THE COMPLETE SELLING GUIDE

Zebra CS4070-HC

Companion Scanner

Bluetooth

WANT TO HELP YOUR HEALTHCARE CUSTOMERS WIPE OUT MEDICATION ERRORS?

With the CS4070-HC companion scanner, you can.

THE CS4070-HC

A perfect fit for today's healthcare challenges

Today's hospitals are facing two major challenges: the high cost of medical errors and their catastrophic impact on patient safety and the need to comply with new government regulations that require double and triple checks prior to medication administration to help prevent those errors.

While that fix seems simple, execution is not — the double and triple confirmations required can translate into additional administrative time and resource requirements that can leave an already understaffed and overworked nursing workforce with even less time for patient care.

WHAT'S THE ANSWER?
THE CS4070-HC.

The CS4070-HC puts enterprise-class bar code scanning in the hands of every nurse and lab technician, enabling the automation of the multiple checks required to prevent medication and specimen collection errors. No matter what type of bar codes are in use, the CS4070-HC can handle it, easily scanning virtually any type of bar code in any type of condition in a fraction of a second - regardless of whether it is printed on a label or displayed on a smartphone or computer screen.

THe CS4070-HC is so small it fits in a pocket or can be worn around the neck on a lanyard, where it is always ready and available for scanning.

With Bluetooth wireless connectivity, the CS4070-HC is the ideal companion for workstations-on-wheels, a computer installed in the patient's room or an Applie iOS- or Android-based tablet, smartphone or other device.

And with over one million scans guaranteed and a durable design that can handle drops and all-day everyday disinfecting with harsh chemicals to prevent the spread of germs, your customers get a little gem of a device that will deliver a return on investment many times over its consumer-grade counterparts.

The results?

FEWER MEDICATION ADMINISTRATION AND SPECIMEN ERRORS.
A MAJOR IMPROVEMENT IN PATIENT SAFETY AND QUALITY OF CARE.

BETTER UTILIZATION OF THE OVER-WORKED AND UNDERSTAFFED NURSING WORKFORCE.

FEATURES AT A GLANCE

The following chart highlights the new features in the CS4070-HC. See the Features and Benefits chart in Appendix for a complete feature list and detailed feature information.

PRZM NEXT GENERATION INTELLIGENT IMAGING TECHNOLOGY

Resets the bar for 2D imaging by enhancing decode performance and snappiness

CAPTURE BAR CODES ON VIRTUALLY ANY MEDIUM

Scans 1D, 2D and PDF417 bar codes on paper or displays

SUPERIOR ERGONOMICS

The smallest and lightest device designed specifically for healthcare

EASY BLUETOOTH PAIRING

Dedicated button pairs the CS4070 quickly with any supported host

TRUE POINT-AND-SHOOT SCANNING SIMPLICITY

Scans much farther than competitive devices; no need to align with bar code

WITHSTANDS CONSTANT DISINFECTING

IP52 and disinfectant-ready housing allow safe and frequent wipedowns

DAY AND NIGHT 'DO NOT DISTURB' FEEDBACK MODES

Audible and haptic feedback indicators for every time of day and situation

FULL SHIFT POWER

User replaceable battery with 12-hour power; LED power indicator

RATED FOR OVER A MILLION SCANS

Enterprise-class actuation rating required for scan intensive applications

ACCESSORIES

A complete range of accessories makes the CS4070-HC easy for healthcare organizations of all sizes to manage — from small offices to large hospitals with IT backrooms.

Accessories

CHARGING CRADLES: FOR INDIVIDUAL AND BACKROOM USE

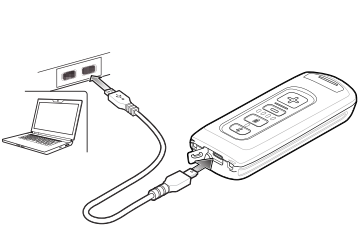**1-Slot Cradle**
Charges device and spare battery

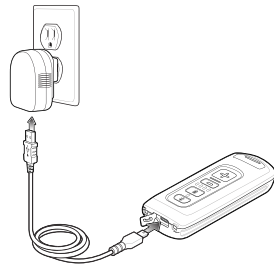**8-Slot Device Charger**
Charges eight devices simultaneously

