version of the MC9200, they can upgrade to the Android OS. There is a charge for this service through the Support Services Agreements.

Q Can the MC9200 be downgraded to support WM6.1 and CE6.0?

A No, the MC9200 will only support WM6.5.3 and CE6.0.

Q Can the MC9190-G be upgraded to support CE7.0?

A No, the MC9190-G will continue to support only CE6.0.

Q Can customers update the MC9190 CE6 and WEHH devices to Android?

A No.

Q When will software updates be available?

A Software updates are provided via a maintenance release approximately every 6 months. However, customers who are outside of the warranty period and have not purchased an Enterprise Mobility Services agreement will not be entitled to software support, which includes full access to technical support resources and rights to download software releases (including updates).

Q Where can I find more information on Microsoft APIs and documentation for Windows Mobile 6.5?

A <http://www.microsoft.com/downloads/details.aspx?displaylang=en&FamilyID=20686a1d-97a8-4f80-bc6a-ae010e085a6e>

Q Can MC9190-G applications be ported over to the MC9200?

A Yes. Applications may need to be recompiled; however the effort should be minimal as the MC9200 is an MPA 3.0-based platform mobile computer that enables easy and cost-effective porting of applications from other Zebra mobile computers, including the MC9090.

Q What level of CCX does the MC9200 support?

A The MC9200 supports CCXv4.

Q Does the MC9200 support MSP?

A Yes, The MC9200 will ship with the Rapid Deployment (RD) client and support MSP.

Q Is the EMDK available?

A Yes.

Q Is the DCP going to be available for CE7.0?

A No, the DCP is no longer required and will use standard CAB file provisioning methods

Q What Bluetooth stack will be supported on the MC9200?

A It will ship with Microsoft Bluetooth stack as the default offering, with the ability to switch to Stonestreet One Bluetooth stack via a registry change for devices with Windows CE or Windows Embedded OS's. Devices running Android are ship with Bluedroid Bluetooth stack.

Q What version of Fusion will be shipped with the MC9200?

A Devices with Windows CE or Windows Embedded OS's are shipped with Fusion Version 2.02. Devices running Android are shipped with Fusion Version A4.0.

Q Will AppCenter be supported on the MC9200?

A Yes.

Q Where can I find collateral and other resources for AppCenter?

A AppCenter resources can be found at:
<http://www.zebra.com/appcenter> - Public web site
<http://partnerportal.zebra.com> - Partner Hallway

FAQs (continued)

Q Will the MC9200 ship with the Wavelink Terminal Emulation client the same way it did on the MC9190-G?

A Yes. The MC9200 will continue to ship with the Wavelink Terminal Emulation green screen client pre-licensed and pre-loaded on CE and Android units and Pre-licensed on WM units.

All Android configurations ship with the Wavelink Terminal Emulation green screen client as default and the next generation All-Touch Terminal Emulation (ATTE) client powered by Wavelink pre-loaded in demo mode. An upgrade to ATTE is available free of charge within 30 days of MC9200 purchase. See PMB # 2628 Rev D for additional details regarding ATTE.

Q What version of Wavelink's Terminal Emulation client ships on the MC9200?

A Version 7.3.x of the Wavelink Terminal Emulation client ships pre-license and pre-loaded on CE 7.0 MC9200 configurations and Pre-Licensed on WM6.5 MC9200 configurations. Updated versions of the client can be downloaded directly from Wavelink's website <http://www.wavelink.com>

Q Where can I get more info on Zebra-provided software for the MC9200 such as MSP, PocketBrowser, Terminal Emulation (TE) and SSL Mobile VPN?

A www.zebra.com/mobilitydna
Partners: Mobility Software section of Partner Central

Q Will the MC9200 support localized languages? If so, which ones will be supported?

A The MC9200 will support the following localized languages: French, German, Italian, Spanish, Simplified Chinese, Traditional Chinese, Korean and Japanese.

Service

Q What is the warranty period for the MC9200?

