ZEBRA CAPTURE YOUR EDGE

RS2100 Wearable Scanner

SELLING GUIDE



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RS2100 Wearable Scanner Overview

Introducing the world's smallest enterprise wearable scanner

New levels of worker comfort and ergonomics

- Practically weightless – just 1.1 oz./31 g
- Smallest enterprise wearable scanner
- Innovative "bare palm" design

Easiest wearable experience

- One-size-fits-all mount simplifies management
- So intuitive to put on – virtually no training needed
- Find missing RS2100 scanners with Device Tracker*

Budget friendly

- Zebra performance at an essential tier price



* Bluetooth Device Tracker Peripheral license is required

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Superior Back of Hand Ergonomics



Lowest profile
Easier picking in tight spots



Palm free
Easier gripping and better dexterity



Full-shift comfort
Ultra light weight: 1.1 oz./31 g

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Opportunities

RS2100 creates a Zebra stronghold in the mid and essential tier

Customer Profile

- Wants to add hands-free workflows, but has hesitated due to price or complexity
- Wants a reliable wearable solution that's easy to purchase, deploy and manage
- Tier 1, Tier 2 and SMB customers looking for inexpensive ways to improve their operations

Target Markets

- **Warehousing:** picking, sorting, reverse logistics, put-away, packing
- **Retail:** inventory, picking, price management, store order pickup and delivery, online order fulfillment
- **Hospitality:** ticket and reservation scanning, access control
- **Manufacturing:** inventory put-away, lineside replenishment, WIP, Quality Control
- **T&L:** sorting, loading/unloading



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Portfolio Positioning

Positioning Zebra’s Cordless Wearable Scanners

Average Selling Price



RS2100
Essential Tier



RS5100
Enterprise Tier



RS6100
Performance Tier

	RS2100 Essential Tier	RS5100 Enterprise Tier	RS6100 Performance Tier
Positioning	**Smallest and lightest wearable scanner in Zebra's portfolio, priced for any budget**	**The “go-everywhere” wearable scanner built for the enterprise**	**Maximum versatility, power and performance, with advanced range scanning**
Differentiating Features	• Smallest and lightest • One-size-fits-all back of hand mount • Durable, with limited temperature range • Embedded battery • Small scale charging (2-bay) • Simplest to deploy due to fewer options	• Multiple wearing styles to accommodate different user preferences and use cases • User removable batteries to support back-to-back shifts • Rugged, supports cold operation • High-capacity chargers • High-performance standard range scanning	• Multiple wearing styles to accommodate different user preferences and use cases • User removable batteries to support back-to-back shifts • Rugged, supports freezer operation • High-capacity chargers • Advanced range scanning to maximize productivity

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Zebra Cordless Wearable Scanner Portfolio

	 RS2100	 RS5100	 RS6100
	Essential	**Enterprise**	**Performance**
Cost	$	$$	$$$
Size	2.05 in. x 1.40 in. x 0.58 in. (1.6 cubic in.) 52 mm x 35.5 mm x 14.7 mm (27 cubic cm)	2.67 in. x 1.10 in. x 0.83 in. (2.4 cubic in.) 61 mm x 28 mm x 21 mm (35.8 cubic cm)	2.62 in. x 1.29 in. x 0.83 in. (2.8 cubic in.) 66.6 mm x 32.7 mm x 21 mm (45.2 cubic cm)
Weight	1.1 oz./31 g	2.47 oz./70 g	2.47 oz./70 g
Wearing Styles	One-size-fits-all back of hand with open palm	Single finger on either hand Single, double or top trigger Custom fit Enterprise Hand Mount One-size-fits-all back of hand with open palm Lanyard	Single finger on either hand Single, double or top trigger Custom fit Enterprise Hand Mount One-size-fits-all back of hand with open palm Lanyard
Scan Engine	SE4770 1D/2D	SE4710 1D/2D SE4770 1D/2D	SE55 Advanced Range 1D/2D with IntelliFocus™ technology
Cold Chain Support	No	Cooler support Extended battery only: -4° F/20° C	Freezer support Extended battery only: -22° F/-30° C
Battery	Standard Embedded	Standard, extended Removable, replaceable Corded adapter to be powered via select Zebra handheld/ wearable computers	Standard, extended Removable, replaceable Corded adapter to be powered via select Zebra handheld/ wearable computers

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Zebra Cordless Wearable Scanner Portfolio