8-Slot Battery Charger
Charges eight batteries simultaneously

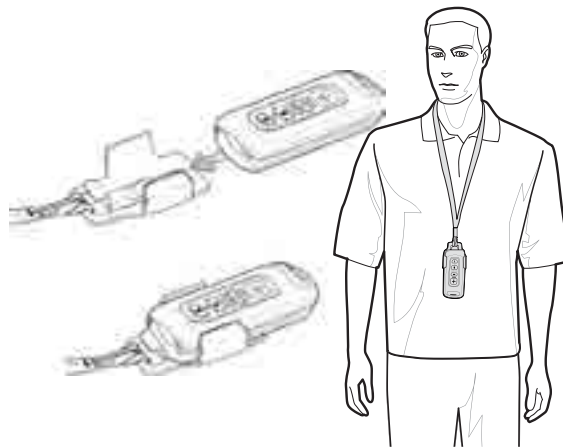### CHARGING SOLUTIONS: USB

WEARABLE ACCESSORIES

USB/Laptop Charger
Use a laptop to quickly charge device, convenient for workers who are using a laptop

USB/Wall Charger
Charges device using a standard outlet

LANYARD
Just slip the CS4070-HC into the lanyard to create a wearable solution

THE CS4070-HC AT WORK IN HEALTHCARE

Pocket-sized, next generation scanning increases caregiver productivity and patient safety

APPLICATIONS

- Medication administration
- Blood product administration
- Specimen labeling and tracking
- Medication tracking at dose level in the hospital pharmacy
- Patient identification
- Inventory takes in individual floor supply cabinets

WITH THE CS4070-HC, HEALTHCARE WORKERS CAN:

- Improve patient safety by eliminating the opportunity for medication administration and specimen collection errors
- Cost-effectively meet government regulations for multiple checkpoints in medication administration
- Enable real-time updating of patient records
- Replace manual labeling processes with split-second scanning
- Ensure proper supplies and medication are available in the supply cabinets when needed
- Protect accuracy in the dose labeling process
- Improve personnel productivity by eliminating time-consuming paper-based procedures

THE HIGH COST OF PREVENTABLE MISTAKES

As the statistics below reveal, medication errors can be one of the deadliest mistakes in a hospital, where the administration of the wrong medication can have catastrophic results. Preventing these errors is a top priority for your healthcare customers — and the CS4070-HC can help them achieve that goal.

1.5 MILLION ERRORS

OCCUR IN MEDICATION
ADMINISTRATION EVERY YEAR

98,000 DEATHS

ARE ATTRIBUTED TO
MEDICATION ERRORS
EVERY YEAR

WHERE DO THE ERRORS OCCUR?

38% OF MEDICATION ERRORS OCCUR DURING ADMINISTRATION
160,000 SPECIMEN IDENTIFICATION ERRORS OCCUR EACH YEAR

MARKET
OPPORTUNITY
Market Drivers

PREVENTABLE MISTAKES COST THE U.S. $3.5 BILLION

BAR CODE SCANNING AT THE POINT OF CARE AUTOMATES THE MULTIPLE CHECKS REQUIRED TO ELIMINATE THE OPPORTUNITY FOR ERRORS, INCLUDING AUTOMATING THE FIVE RIGHTS OF PATIENT SAFETY

THE RIGHT PATIENT

THE RIGHT MEDICATION

THE RIGHT ROUTE

THE RIGHT DOSE

THE RIGHT TIME

SOURCES
Institute of Medicine. "Report Brief: Preventing Medication Errors." July 2006.
To Err is Human; Building a Safer Health System; Linda T. Kohn, Janet M. Corrigan, and Molla S. Donaldson, Editors; Committee on Quality of Health Care in America, Institute of Medicine; 2000
Leape LL, Bates DW, Cullen DJ, et al. Systems analysis of adverse drug events. ADE Prevention Study Group. JAMA 1995 Jul 5;274(1):35-43. (http://patientsafetyauthority.org/ADVISORIES/AdvisoryLibrary/2008/Dec5%284%29/Pages/122.aspx)

MARKET SIZE

Five year forecast: Compliance regulations push for scanner adoption

Forecasted Global Shipments of Handheld Bar Code Scanners in Healthcare Segmented by Product Type (Millions of Dollars)

	HISTORICAL	FORECAST	CAGR
	2012	2017	2012-2017
Laser Scanner	19.2	15.6	-4.0%
Linear Imager	10.6	10.4	-0.4%
2D Imager	51.9	93.2	12.4%

Source: The Global Market for Handheld Barcode Scanners; VDC Research. 2013

Technology is a key focus in healthcare, as organizations look to curb rising costs in healthcare delivery, prevent errors and cost-effectively comply with increasing government regulations. According to the VDC Research Group, the overall global market for 2D handheld scanners in the healthcare sector is projected to experience robust growth of more than 12 percent through 2017.