A One year.

Q Can I continue to get software support after the warranty period?

A No. Customers with product outside of the warranty period are required to have a valid Zebra Enterprise Mobility Services agreement in place to obtain software support, which includes technical telephone support and the ability to download software releases (including updates).

Q Is a service agreement available if my MC9200 terminal breaks (for example: if there's a broken screen)?

A Yes, Zebra's *OneCare* Support Services extends normal wear and tear repair coverage to include internal and external components damaged through accidental breakage.

Customers can rest assured that no matter what is damaged — from broken displays and keypads to cracked exit windows — the repair is covered.

Q Is service available to help me manage my large quantity of mobile devices?

A Yes. Zebra's Managed Device Service provides complete end-to-end management for all of your customers' mobile assets with the expertise to help improve the availability of their mobile devices throughout their organization. Using a combination of proactive and reactive methods, supported by Zebra's device management platform keeps customers devices operational and managed efficiently and effectively.

Q Are accessories covered under a service agreement?





A Yes. Select accessories that ship with the MC9200 are covered under Zebra's *OneCare* Support Services agreements. This includes styluses, screen protectors, hand straps and battery doors, where applicable.

Appendix H: Competition Feature-to-Feature Comparison

The following charts offer a detailed look at the features and device specifications of the MC9200 compared with its key competitors.





NOTE: Competitive information is based on publicly available information.

GROUP 1

| | Zebra MC9200 | Janam XG100 | PSC Falcon X3 | Honeywell 99GX |
|-------------------------------|---|---|---|---|
| |  |  |  |  |
| Size | 9.1 in. L x 3.6 in. W x 7.6 in. D/ 23.1 cm L x 9.1 cm W x 19.3 cm D | 9.07 in. L x 3.51 in. W x 7.24 in. D/ 23.0 cm L x 8.90 cm W x 18.38 cm D | 8.9 in. L x 3.5 in. W x 6.6 in. D/ 22.5 cm L x 8.8 cm W x 16.8 cm D | 8.5 in. L x 2.7 in. W x 1.5 in. D/ (std battery)/1.8 (ext. battery) 21.5 cm L x 6.9 cm W x 3.9/4.5 cm |
| Weight | 27 oz./765 g (includes battery) | 24.3 oz./689 g | 24.6 oz./699 g | Standard battery: 21.9 oz./621 g Extended battery: 24.7 oz./700 g |
| System Characteristics | | | | |
| Processor | Dual core 1GHz OMAP 4 processor | Marvell XScale PXA320 @624 MHz | Intel® XScale PXA310 @ 624 MHz Cortex-M3, 32 bit @ 72 MHz | Texas Instruments® OMAP3715 1.0GHz processor |
| OS options | Android 4.4 (KitKat) Microsoft Windows Embedded Compact 7.0 or Microsoft Windows Embedded Handheld 6.5.3 | Microsoft Windows Mobile 6.1 or Microsoft Windows CE 6.0 | Windows CE 6.0 or Windows Mobile 6.5 | Microsoft® Windows Embedded Handheld 6.5 Professional and Classic |
| Memory (Ram/Flash) | 512 MB/2 GB standard; 1 GB/2 GB optional (Premium Only) | 256 MB SDRAM/256 MB Flash | 256 MB SDRAM/256 MB Flash | 256 MB RAM x 1 GB Discrete NAND flash |
| Expansion Slot | User accessible 32 GB SDHC card slot | MicroSD | MicroSD | Micro SDHC |
| Data Capture Options | | | | |
| Scanning | 1D Laser (SE965) 1D Laser Long Range (SE1524ER) 1D/2D Extended Range Imager (SE4850) 1D/2D Standard or Mid- Range Next Generation Imager (SE4750) 1D/2D Long Range Imager (SE4600) 1D/2D Imager (SE4500) 1D/2D Imager w/DPM (SE4500HD) 1D/2D Imager w/DL (SE4500HD) | 1D/2D Imager (Adaptus® Imaging Technology) | 1D Auto Ranging Laser 2D Imager | N5600/5603 Standard range (SR), Extended range (ER), and High Density (HD) imagers with high-visibility laser or green LED aimer. All imagers have 25° angle and come equipped with Adaptus 6.0 Imaging Technology |
| Camera | No | No | Yes, 3MP | Yes |
| User interaction | | | | |
| Display | 3.7 in VGA resolution; color | 3.7 in. 240 x 320 QVGA TFT color, Touch Panel or VGA (480x640) 262K colors, Touch Panel | 3.5 in. QVGA (320 x 240), transflective TFT | Chemically strengthened 3.7 in. transflective active matrix glass display, VGA (480x640), 333 nits |
| Keypad | 28-, 43- and 53-key; Terminal Emulation (5250, 3270, VT) | Backlit 42-key and 52-key including terminal emulation keypads (5250, 3270, VT) | 29-key numeric or 52-key alpha numeric with discrete navigation | Backlit 55-key alphanumeric, 43-key alpha shifted numeric, 34-key numeric shifted alpha (phone or calculator style) |