	 RS2100	 RS5100	 RS6100
	Essential	**Enterprise**	**Performance**
Sealing	IP54	IP65	IP65
Drop Spec	Multiple 6 ft./1.8 m drops to concrete over the operating temperature range	Multiple 6 ft./1.8 m drops to concrete over the operating temperature range	Multiple 6 ft./1.8 m drops to concrete over the operating temperature range
Tumble Spec	1,000 1.64 ft./0.5 m tumbles	1,000 1.64 ft./0.5 m tumbles	1,000 1.64 ft./0.5 m tumbles
Operating Temp. Range	32° F to 122° F/0° C to 50° C	32° F to 122° F/0° C to 50° C with standard battery -4° F to 122° F/-20° C to 50° C with extended battery	32° F to 122° F/0° C to 50° C with standard battery -22° F to 122° F/-30° C to 50° C with extended battery
Device Tracker[1]	Yes	Yes	Yes
NFC Tap to Pair[2]	Yes	Yes	Yes

1. Bluetooth Device Tracker Peripheral license is required. 2. Not all features available on all host devices; additional licenses may be required

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Customer Engagement Questions

Customer Engagement Questions: 1 of 2

- Do you want to increase productivity in order to keep up with…
  - Higher inventory/order volumes
  - More demanding customer expectations
  - Rapid increase in online orders and click-and-collect
  - Shorter fulfillment times
- Do you want to boost worker productivity by freeing their hands to multi-task?
- Are workers currently using a handheld scanner, where they need to go back and forth, putting down and picking up a handheld scanner? Did you know…
  - Workers get a 5%-30% increase in user productivity and performance with wearable solutions compared to handheld solutions?
  - There's a 50% reduction in physical muscle effort when using a wearable solution with omni directional imaging compared to a legacy handheld solution for packaging handling?
- Have you wanted to add hands-free workflows, but have hesitated to purchase a wearable scanner because the solution was too expensive or too complicated to deploy/manage?
- Would you prefer a one-size-fits all approach, instead of managing multiple sizes?

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Customer Engagement Questions: 2 of 2

- Is worker comfort a priority? Do you need a lightweight solution?
- Would you prefer not to manage wearable separate scanner batteries? Would you choose the simplicity of an embedded battery over user-removable batteries? And can you afford to charge scanners in between shifts? *(If customers prefer user-removable batteries to handle back-to-back shifts, position RS5100/RS6100)*
- Do workers need to pick items from crowded shelves or other tight spots?
- Would you like an easy way to find missing or misplaced scanners? (*If the answer is yes, position the RS2100 with a Device Tracker license)*
- What kind of mobile devices are you using in your workflows? Would you like a flexible solution that can pair with Zebra mobile/wearable devices, as well as Apple and Android tablets and smartphones — and even PCs?
- Are you deploying wearable scanners at a packing station, and would you prefer to connect multiple scanners to a single PC workstation, instead of purchasing separate mobile computers for each worker? *(If the answer is yes, position the RS2100 with Bluetooth Adapter)*

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Competition: Fight Sheets

Honeywell 8675i Back of Hand

Key weaknesses

- Nearly twice as heavy
- 11% larger in total volume, 5% higher profile
- Inferior glove ergonomics – entire palm is covered, making it harder to grip and handle boxes and other items
- All-black housing is easier to lose; lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Less rugged drop specification



Key strengths

- Higher sealing (IP65) – *position the RS5100/RS6100 if higher sealing is a priority*
- Removable battery – *position the RS5100/RS6100 if a removable battery is a priority*
- Cooler support (-4˚F/-20˚C) - *position the RS5100 for cooler operations and RS6100 for freezer operations*

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ProGlove MARK II

Key weaknesses

- 29% heavier
- 33% larger in total volume, 9% higher profile
- Inferior glove ergonomics – a strap covers the palm, making it harder to grip and handle boxes and other items
- More complex soft goods management; need to purchase and manage different sized gloves; harder to keep correct sizes in stock for a workforce with high turnover rates
- Lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Lacks NFC for easy one-tap pairing



Key strengths

- Cooler support (-4˚F/-20˚C) - *position the RS5100 for cooler operations and RS6100 for freezer operations*

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Datalogic CODiScan

Key weaknesses

- 42% heavier
- 65% larger in total volume, 30% higher profile
- Inferior glove ergonomics
- Lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Lacks NFC for easy one-tap pairing