59% of surveyed healthcare organizations are deploying tablets, and **27%** plan to deploy within 12 months

Source: MSI Market Barometer, Healthcare, North America, Q2 2013

The global EHR market will reach **$22.3 billion** by the end of 2015, with the U.S. growing at **7.1%** to **9.3 billion.**

Source: Accenture, February 2014

Market Size

COMPETITION

At a glance

As the chart below reveals, the CS4070-HC is the most affordable device in its class, yet offers the most enterprise-class features. NOTE: Specifications in blue represent the highest level of specification available for this group of products.

	ZEBRA	CODE	HONEYWELL
	CS4070-HC	Code Reader™ 2600	Xenon 1902h
FEATURES			
Form Factor	Shaped to fit in the hand	Rectangular	Gun
Weight	3.28 oz./93.2 g	Palm Reader: 4.5 oz./128 g	7.5 oz./214 g
Pocketable	YES	YES	NO
Wearable with lanyard	YES	NO	NO
Apple certified	YES	NO	NO
MFI chip	YES	NO	NO
User-replaceable Battery	YES	YES	NO
Battery Level Indicator	YES	YES	NO
Batch Memory	512 MB	128 BM RAM	None
Drop Specification	5 ft./1.5 m drop	6 ft./1.8 m	6 ft./1.8 m
RFID Location Chip	YES	NO	NO
IP Rating	IP52	IP65	IP41
Bluetooth Range	328 ft./100 m	328 ft./100 m	328 ft./100 m
Warranty	3 years	3 years	3 years
List price (USB Health-care Kit)	$975	$1,085	$1,225

Note: The above chart is based on publicly available information.

COMPETITION
AT-A-GLANCE

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 CS4070-HC and its accessories. Pricing details and your discount for all hardware and accessories is located in the Appendix 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 CS4070-HC sale:

- Updating an existing application to work with the CS4070-HC and integrate with backend business systems, such as Electronic Medical Record (EMR) systems
- Create a new line of business applications

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 flexible services are designed to provide customers with assistance at every stage of a CS4070-HC 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 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 CS4070-HC

POSTED ON INSITE/ PARTNER CENTRAL

www.zebra.com/partners
https://partnercentral.zebra.com/

CS4070-HC SELLING GUIDE
This comprehensive document contains all the information you need to sell the CS4070-HC Companion Scanner — from product information to product and accessory part numbers, healthcare market opportunities, available services and more.

CS4070-HC BATTLECARD
This two-page battlecard provides a quick at-a-glance look at features and benefits, applications, competition and available support services.

CS4070-HC CUSTOMER PRESENTATION
Provides the general product background required to successfully sell the CS4070.

CS4070-HC PRODUCT DESCRIPTIONS
Short, medium and long product descriptions to use in proposals, emails and other marketing materials.

PUBLIC FACING ASSETS

CS4070-HC HEALTHCARE APPLICATION BRIEF
This application brief discusses the use cases of the CS4070-HC in healthcare and how this Companion Scanner helps healthcare workers prevent errors in medication administration and specimen collection, as well as improve productivity and accuracy in other crucial everyday tasks such as management of inventory on the hospital floor.

KEY DATES

TRAINING: Available now
Sales and technical course available on Learning Management System (LMS)

Collateral, key dates and more

SALES TOOLS

YOUR INVESTMENT, PRODUCT CLASS, TRAINING AND MORE

PRODUCT CLASS

The CS4070-HC is a Class 1 Product Access Code.

This open channel product does not require certification or membership within Zebra's Partner Select program.

While training is not required, free training materials are available to assist you in your sales efforts.

YOUR INVESTMENT

How much of an investment do you need to make to sell the CS4070?

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
This Class 1 product does not require certification.