Appendix H: Competition Feature-to-Feature Comparison

GROUP 1 (CONTINUED)

| | Zebra MC9200 | Janam XG100 | PSC Falcon X3 | Honeywell 99GX |
|-------------------------------------|--|--|---|--|
| |  |  |  |  |
| User interaction (continued) | | | | |
| Notifications | Scan status audio (beeper) and easy visual (LED) feedback | Vibration, LED indicators, full audio, tri-color indicators at top, rear and bottom | Beep tone Programmable for pitch and duration | Not specified |
| Power | | | | |
| Standard Battery | 7.2 V @ 2600 mAh (15.8 Watt-Hours) | 7.4 V @ 2500 mAh, Smart Battery System | 3.7V @ 5000 mAh (18.5 Watt-Hours) | 3.7V @ 3060 mAh |
| Extended Battery | No | | | 3.7V @ 5000 mAh |
| Backup Battery | Yes | Yes | Not listed | |
| Communications | | | | |
| WAN | None | None | None | Software definable Gobi 3000 (data only): HSPA+/UMTS; GSM/GPRS/EDGE; EVDO Rev A - 1xRTT/ EVDO; support for dual SIM card |
| WLAN | Android: 802.11 a/b/g/n/d/h/i/k/r WinCE/WEH: 802.11 a/b/g/n/d/h/i | 802.11 b/g or 802.11 a/b/g | 802.11a/b/g | 802.11a/b/g/n |
| WLAN Security | WPA2 Enterprise, 802.1x; EAP-TLS; TTLS (CHAP, MS-CHAP, MS-CHAPv2, PAP or MD5); PEAP (TLS, MSCHAPv2, EAP-GTC); LEAP, EAP-FAST (TLS, MS-CHAPv2, EAP-GTC), WPA2/AES, CCX v4, FIPS 140-2, IPv6 | CCX V4 Certified, WPA-PSK, WPA2-SPK, AES, LEAP, PEAP (MS-CHAPv2), PEAP-TLS, TKIP, EAP-TLS, WEP 40-bit, WEP 128-bit | CCXv4 | WPA, WPA2 (Personal and Enterprise), 802.1x, EAP-TLS, EAP-TTLS/MSCHAPv2, PEAPv0/EAP-MSCHAPv2, PEAPv1/EAP-GTC, WMM, CWG-RF Profile, CCX v.4, WAPI |
| PAN | Bluetooth 2.1 + EDR | Bluetooth 2.0 | Bluetooth class 2 with EDR | Bluetooth 2.1 + EDR |
| I/O - USB | Yes | Yes | Yes | USB 2.0 Client via microUSB connector |
| I/O - Serial | Yes | No | Yes | Yes |
| IrDA | No | | | Yes |
| Environmental | | | | |
| Drop Specification | Multiple 6 ft. (1.8 m) drops to concrete across operating temperature; meets and exceeds MIL-STD 810G | Multiple 6 ft. (1.8 m) drops to concrete on all sides across a wide temperature range | Survives 18 6 ft./1.8 m drops to concrete | Multiple 6 ft. (1.8 m) drops to concrete, all axis, and across operating temperature range |
| Tumble Specification | 2,000 1 m. tumbles at room temperature (4,000 hits) | 2,000 tumbles at room temperature (4,000 hits) | Not Listed | 2,000 (1 m) tumbles per IEC 60068-2-32 spec |
| Sealing | IP64 | IP64 | IP64 | IP64 |