Key strengths

- Cooler support (-4˚F/-20˚C) - *position the RS5100 for cooler operations and RS6100 for freezer operations*



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Point Mobile PM5

Key weaknesses

- 58% heavier
- 33% larger in total volume, 44% higher profile
- Ring scanner/lanyard only – lacks back of hand glove mount
- All-black housing is easier to lose; lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool



Key strengths

- Higher sealing (IP65) – *position the RS5100/RS6100 if higher sealing is a priority*
- Removable battery – *position the RS5100/RS6100 if a removable battery is a priority*

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Urovo R7

Key weaknesses

- 110% heavier
- 158% larger in total volume, 64% higher profile
- Ring scanner/lanyard only – lacks back of hand glove mount
- No published rugged specifications
- All-black housing is easier to lose; lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Lower performing scan engines



Key strengths

- None identified

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Unitech MS652 Plus

Key weaknesses

- 206% heavier
- 181% larger in total volume, 45% higher profile
- Ring scanner/lanyard only – lacks back of hand glove mount
- Less rugged: lower sealing, lower drop spec, no published tumble spec
- Black housing is easier to lose; lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Lower performing scan engine



Key strengths

- Removable battery
  (*position the RS5100/RS6100 if a removable battery is a priority)*

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Newland WD2

Key weaknesses

- 39% heavier
- 92% larger in total volume, 24% higher profile
- Inferior glove ergonomics
- Lower drop spec, no published tumble spec
- Black housing is easier to lose; lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Lacks NFC for easy one-tap pairing



Key strengths

- Cooler support (-4˚F/-20˚C) - *position the RS5100 for cooler operations and RS6100 for freezer operations*

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GeneralScan R152X

Key weaknesses

- 115% larger in total volume, 72% higher profile
- Inferior glove ergonomics – a strap covers the palm, making it harder to grip and handle boxes and other items
- No published sealing, lower drop spec
- All-black housing is easier to lose; lacks device tracking tools – customers will need to replace lost devices more frequently and/or increase the size of their spares pool
- Lacks NFC for easy one-tap pairing



Key strengths

- Slightly lighter

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Competition:

Feature Comparisons

Feature Comparison: Group 1
ProGlove, Honeywell, Datalogic, Point Mobile

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Competitive Comparison: Group 1

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Honeywell 8675i BOH	ProGlove MARK 2 With Hand Strap	Datalogic CODiScan	Point Mobile PM5	Why it matters
						
Physical Characteristics						
Dimensions	2.05 in. L x 1.40 in. W x 0.58 in. H 52 mm L x 35.5 mm W x 14.7 mm H Height: 0.58 in./ 14.7 mm Cubic size: 1.6 in^3/ 26.9 cm^3	2.6 in. L x 1.2 in. W x 0.6 in. H 65.2 mm L x 30.3 mm W x 15.2 mm H Height: 0.6 in./15.2 mm Cubic size: 1.87 in^3/ 30 cm^3	1.96 in. L x 1.77 W x 0.63 in H 50 mm L x 45 mm W x 16 mm H Height: 0.63 in./16 mm Cubic size: 2.18 in^3/ 36 cm^3	2.0 in. L x 1.7 in. W x 0.7 in. H 53 mm L x 44 mm W x 19 mm H Height: 0.7 in,/19 mm Cubic size: 2.38 in^3/ 44.3 cm^3	2.4 in. L x 1.1 in. W x 0.8 in. H 61 mm L x 28 mm W x 21 mm H Height: 0.8 in./21 mm Cubic size: 2.11 in^3/ 35.9 cm^3	The RS2100 is the smallest device in this group. In particular, it features the lowest profile (z-height) which makes it easier for workers to pick in space constrained areas.
Weight	1.1 oz./31 g	8675i-SR 2.3 oz/63 g 8675i-FR: 2.4 oz/66 g	1.51 oz./40 g	1.5 oz./44 g	1.72 oz./49 g	The RS2100 is among the lightest enterprise scanners on the market, improving worker comfort/satisfaction and minimizing fatigue over long shifts.
Palm-free ergonomics	Yes	No Entire palm is covered	No Strap goes across the palm	No	N/A Ring scanner only	The RS2100's innovative back of hand mount leaves the entire palm free; workers get a better and more secure grip on the items they're handling.

