

Sell the Best:

Why Zebra DS8108 outperforms Mindeo MD7900-HD

If your customers prioritize maximum productivity, the DS8108 is the perfect solution. It rises above conventional scanners with unmatched performance and an advanced feature set. Plus, you can have peace of mind knowing you're offering a proven, premium scanner that is backed by a trusted global brand.



Premium performance and productivity

The DS8108 provides the ultimate in scanning performance, delivering a superior experience at every touchpoint — from cashier-manned and self-checkout lanes to curbside and in-store pickup.



More versatility

Your customers can do more with the DS8108 — capture images of documents, capture data on GS1 labels, identify poor-performing barcodes that slow down checkout and more.



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.



For Internal Use by
PartnerConnect Members Only



How we stack up against the competition

FEATURE	ZEBRA DS8108	MINDEO MD7900-HD	ZEBRA BENEFIT
			
EASIER SCANNING, HIGHER PRODUCTIVITY			
PRZM Intelligent Imaging technology	Yes	No	With Zebra's exclusive PRZM Intelligent Imaging technology, the DS8108 offers superior performance on challenging barcodes to reduce manual entry — increasing productivity and throughput.
Reading range (100% UPC)	0.4 in to 24 in 1cm to 61cm	0.2 in to 9.8 in 0.5cm to 25cm	The DS8108 can scan nearly 2.5x farther than the MD7900. This 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 from the customer's shopping cart at checkout.
Field Of View (FOV)	48°H x 37°V	40°H x 34°V	A larger field of view makes scanning faster and easier as there's less need for workers to precisely position the barcode for a successful scan. It also can support more use cases like scanning wide barcodes or capturing images of documents.
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	6 ft (1.8m) drops 2,000 1.6 ft (0.5m) tumbles	6.5 ft (2m) drops No tumble specification	While the MD7900 has a slightly 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	18 Months	The DS8108 is backed by a 5-year warranty — more than 3x longer than the MD7900.