Appendix H: Competition Feature-to-Feature Comparison

GROUP 1 (CONTINUED)

| | Zebra MC9200 | Janam XG100 | PSC Falcon X3 | Honeywell 99GX |
|---|---|---|---|---|
| |  |  |  |  |
| Other | | | | |
| Voice and audio support | Internal speaker, MIC, receiver, audio jack for Headset mode, and Speaker phone, standard on all configurations | Speaker and Microphone | Speaker and Microphone | Speaker and Microphone |
| Sensors | Sensor technology (optional) | None | None | |
| RFID | Integrated UHF Gen 2 Tag for asset tracking applications (optional) | No | Not Listed | |
| Speciality accessories and peripherals | | | | |
| MSR | Yes | No | No | |
| Trigger Handle | Integrated | Integrated | Integrated | Integrated |
| Management | | | | |
| Management tools | MSP - pre-loaded on all configuration | Stay-Linked Ready™ and SOTI MobiControl | Wavelink Avalanche® | Remote MasterMind® |
| Application Locking Software | AppCenter - pre-licensed on all configurations | Odyssey AppCenter | Datalogic Desktop Utility | |
| TE Client | Wavelink pre-licensed and pre-loaded on MC9200 Gun CE configurations pre-licensed on MC9200 Gun Embedded Handheld configuration | Stay-Linked Ready™ Wavelink TE | Wavelink Terminal Emulation | |





Appendix H: Competition Feature-to-Feature Comparison

GROUP 2

| | Zebra MC9200 | Honeywell/LXE Tecton | Intermec CK70 | Intermec CK71 |
|-------------------------------|---|--|---|--|
| |  |  |  |  |
| Size | 9.1 in. L x 3.6 in. W x 7.6 in. D 23.1 cm L x 9.1 cm W x 19.3 cm D | 8.8 in. L x 3.4 in. W x 2 in. D 22.3 cm L x 8.6 cm W x 5 cm D | 9.33 in. L x 3.16 in. W x 1.69 in. D / 23.7 mm L x 8.0 mm W x 4.3 mm D (50 D on CK71) | 9.33 in. L x 3.16 in. W x 1.98 in. D / 23.7 mm L x 8.0 mm W x 5 mm D |
| Weight | 27 oz./765 g (includes battery) | 21 oz./595 g w/radio, battery, & SR laser scanner | 19 oz./562 g with battery | 19.75 oz./584 g with battery |
| System Characteristics | | | | |
| Processor | Dual core 1GHz OMAP 4 processor | Marvell PXA320 @ 806 MHz | T11GHz OMAP3 multi-engine processor architecture | T11GHz OMAP3 multi-engine processor architecture |
| OS options | Android 4.4 (KitKat) Microsoft Windows Embedded Compact 7.0 or Microsoft Windows Embedded Handheld 6.5.3 | Windows® CE 6.0 Pro Windows Mobile® 6.5 Classic | Windows Embedded Handheld 6.5.3 | Windows Embedded Handheld 6.5.3 |
| Memory (Ram/Flash) | 512MB/2GB standard; 1GB/2GB optional (Premium Only) | 256MB RAM/256MB Flash | 512MB/1GB Flash | 512MB/1GB Flash |
| Expansion Slot | User accessible 32GB SDHC card slot | 1GB or 4GB SD card | MicroSD Card | MicroSD Card |
| Data Capture Options | | | | |
| Scanning | 1D Laser (SE965) 1D Laser Long Range (SE1524ER) 1D/2D Extended Range Imager (SE4850) 1D/2D Standard or Mid-Range Next Generation Imager (SE4750) 1D/2D Long Range Imager (SE4600) 1D/2D Imager (SE4500) 1D/2D Imager w/DPM (SE4500HD) 1D/2D Imager w/DL (SE4500HD) | 1D Laser (SE955E) Short range 1D laser (SE955I) 1D Long Range (SE1524ER) 2D imager (HHP 5300) | EA30 high performance motion-tolerant 2D Imager (Capable of scanning all common 1D and 2D barcodes) | EV12 linear Imager, EA30 high performance motion-tolerant 2D Imager, EX25 near/far 2D Imager |
| Camera | No | No | 5 MP Auto Focus / Flash | 5 MP Auto Focus / Flash |
| User Interaction | | | | |
| Display | 3.7 in VGA resolution; color | 3.5 in QVGA TFT color LCD (240 x 320) 280 NIT LED backlit brightness | 3.5 in. VGA color, touch (480x640) | 3.5 in. VGA color, touch (480x640) |
| Keypad | 28-, 43- and 53-key; Terminal Emulation (5250, 3270, VT) | 55 or 32 key backlit keypads | Alpha with backlit numeric legends, Alphanumeric | Alpha with backlit numeric legends, Alphanumeric |
| Notifications | Scan status audio (beeper) and easy view visual (LED) feedback | Successful scan vibration signal, Large scan status LED | Not specified | Not specified |