TARGET PROSPECT BY TITLE

Target decision-makers for a CS4070-HC sale include:

- CIO / CTO
- IT Manager
- Nurse Manager
- Clinical Manager
- Pharmacy Manager
- CFO

TRAINING

Course Code: ADC1000
Course Title: Product Overview for the CS4070

This one hour online course is designed to provide an overview of the CS4070 Companion Scanner.
The course covers the following:

- Value proposition
- Key features and benefits
- Prospecting
- Positioning the solution
- Customer needs and requirements
- Service and support options
- High level technical overview
- How to differentiate the CS4070 from its competition.

Product class, training and more

CS4070-HC SPECIFICATIONS

PHYSICAL CHARACTERISTICS	
Dimensions	4.39 in. L x 1.79 in. W x 1.02 in. H
	11.15 cm L x 4.55 cm W x 2.6 cm H
Weight	With batteries: 3.28 oz./93.2 g
Scan Engine	SE4710 image engine
Memory	512 MB Flash
Memory Capacity	Over 1 million bar codes
	(UPC with time date stamp)
LEDs	Scan LED (Green, Red, and Amber) and Bluetooth® LED (Blue)
	Four LED battery status indicator
Buttons	Scan, remove scan (batch mode only), enable Bluetooth (RF scanners only), battery status; scan button tested to a million depressions, all other buttons tested to 250,000 depressions

OPERATING MODES	
Batch	Scans recorded with optional time/date stamp
Open Bluetooth	Real time wireless data transmission

BATTERY	
Battery	950 mAh Lithium ion
Charge Time	3 hours 40 minutes
Battery Life	Batch: 24 hours use or 8,500 scans (6 scans per minute on full charge)
	Standby: 3 months Bluetooth 12 hours use or 4,250 scans (6 scans per minute on full charge)
Power Consumption	5V, 500mA max while charging

PERFORMANCE CHARACTERISTICS	
Decode Capability	1D and 2D symbologies
Interfaces Supported	USB (micro jack): Bluetooth
Real Time Clock	A date/time stamp can be recorded with each bar code scanned (batch mode operation only)
Batch Communication	USB 2.0

USER ENVIRONMENT	
Drop Specification	Multiple 5 ft./1.5 m drops to concrete
Tumble Specification	250 cycles @ 1.64 ft./0.5 m (500 drops)
Sealing	IP52, disinfectant ready
Operating Temperature	32° to 104° F/0° to 40° C
Storage Temperature	-40° to 158° F/-40° to 70°C

Humidity	10 to 95% noncondensing

USER ENVIRONMENT (CONTINUED)	
Ambient Lighting Tolerance	Tolerant to typical artificial indoor and natural outdoor (direct sunlight) lighting conditions. Fluorescent, Incandescent, Mercury Vapor, Sodium Vapor, LED1: 450 ft. candles (4,844 Lux) Sunlight: 8,000 ft. candles (86,111 Lux)

BLUETOOTH	
Bluetooth Radio	Bluetooth, Class 1/Class 2, Version 2.1 + Enhanced Data Rate (EDR)
Bluetooth Range	300 ft./100 m when configured for Class 1 or 30 ft./10 m when configured for Class 2
Bluetooth Profiles	HID keyboard wedge and Serial Port Profile (SPP) and Wireless SSI (proprietary)

ACCESSORIES	
	BT-CS1-0BR Bluetooth Dongle for Bluetooth Class 1 Version 2.0 enables connection to host by simply scanning a bar code; CHS5000-1000CR Charge Cradle charges one scanner and one battery simultaneously; CHS5000-8000CR Charge Cradle charges up to eight scanners; SAC5000-8000CR Charge Cradle charges up to eight batteries; lanyard

REGULATORY	
Laser Safety	IEC62471:2006 (Ed.1.0); EN62471:2008 (LED)
EMC	FCC Part 15 Class B, ICES 003 Class B, EN 55022, EN 55024, EN 301 489-1, EN 301 489-17
Radio	EN 300 328
Electrical Safety	UL 60950-1, C22.2 No. 60950-1, EN 60950-1,IEC 60950-1
Environmental	EN50581

WARRANTY	
	Warranted against defects in workmanship and materials for a period of thirty-six (36) months