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Competitive Comparison: Group 1

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Honeywell 8675i BOH	ProGlove MARK 2 With Hand Strap	Datalogic CODiScan	Point Mobile PM5	Why it matters
						
Loss Prevention						
Color	Bright green	Black	Orange	Black	Black	With its bright Zebra green color, the RS2100 stands out, making it harder to lose.
Device tracking	Yes With optional Device Tracker license (firmware BLE beaconing enables tracking devices that are out of power or powered off)	No	No	No	No	Only Zebra offers a device tracking solution to minimize the downtime, frustration and replacement costs caused by a missing wearable scanner. A Device Tracker license, combined with the RS2100's firmware BLE beaconing, makes it easy to pinpoint the location of a missing RS2100. And you can create a virtual tether to prevent workers from leaving their wearable scanner or mobile computer behind.

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Competitive Comparison: Group 1

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Honeywell 8675i BOH	ProGlove MARK 2 With Hand Strap	Datalogic CODiScan	Point Mobile PM5	Why it matters
						
Environmental						
Sealing	IP54	IP65	IP54	IP54	IP65	With IP54 sealing, the RS2100 is protected against dust and splashing water. If waterproof sealing is important to your customer, position the IP65 sealed RS5100/RS6100.
Drop spec	Multiple 6 ft./1.8 m drops to concrete over the operating temperature range	5 ft./1.5 m drops to concrete at operating temperature 6 ft./1.8 m drop at operating temperature	6.5 ft./2 m drops (temperature not specified)	6 ft./1.8 m drop	Multiple 6 ft./1.8 m drops to concrete over the operating temperature range	The RS2100 passes a stringent drop test – both to concrete and over the operating temperature range.
Tumble spec	1,000 1.64 ft./0.5 m tumbles	2,000 1.64 ft./0.5 m tumbles	2,000 1.64 ft./0.5 m tumbles	1,000 1.64 ft./0.5 m tumbles	1,000 1.64 ft./0.5 m tumbles	The RS2100 survives 1,000 1.6 ft./0.5 m tumbles, which emulate everyday bumps, knocks and the tumbling that occurs after a fall.

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Competitive Comparison: Group 1

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Honeywell 8675i BOH	ProGlove MARK 2 With Hand Strap	Datalogic CODiScan	Point Mobile PM5	Why it matters
						
Environmental (continued)						
Operating temp.	32° F to 122° F 0° C to 50° C	86751-SR: 14° F to 122° F/-10° C to +50° C 86751-FR: -4° F to 122° F/-20° C to +50° C	-4°F to 122°F -20°C to 50°C	-4° F to 122° F -20° C to +50° C	32° F to 122° F 0° C to 50° C	The RS2100 supports a limited temperature range and is not suited for cold chain applications. If your customers need a wider operating temperature range for cold chain applications, position the RS5100 (cooler) or RS6100 (freezer).
Scanning Performance						
Scan Engine	SE4770	N6803 FlexRange	2D (SE4750)	1D/2D	Honeywell N6703 Ultra slim 1D/2D barcode scan engine	The RS2100 supports Zebra's PRZM Intelligent Imaging technology for superior performance on challenging barcodes: damaged, poorly printed, crinkled, faded, etc.

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Competitive Comparison: Group 1

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Honeywell 8675i BOH	ProGlove MARK 2 With Hand Strap	Datalogic CODiScan	Point Mobile PM5	Why it matters
						
Power						
Battery Capacity	480 mAh	570 mAh	670mAh	640 mAh	Standard: 510 mAh Extended: 700 mAh	The RS2100 offers a perfect balance between battery size and overall device weight.
Battery Run Time	18 hours 17,000 scans	10 hours 12,000 scans	12,000 scans depending on the application and environmental conditions per charge	16 hours 12,000 scans	510 mAh: 8 hours 700 mAh: 11 hours	The RS2100 battery provides the longest run time and most scans per charge.
Removable	Embedded	Removable	Embedded	Embedded	Removable	The RS2100's battery is embedded, eliminating the need to manage separate batteries. If your customer prefers a user-removable battery, position the RS5100/RS6100.