Appendix H: Competition Feature-to-Feature Comparison

GROUP 2 (CONTINUED)

| | Zebra MC9200 | Honeywell/LXE Tecton | Intermec CK70 | Intermec CK71 |
|-------------------------------------|--|---|--|--|
| |  |  |  |  |
| User Interaction (continued) | | | | |
| Notifications | Scan status audio (beeper) and easy view visual (LED) feedback | Successful scan vibration signal, Large scan status LED | Not specified | Not specified |
| Power | | | | |
| Standard Battery | 7.2 V @ 2600 mAh (15.8 Watt-Hours) | 7.4V @ 2200 mAh | 3.7 V @ 5200 mAh | 3.7 V @ 5200 mAh |
| Extended Battery | No | | | No |
| Backup Battery | Yes | Yes | Not listed | Not listed |
| Communications | | | | |
| WAN | None | None | CDMA/EVDO Rev. A GSM/GPRS/EDGE/UMTS/ HSUPA | None |
| WLAN | Android: 802.11 a/b/g/n/d/h/i/k/r WinCE/WEH: 802.11 a/b/g/n/d/h/i | 802.11 a/b/g | 802.11 a/b/g/n | 802.11 a/b/g/n |
| WLAN Security | WPA2 Enterprise, 802.1x; EAP-TLS; TTLS (CHAP, MS-CHAP, MS-CHAPv2, PAP or MD5); PEAP (TLS, MSCHAPv2, EAP-GTC); LEAP, EAP-FAST (TLS, MS-CHAPv2, EAP-GTC), WPA2/AES, CCX v4, FIPS 140-2, IPv6 | WPA or WPA2 security, Cisco CCXv4 certified | Security: Wi-Fi Certified for WPA and WPA2 Cisco Compatibility: CCXv4 Authentication: 802.1x Encryption: WEP (64 or 128 bit), AES, TKIP | Security: Wi-Fi Certified for WPA and WPA2 Cisco Compatibility: CCXv4 Authentication: 802.1x Encryption: WEP (64 or 128 bit), AES, TKIP |
| PAN | Bluetooth 2.1 + EDR | Bluetooth 2.0 + EDR | Bluetooth 2.1 w/EDR | Bluetooth 2.1 w/EDR |
| I/O - USB | Yes | Yes | Yes | Yes |
| I/O - Serial | Yes | Yes | No | No |
| IrDA | No | | Yes | Yes |
| Environmental | | | | |
| Drop Specification | Multiple 6 ft. (1.8 m) drops to concrete across operating temperature; meets and exceeds MIL-STD 810G | 5 ft. (1.5 m) multiple drops to concrete (w/handle); 6 ft. (1.8 m) w/rubber boot accessory (w/o handle) | 8 ft. (2.4 m) drops to concrete per MIL-STD 810G, 6 ft. (1.8 m) to concrete across operating temperature range per MIL-STD 810G | 8 ft. (2.4 m) drops to concrete per MIL-STD 810G, 6 ft. (1.8 m) to concrete across operating temperature range per MIL-STD 810G |
| Tumble Specification | 2,000 1 m. tumbles at room temperature (4,000 hits) | Not listed | 2,000 1 m tumbles per IEC 60068-2-32 | 2,000 1 m tumbles per IEC 60068-2-32 |
| Sealing | IP64 | IP65 | IP67 | IP67 |