DECODE RANGE	
4 mil Code 39:	2.9 in. / 7.4 cm — 8.4 in. / 21.4 cm
5 mil Code 128:	2.4 in. / 6.1 cm — 7.8 in. / 19.8 cm
5 mil 39:	1.6 in. / 4.1 in. — 13.1 in. / 33.3 cm
5 mil PDF417:	2.7 in. / 6.9 cm — 8.0 in. / 20.3 cm
10 mil Data Matrix:	2.5 in. / 6.4 cm — 9.7 in. / 24.7 cm
100% UPCA:	1.4 in. / 3.6 cm* — 25.6 in. / 65.0 cm
20.0 mil Code 39:	1.6 in. / 4.1 cm* — 29.6 in. / 75.2 cm

*Minimum distance determined by symbol length and scan angle

SERVICES	
	Enjoy easy access to fast repair and expert support with Service from the Start. Add "next business day" replacement with Advanced Exchange.

A: Specifications

APPENDIX

Configurations and Accessories Chart

APPENDIX B

CS4070-HC CONFIGURATIONS

PART NUMBER	DESCRIPTION	DISCOUNT CATEGORY	LIST PRICE
Scanner Only			
CS4070-HC0000BZMWW	CS4070: Compact Scanner, Area Imager, Healthcare, Cordless BT, HC White. Includes Micro USB Cable	1A	$700.00
Kit			
CS4070-HCB00000DRW	CS4070-HC Dongle USB KIT: CS4070-HC0000BZMWW Scanner, CBA-U21-S07ZAR Shielded USB Cable, BT-CS1-0BR Dongle	1A	$975.00
CS4070-HCB0000TDRW	CS4070-HC Dongle (with lanyard) USB KIT: CS4070-HC0000BZMWW Scanner, CBA-U21-S07ZAR Shielded USB Cable, BT-CS1-0BR Dongle, 21-102377-01 Lanyard	1A	$989.00
Accessories			
BTRY-CS40EABH0-0B	Replacement battery for CS4070-HC	1A	$39.00
BT10-CS40EABH0-0B	10 pack battery replacement for CS4070-HC	1A	$369.00
BT-CS1-0BR-U21	Includes CS4070 BT-CS1-0BR Dongle, CBA-U21-S07ZAR Shielded USB Cable	1A	$225.00
21-102377-01	Lanyard assembly: clip with neck cord for CS4070	1A	$14.00
CHS5000-1000CR	Cradle: single slot terminal and spare battery charging cradle for CS4070; includes power supply	1A	$89.00
CHS5000-8000CR	8-slot terminal charging cradles for CS4070; includes power supply	1A	$322.00
SAC5000-8000CR	8-slot battery charger for CS4070; includes power supply	1A	$430.00
KT-102375-01R	Wall mounting bracket for 8-slot terminal charger for CS4070	1A	$49.00
KT-102376-01R	Wall mounting bracket for 8-slot battery charger for CS4070	1A	$45.00
KT-CHS5000-8000CR	Includes CHS5000-8000CR CS4070 8-slot terminal charger; KT-102375-01R wall mount bracket for 8-slot terminal charger; PWRS-14000-148RPower Supply	1A	$429.00
KT-SAC5000-8000CR	Includes SAC5000-8000CR CS4070 8-Slot battery charger; KT-102376-01R wall mount bracket for 8-slot battery charger; PWRS-14000-148R power supply	1A	$533.00
CBA-U21-S07ZAR	RJ45 – USB cable to connect dongle to host	1A	$27.00
25-124330-01R	Replacement Micro USB cable for charging scanner from USB host and for uploading batch data to USB host	1A	$10.00