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Competitive Comparison: Group 1

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Honeywell 8675i BOH	ProGlove MARK 2 With Hand Strap	Datalogic CODiScan	Point Mobile PM5	Why it matters
						
Cordless						
Bluetooth	BT 4.0 Class 1 and 2	BT 5.1 Class 1	BLE 5.1 Class 2 Range: 30 feet	BT v5.2 Class 1 or 2	BT v4.2 Class 1 or Class 2	The R2100 supports both Class 1 and Class 2 Bluetooth for maximum flexibility. With Class 1 Bluetooth support, you can roam up to 300 ft. from the host device, ideal when paired to vehicle mount computers or a dongle in a laptop or other device. And Class 2 Bluetooth support ensures compatibility with iOS and Android consumer devices.
Pairing	NFC Tap to Pair Scan to Pair	NFC Tap to Pair	Scan to Pair	Scan to Pair	Tap to pair	With NFC, workers can simply tap the wearable scanner on the host device instead of scanning a pairing barcode or opening Bluetooth settings to identify and select the device.

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Feature Comparisons: Group 2
Urovo, Unitech, Newland, GeneralScan,

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Competitive Comparison: Group 2

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Urovo R7	Unitech MS652 Plus	Newland WD2	GeneralScan R152X	Why it matters
						
Physical Characteristics						
Dimensions	2.05 in. L x 1.40 in. W x 0.58 in. H 52 mm L x 35.5 mm W x 14.7 mm H Height: 0.58 in./ 14.7 mm Volume: 1.6 in^3/ 26.9 cm^3	2.6 in. L x 1.7 in. W x 0.94 in. H 66 mm L x 44 mm W x 24 mm H Height: 0.94 in./24 mm Volume: 4.1 in^3/ 69.6 cm^3	1.97 in. L x 2.79 in. W x 0.83 in H 50 mm L x 71 mm W x 21 mm H Height: 0.83 in./21 mm Volume: 4.5 in^3/ 74 cm^3	2.31 in. L x 1.92 in. W x 0.71 in. H 58.8 mm L x 48.8 W mm x 18 mm H Height: 0.71 in,/18 mm Volume: 3.1 in^3/ 51.6 cm^3	2.62 in. L x 1.37 in. W x 0.99 in. H 66.54 mm L x 34.73 mm W x 25.2 mm H Height: 0.99 in./25.2 mm Volume: 3.5 in^3/ 58 cm^3	The RS2100 is the smallest device in this group. In particular, it features the lowest profile (z-height) which makes it easier for workers to pick in space constrained areas.
Weight	1.1 oz./31 g	2.29 oz./65 g	3.35 oz./95 g	1.52 oz./43 g	0.998 oz./28.3 g	The RS2100 is among the lightest enterprise scanners on the market, improving worker comfort/satisfaction and minimizing fatigue over long shifts.
Palm-free ergonomics	Yes	N/A Ring scanner	N/A Ring scanner	Not specified	No Strap goes across the palm	The RS2100's innovative back of hand mount leaves the entire palm free; workers get a better and more secure grip on the items they're handling.

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Competitive Comparison

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Urovo R7	Unitech MS652	Newland WD2	GeneralScan R152X	Why it matters
						
Loss Prevention						
Color	Bright green	Black	Black	Black	Black	With its bright Zebra green color, the RS2100 stands out, making it harder to lose.
Device tracking	Yes With optional Device Tracker license (firmware BLE beaconing enables tracking devices that are out of power or powered off)	No	No	No	No	Only Zebra offers a device tracking solution to minimize the downtime, frustration and replacement costs caused by a missing wearable scanner. A Device Tracker license, combined with the RS2100's BLE beaconing, makes it easy to pinpoint the location of a missing RS2100, even if it has been turned off or the battery is depleted. And you can create a virtual tether to prevent workers from leaving their wearable scanner or mobile computer behind.

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Competitive Comparison

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Urovo R7	Unitech MS652	Newland WD2	GeneralScan R152X	Why it matters
						
Environmental						
Sealing	IP54	No published sealing	IP42	IP65	No published sealing	With IP54 sealing, the RS2100 is protected against dust and splashing water. If waterproof sealing is important to your customer, position the IP65 sealed RS5100/RS6100.
Drop spec	Multiple 6 ft./1.8 m drops to concrete over the operating temperature range	No published drop spec	5 ft./1.5 m drop	5 ft./1.5 m drop	5 ft./1.5 m drops to concrete	The RS2100 passes a stringent drop test – both to concrete and over the operating temperature range.
Tumble spec	1,000 1.64 ft./0.5 m tumbles	No published tumble spec	No published tumble spec	No published tumble spec	20,000 times from 3.3 ft./1 m with frequency of 10 times per minute	The RS2100 survives 1,000 1.6/0.5 m tumbles, which emulate everyday bumps, knocks and the tumbling that occurs after a fall.

