

## Upsell Opportunities with the DS3600-KD Ultra-Rugged Scanner

**New keypad and color display. Enhanced ultra-rugged specs. More productivity tools.**

The 3600 Series set the bar for ultra-rugged design and unstoppable performance in some of the toughest environments and applications. With the new DS3600-KD, you can offer your customers the unstoppable performance of the 3600 Series combined with the versatility of a keypad and color display—helping organizations of all sizes reach new levels of workflow efficiency.

### New DS3600-KD Model With Keypad and Color Display

- Tap into new sales prospects with an ultra-rugged scanner that lets workers key in information
- Ideal for streamlining specific use cases like scanning multiple quantities
- Pre-built applications are ready to use out of the box for unparalleled simplicity

### Enhanced Ultra-Rugged Specs (Available on All 3600 Series Models)

- Higher drop spec: 10 ft./3 m drops to concrete
- Enhanced 7,500 tumble spec
- Higher IP65/IP68 sealing

### New Productivity Tools (Available on All 3600 Series Models\*)

- Virtual Tether helps prevent downtime by keeping cordless scanners in range
- New parsing tools make it easy to capture more kinds of data: UDI Scan+, Blood Bag Parse+ and Label Parse+
- AutoConfig lets you easily handle multiple workflows with one scanner: simply pair a cordless scanner to a different base to configure it for a new host app
- Remote Diagnostics Logging Agent offers up-to-the-minute insight into every aspect of your scanners



The DS3600-KD provides an [upgrade opportunity](#) for MT2070 customers that are interested in a new platform. If your customer does not require an operating system, they can transition to the DS3600-KD and get the ultra-rugged specs of the 3600 Series, along with an embedded app framework that's simple to deploy.

\* Parsing tools not available on 3600 Series linear imagers