B: Configurations

Features and Benefits Chart   **APPENDIX C**

FEATURES AND BENEFITS

Patented PRZM next generation Intelligent imaging technology — only from Zebra	PRZM resets the bar for 2D imaging by enhancing decode performance and snappiness for fast and accurate bar code reading — essential in the mission critical world of healthcare.
Scan virtually any bar code on any medium	Scans 1D, 2D and PDF417 bar codes, including the tiny bar codes printed on individual medication doses and bar codes on curved, reflective surfaces, such as vials, syringes, IV bags, suppositories and patient wristbands.
Superior ergonomics	One of the smallest and lightest devices specifically designed for healthcare, the CS4070-HC can be tucked in a pocket or worn around the neck on a lanyard. Grooves guide the hand to the most comfortable placement and provide a secure grip, and the placement of trigger buttons enables effortless scanning with any size hand.
Withstands constant disinfecting	IP52 sealing and a specially designed disinfectant-ready plastic housing allow safe wipe-down with a wide variety of harsh chemicals to help prevent the spread of germs.
Durable design — built to be dropped	The CS4070-HC is built to handle the day-to-day stress of the healthcare environment. Drop and tumble specifications ensure reliable operation, even if the device is dropped on concrete (5 ft./1.5 m rating) or hits the ground 500 consecutive times (tumble rated for 250 cycles/500 hits at 1.64 ft./0.5 m).
Easy Bluetooth pairing	Healthcare workers can connect the CS4070-HC to a workstation-on-wheels (WOW) or thin client by simply scanning a bar code on the Bluetooth dongle accessory that is included in the CS4070-HC kit. And if staff uses Apple iPhones, iPods or iPads, the integrated MFI chip and Apple Certification ensures compatibility, as well as quick and easy pairing.
True point-and-shoot scanning simplicity	The CS4070-HC can scan bar codes at distances much farther than competitive devices, allowing workers to capture bar codes more easily through more natural movements. And with omni-directional scanning, there is never a need to align the CS4070-HC and the bar code.
Flexible scanning feedback modes for any environment	With the CS4070-HC, healthcare workers can receive feedback yet never disturb patients with mix and match visual, audible and haptic indicators that can be changed on the fly to the most appropriate mode for day and night shifts, quiet critical care units, busy emergency rooms and more.
Full shift power — period	Three features ensure users always have power. First is battery cycle time— the CS4070-HC battery holds enough energy to power a full 12-hour shift where users are frequently scanning. Second — the convenient LED battery indicator notified users when the battery is running low. Third, the battery is field replaceable — in the event a battery runs low, users can just pop in a new fully charged battery and continue the shift. And since the device itself is never out of service for charging, your customers get a maximum return on investment.
Rated for over a million scans	Healthcare workers are going to do a lot of scanning. That why the scan button on the CS4070-HC offers an enterprise-class actuation rating, tested and proven to handle over a million presses — effectively eliminating one of the most common points of failure that can substantially reduce lifecycle in devices in this class.
Real-time and batch mode support	Ensures compatibility with existing applications and allows users to capture data, regardless of whether they are on or offline.
Integrated RFID tag	Provides real-time visibility into the location of devices, helping prevent device loss and theft, ensuring devices are always available at the change of a shift and improving worker accountability.

C: Features/Benefits

GLOBAL SERVICES SUPPORT PROGRAMS FOR THE CS4070-HC

As our partner in selling Zebra products, you can benefit from offering your customers a complete solution that includes Enterprise Mobility Services. Selling services up front with the product results in a higher attachment rate. In addition, it provides a unique opportunity to increase your profit margin while providing a renewable revenue stream for your business.

Zebra's flexible, channel-ready services are designed to give your customers the services they need — when and where they need them. In addition, Enterprise Mobility Services benefit your customers' businesses by:

Providing expert product repair and telephone technical support

Helping to ensure they get the most value from their Zebra investment

Protecting their investment in our technology

SERVICES				
Service	Entitlements	Time of Purchase	Term	Part Number
Service from the Start Advance Exchange Support	• Advance replacement of devices requiring repair • Includes Comprehensive Coverage • Full access to technical support resources • Rights to download and use software releases and supporting documentation	Up front with the hardware (prepaid) or within 30 days thereafter	3 years	SXB-CS4070-30
Advance Exchange Support		Any time	1 year	AXB-CS4070-10
Service from the Start – Bronze	• Multiple years of seamless coverage at a one-time cost • Covers normal wear and tear • Includes all materials, parts and labor • Bronze-level service delivers depot repair with 3-day in-house turnaround time • Full access to technical support resources • Rights to download and use software releases and supporting documentation	Up front with the hardware (prepaid) or within 30 days thereafter	3 years	SSB-CS4070-30
Service Center Support – Bronze	• Seamless coverage, renewable in one-year increments • Covers normal wear and tear • Includes all materials, parts and labor • Bronze-level service delivers depot repair with 3-day in-house turnaround time • Full access to technical support resources • Rights to download and use software releases and supporting documentation	Any time	1 year	SCB-CS4070-10
Enterprise Mobility Software Support	• Full access to technical support resources • Rights to download and use software releases and supporting documentation	Any time	1 year	SWS-EMTS-10
			3 years	SWS-EMTS-30

QUALIFYING YOUR CUSTOMER

Uncover the opportunity and areas where the strengths of the CS4070 are key selling points

- Are you interested in reducing errors and improving efficiency throughout the hospital with automated data capture applications, including:

  – Medication administration at the point of care

  – Transfusion verification

  – Specimen collection

  – Inventory management

- What bar code symbologies do you need to support? Do you need to support 2D symbologies (including 2D GS1 DataBar) now or in the future?

