

Sell the Best:

Why Zebra DS2208 outperforms Mindeo MD6100S

When your customers are looking for a no-hassle handheld scanner that works without exception, sell the Zebra DS2208. Easy to deploy, manage and use, the DS2208 offers unbeatable value. Backed by Zebra's trusted global brand, the DS2208 provides the peace of mind that comes with proven reliability — helping you close more deals, faster and with greater confidence.



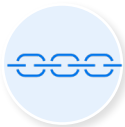
Higher workforce productivity

Zebra's industry-best scanning technology easily handles even the most challenging barcodes, ensuring accurate scans every time — no matter the condition or complexity. The result? Higher productivity at the checkout counter or wherever handheld scanning is needed.



Less tech stress

With Zebra, your customers get far more than just hardware. Thanks to Zebra's 123Scan Suite of software tools, it's easy to get scanners up and running in no time — even without IT support.



Scan non-stop

Zebra scanners deliver the reliability your customers can count on, preventing downtime and keeping their businesses running smoothly.



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ZEBRA

How we stack up against the competition

FEATURE	ZEBRA DS2208	MINDEO MD6100S	ZEBRA BENEFIT
			
EASIER SCANNING, HIGHER PRODUCTIVITY			
PRZM Intelligent Imaging technology	Yes	No	With Zebra's exclusive PRZM Intelligent Imaging technology, the DS2208 offers superior performance on challenging barcodes to reduce manual entry — increasing productivity and throughput.
Reading range (100% UPC)	0.5 in to 14.5 in 1.3cm to 36.8cm	0 in to 11 in 0cm to 28cm	A wider working range boosts productivity, as workers can reach more barcodes without needing to find the right distance to scan. It also reduces the need to move heavy or bulky items.
Aimer	Superior Aim line provides guidance across the decode range	Inferior	The DS2208's exclusive aim line is similar to legacy 1D linear scanners, delivering a familiar experience to enable smooth 2D imager adoption and lower the learning curve. The aim line eliminates guesswork across the entire decode range — resulting in highly accurate aiming, which improves scan speed, worker productivity and throughput.
Eye-level scan feedback	Yes Direct Decode Indicator	No	With eye-level feedback, workers can instantly confirm a scan was completed without relying on the audible tone (which may not be easy to hear in loud environments) or pausing to check the scanner. Helps avoid delays and keeps lines moving.
EASIER TO DEPLOY AND MANAGE			
Durability	5 ft (1.5m) drops 250 1.6 ft (0.5m) tumbles	6.5 ft (2m) drops No tumble specification	While the MD6100S has a higher published drop specification, it lacks a tumble test which simulates the real-world tumbling that occur after a fall — and can be a more accurate representation of the wear and tear a device will experience during real use.
Real-time business intelligence	Yes IoT Connector for Scanners	No	Only Zebra provides fully-automated real-time data collection that enables businesses to do more with their scanners by analyzing and acting on the data they provide.
Industry-preferred management tools	Yes 123Scan, Remote Diagnostics, SDK, Remote Management (SMS)	No	Partners call Zebra's 123Scan and SMS tools the best configuration and management tools in the industry, helping simplify remote management and accelerate roll-outs.
Warranty	5 Years	15 Months	The DS2208 is backed by a 5-year warranty — 4x longer than the MD6100S.