Appendix H: Competition Feature-to-Feature Comparison

GROUP 2 (CONTINUED)

| | Zebra MC9200 | Honeywell/LXE Tecton | Intermec CK70 | Intermec CK71 |
|---|---|--|--|--|
| |  |  |  |  |
| Other | | | | |
| Voice and audio support | Internal speaker, MIC, receiver, audio jack for Headset mode, and Speaker phone, standard on all configurations | Audio for headset, voice recognition application certified Speaker w/adjustable volume control | Front and rear speakers; rear speaker >80 dB at 40 cm (15.7 in); front receiver and front panel microphone for handset audio communication and audio recording | Front and rear speakers; rear speaker >80 dB at 40 cm (15.7 in); front receiver and front panel microphone for handset audio communication and audio recording |
| Sensors | Sensor technology (optional) | None | Embedded accelerometer, ambient light sensor | Embedded accelerometer, ambient light sensor |
| RFID | Integrated UHF Gen 2 Tag for asset tracking applications (optional) | Not Listed | Not Listed | Not Listed |
| Speciality accessories and peripherals | | | | |
| MSR | Yes | No | Yes | Yes |
| Trigger Handle | Integrated | Snap-on attachment | Snap-on trigger handle | Snap-on trigger handle |
| Management | | | | |
| Management tools | MSP - pre-loaded on all configuration | Wavelink Avalanche™ and LXE eXpress | SmartSystems Skynax Mobile Communications | SmartSystems Skynax Mobile Communications |
| Application Locking Software | AppCenter - pre-licensed on all configurations | AppLock | Not listed | Not listed |
| TE Client | Wavelink pre-licensed and pre-loaded on MC9200 Gun CE configurations pre-licensed on MC9200 Gun Embedded Handheld configuration | RFTerm® Wavelink TE | VERDEX (Imaging based data extraction and verification), Mobile Document Imaging (eMDI), Intermec Client Pack (Terminal Emulator/ Browser) | VERDEX (Imaging based data extraction and verification), Mobile Document Imaging (eMDI), Intermec Client Pack (Terminal Emulator/ Browser) |

FOR MORE INFORMATION ON HOW THE RUGGED [MC9200 MOBILE COMPUTER](#) CAN HELP YOUR CUSTOMERS TAKE EFFICIENCY AND ACCURACY TO THE NEXT LEVEL IN THEIR MOST DEMANDING ENVIRONMENTS, PLEASE CONTACT US AT 1.800.722.6234 OR +1.631.738.2400, OR VISIT US ON THE WEB AT: [WWW.ZEBRA.COM/MC9200](#)



NA and Corporate Headquarters
+1 800 423 0442
inquiry4@zebra.com

Asia-Pacific Headquarters
+65 6858 0722
contact.apac@zebra.com

EMEA Headquarters
zebra.com/locations
mseurope@zebra.com

Latin America Headquarters
+1 847 955 2283
la.contactme@zebra.com