- Can your current scanners read bar codes on small medicine vials, syringes, suppositories and IV bags?

- Can you current scanners read damaged and poorly printed codes?

- Can users scan with the speed required in your healthcare applications? Or is scanning slow and cumbersome, forcing nurses and others to waste time they could better spend providing better care to patients?

- Is space at a premium on your computer or workstation on wheels (COW/WOW)?

- Are portability and device weight key factors?

- Would you like to eliminate the hazards associated with cables and take advantage of the freedom that Bluetooth wireless provides?

- How do users know if a scan is successful?

- Do you require a hygienic design that allows safe wipe-downs and sanitizing with bleach, alcohol, soap and water and more?

- How many scans do you estimate the average user makes in a day/month/year?

- Does staff frequently misplace cordless devices? Do you want to be able to keep track of where all of your CS4070-HC devices are — effortlessly?

Service-related questions

- What level of post-sales service and support do you expect?

- How long can you afford to be without your product?

- 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 devices?

E: Qualifying Questions

FAQS

General

Q.What features and benefits are attributed to the CS4070-HC?

A.The CS4070-HC offers these exciting features and benefits:

- Small size, light weight, ergonomic shape that can fit in a nurse's pocket or worn as a lanyard around a nurse's neck.

- Designed for mobile use with iOS, Android, and Windows tablets, smart phones, laptops, and mobile computers.

  – Embedded MFi chip for easy pairing with any Apple iPad, iPod or iPhone device.

- Pairs to cart-on-wheels (COW)/workstation-on-wheels (WOW) by simply scanning a bar code when used with accessory dongle (Part # BT-CS1-0BR).

- PRZM Intelligent Imaging Technology

  – Resets the bar for 2D imaging by enhancing decode performance and snappiness, dramatically improving the user experience.

- Smooth disinfectant-ready easy-to-clean housing for infection control.

- Smart Battery Management

  – Battery designed to last for a full 12 hour shift with LED battery power indicator so you're always sure of where you stand on power.

  – Field Replaceable Li-on battery should you need to change batteries on the go.

- Onboard RFID Tag

  – Easily manage your fleet; track location of all devices; sound alarm when device leaves desired area.

- Batch or Real Time Mode Options

  – Batch mode – scan bar codes and upload at a later time via USB cable when connected to the host device.

  – Real Time – scan bar codes and transmit in real time via Bluetooth.

Q.What kinds of bar codes can the CS4070-HC read?

A.The CS4070-HC can read most common 1D, 2D, and PDF bar codes, whether they are printed on labels or displayed on screen — or whether they are damaged, scratched, dirty, poorly printed or under shrink-wrap. Additionally, the CS4070-HC excels in reading IV bags, small vials, syringes, suppositories, and patient wrist bands. For a complete list of symbologies please refer to the CS4070-HC specification sheet.

Q.What operating systems are supported by the CS4070- HC?

A.The supported operating systems are as follows:

- Windows XP 32/64 bit

- Windows 7 32/64 bit

- Windows 8.1 32/64 bit

- Android

- Apple iOS

- Apple OS (HID Keyboard only)

  – Mac OS version 10.6.x (a.k.a. Snow Leopard)

  – Mac OS version 10.7.x (a.k.a. Lion)

  – Mac OS version 10.8.x (a.k.a. Mountain Lion)

Q.What accessories are available for the CS4070-HC?

A.The CS4070-HC offers a replacement battery that can be ordered separately. The part number for the CS4070-HC replacement battery is: BTRY-CS40EABH0-0B.

The CS4070-HC offers a 10 pack battery replacement that can be ordered separately. The part number for the CS4070-HC 10 pack battery replacement battery is: BT10-CS40EABH0-0B.