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Competitive Comparison

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Urovo R7	Unitech MS652	Newland WD2	GeneralScan R152X	Why it matters
						
Environmental (continued)						
Operating temp.	32° F to 122° F 0° C to 50° C	14°F to 122°F -10°C to 50°C	14°F to 122°F -10°C to 50°C	-4° F to 122° F -20° C to +50° C	Not published	The RS2100 supports a limited temperature range and is not suited for cold chain applications. If your customers need a wider operating temperature range for cold chain applications, position the RS5100 (cooler) or RS6100 (freezer).
Scanning Performance						
Scan Engine	SE4770	SE2707 (2D) SE965 (1D)	1D/2D	1D/2D Standard or Mid-range	GS GEA 101 Honeywell N4680	The RS2100 supports Zebra's PRZM Intelligent Imaging technology for superior performance on challenging barcodes: damaged, poorly printed, crinkled, faded, etc.

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Competitive Comparison

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Urovo R7	Unitech MS652	Newland WD2	GeneralScan R152X	Why it matters
						
Power						
Battery Capacity	480 mAh Provides 18 hours of power and 17,000 scans per charge	1000 mAh	800 mAh	670 mAh	400 mAh 600 mAh	RS2100 offers a perfect balance between battery size and overall device weight.
Battery Run Time	18 hours 17,000 scans	10 hours 1 tag/second scanning	Not published	10 hours One scan every 15 seconds (2,400 scans total) per charge	400 mAh battery: 10 hours 600 mAh: 15 hours	The RS2100 battery provides the longest run time and most scans per charge.
Removable	Embedded	Embedded	Removable	Embedded	Removable	The RS2100's battery is embedded, eliminating the need to manage separate batteries. If your customer prefers a user-removable battery, position the RS5100/RS6100.

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Competitive Comparison

In the following chart, where appropriate, yellow shading indicates the best specification available for a feature among this group.

Feature	Zebra RS2100	Urovo R7	Unitech MS652	Newland WD2	GeneralScan R152X	Why it matters
						
Cordless						
Bluetooth	BT 4.0 Class 1 and 2	BT 4.2	BLE 4.2 Class 2 BT 2.1 Class 1	BT v5.0	BLE Details not specified	The R2100 supports both Class 1 and Class 2 Bluetooth for maximum flexibility. With Class 1 Bluetooth support, you can roam up to 300 ft. from the host device, ideal when paired to vehicle mount computers or a dongle in a laptop or other device. And Class 2 Bluetooth support ensures compatibility with iOS and Android consumer devices.
Pairing	NFC Tap to Pair Scan to Pair	Not specified	NFC Tap to Pair	Scan to Pair	Lacks NFC	With NFC, workers can simply tap the wearable scanner on the host device instead of scanning a pairing barcode or opening Bluetooth settings to identify and select the device.

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Sales Tools and Resources

Sales Enablement Tools

Internal Zebra Tools	Partner Tools	External Tools
Product beauty/application photography	Product beauty/application photography	Spec Sheet
Selling guide presentation	Selling guide presentation	Customer presentation
Battlecard	Battlecard	Product page on Zebra.com
Product descriptions	Product descriptions	Infographic
Web banners and email signature	Web and social banners	Accessory Guide
Practical Guide to Selling Wearables (Positioning Guide)	Practical Guide to Selling (Positioning Guide)	Product Video
The Source product page	Partner Gateway Microsite	
LMS training modules	LMS training modules	
Solution Center updates		

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RS2100 Resources

Marketing Reference Material

The Source (for internal Zebra only): https://zebra.showpad.biz/

Partner Gateway: https://partnerportal.zebra.com

RS2100 Product Home: www.zebra.com/rs2100

Services: www.zebra.com/zebraonecare

Learning Portal: https://partnerportal.zebra.com/PartnerPortal/resources/education/portfolio_training.aspx

Solutions Pathway: https://solutionspathway.zebra.com

Developer Tools: https://developer.zebra.com

DataCapture DNA: www.zebra.com/datacapturedna

Support: www.zebra.com/support

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Thank You!

For more information, please visit www.zebra.com/rs2100

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