The CS4070-HC offers a Bluetooth adapter (dongle) in healthcare white that can be ordered separately. The part number for the Bluetooth adapter is: BT-CS1-0BR.

The CS4070 Series offers a lanyard (clip with neck cord) that can be ordered separately. The part number for the lanyard is: 21-102377-01.

The CS4070 Series offers a single slot terminal and spare battery charging cradle (power supply included) that can be ordered separately. The part number for the single slot terminal and spare battery charging cradle is: CHS5000 1000CR.

The CS4070 Series offers an 8-slot terminal charging cradle (power supply included) that can be ordered separately. The part number for the 8-slot terminal charging cradle is: CHS5000-8000CR.

The CS4070 Series offers a wall mounting bracket for the 8-slot terminal charging cradle that can be ordered separately. The part number for the 8-slot terminal charging cradle wall mounting bracket is: KT-102375-01R.
The CS4070 Series offers an 8-slot battery charger (power supply included) that can be ordered separately. The part number for the 8-slot battery charger is: SAC5000- 8000CR.

FAQS (CONTINUED)

The CS4070 Series offers a wall mounting bracket for the 8-slot battery charger that can be ordered separately. The part number for the 8-slot battery charger wall mounting bracket is: KT-102376-01R.

The CS4070 Series offers a RJ45 shielded 7ft. USB cable to connect dongle to host that can be ordered separately. The part number for the RJ45 shielded 7ft. USB cable to connect dongle to host is: CBA-U21-S07ZAR.

The CS4070 Series offers a Micro USB cable for charging the scanner from a USB host, uploading batch data to the USB host and updating firmware that can be ordered separately. The part number for the Micro USB cable is: 25- 124330-01R.

Q.Does the CS4070-HC replace any other scanners in the Zebra portfolio?

A.No. The CS4070-HC is a new product added to the Zebra portfolio.

Q.Why would I choose the CS4070-HC over a competitor product?

A.The CS4070-HC enables hospitals to automate data capture, improve data accuracy, increase productivity and streamline everyday processes in patient rooms, admitting, laboratories and the pharmacy. An intuitive, light weight, ergonomic design that is capable of being carried in a pocket or worn as a lanyard combines with dependable and rapid capture of bar codes and other images, allowing caregivers to remain focused on the patient — not the technology. Its matchless feature set includes vibrate feedback and night mode to avoid waking patients by beeping, smooth disinfectant-ready easy to clean housing for infection control, on-the-go swappable batteries for busy nurse stations, and RFID for scanner locationing. Additionally, the CS4070-HC easily pairs to COW/WOW by simply scanning a bar code.

CLEANING INSTRUCTIONS

Q.What is the recommended method for cleaning and disinfecting the CS4070-HC?

A.The CS4070-HC is disinfectant-ready and can be cleaned with commown cleansers that can disinfect the surfaces of the device. Below outlines the specific instructions that must be followed to properly and safely disinfect the scanner.

Approved Cleanser Active Ingredients:

100% of the active ingredients in any cleaner must consist of one or some combination of the following: isopropyl alcohol; bleach/sodium hypochlorite; hydrogen peroxide; mild dish soap

Harmful Ingredients:

The following chemicals are known to damage the plastics on the CS4070-HC and should not come in contact with the device: ammonia solutions, compounds of amines or ammonia; acetone; ketones; ethers; aromatic and chlorinated hydrocarbons; acqueous or alcoholic alkaline solutions; ethanolamine; toluene; trichloroethylene; benzene; carbolic acid; TB-lysoform

Cleaning Instructions:

Do not apply liquid directly to the CS4070-HC. Dampen a soft cloth or use pre-moistened wipes. Do not wrap the device in the cloth or wipe, but gently wipe the unit. Be careful not to let liquid pool around the display window or other places. Allow the unit to air dry before use.

Special Cleaning Notes:

Many vinyl gloves contain phthalate additives, which are often not recommended for medical use and are known to be harmful to the housing of the CS4070-HC. The scanners should not be handled while wearing vinyl gloves containing phthalates, or before hands are washed to remove contaminant residue after gloves are removed. If products containing any of the harmful ingredients listed above are used prior to handling the CS4070-HC, such as hand sanitizers that contain ethanolamine, hands must be completely dry before handling the devices to prevent damage to the plastics.

Bluetooth

ZEBRA