ZEBRA CAPTURE YOUR EDGE

OVERVIEW
DS4600 Series for Healthcare

Give your healthcare customers a single solution for all their data capture needs with the DS4600 Series for Healthcare. This versatile imager accurately and easily captures virtually every barcode found at the point-of-care, pharmacy and lab. Designed for use throughout the whole hospital, the DS4608-HC can withstand constant disinfecting at the point-of-care and has an LED aimer that is safe for use in the NICU. Zebra's industry-preferred management tools make it easy to integrate and manage scanner deployments of any size.

Features & Benefits

Top 3 Customer Messages

1 Ultimate versatility: one imager for the whole hospital

- Green LED aimer is safe for use in the NICU—simplify your operations by deploying a single imager across the whole hospital
- Captures every kind of barcode found on patient floors, in operating rooms and emergency departments, in the pharmacy and labs
- Disinfectant-ready housing can handle the regular sanitizing required at the point-of-care
- Night mode with vibration feedback won't disturb resting patients

2 Industry-best scanning performance for point-of-care, pharmacies and more

- High density focus and white illumination LEDs easily read smaller high density barcodes, curved barcodes on medicine bottles and blood vials, and barcodes on color-coded specimen trays and biopsy cassettes
- Superior performance with 800 MHz microprocessor, a high-resolution megapixel sensor and Zebra's exclusive PRZM Intelligent Imaging— clinicians can focus on the patient, not the scanner

3 Industry-preferred management tools

- Quicker deployments with fewer delays; accelerate troubleshooting
- 123Scan: easily create configuration barcodes to program scanners
- Scanner Management Service (SMS) dramatically simplifies scanner management—remotely set parameters, upgrade firmware and more
- Technology-agnostic SDK toolkit provides everything needed to easily integrate scanning into your applications

Additional Features

Easy to clean and sanitize

Disinfectant-ready housing designed to handle regular sanitizing with popular disinfectants; screws and speaker holes are covered to mitigate the build up of bacteria

Built for long-term reliability

IP52 sealing protects against spills; patented double-sealed optical system ensures reliable scanning; built to survive 6 ft./ 1.8 m drops to concrete and 2,000 1.5 ft./0.5 m tumbles

Flexible feedback including night mode with vibrate

Clinicians can choose between haptic/vibration, a good decode LED, a traditional beep tone, and Zebra's Direct Decode Indicator that illuminates the barcode

More value with DataCapture DNA

A set of unique development, management, visibility and productivity tools; DataCapture DNA turns Zebra scanners into powerful tools that lower TCO and help workers get more done each day

What's New

Improved scan performance
800 MHz processor for snappier scanning and faster time to decode for challenging barcodes

White illumination LEDs
Easily read barcodes on color-coded specimen trays and biopsy cassettes

Multi-Code Data Formatting
One pull of the trigger captures and transmits all the barcodes you need in the proper sequence

Preferred Symbol
Easily single out one barcode from many

Read securPharm medications
Read securPharm labels used to protect patients from receiving counterfeit medications

Industry Applications

Hospitals (primary)
- Medication administration
- Hospital pharmacy: medication intake and inventory
- Hospital laboratory: specimen track and trace
- OR surgical supply: instruments and implants
- Patient identification
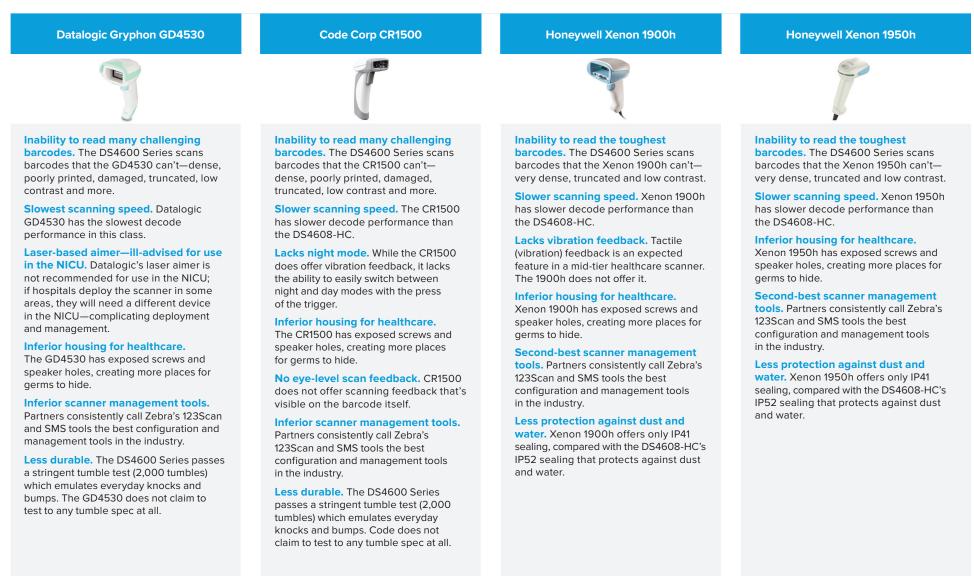- Patient admission: ER, triage, admissions
- Electronic record access

Outpatient facilities (secondary)
- Patient identification and verification
- Specimen track and trace

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Competitive Highlights

Following are the top competitive selling points for the four major competitive products. Complete competitive information is located in the DS4600 Series Selling Guide.

Datalogic Gryphon GD4530	Code Corp CR1500	Honeywell Xenon 1900h	Honeywell Xenon 1950h

Datalogic Gryphon GD4530

Inability to read many challenging barcodes. The DS4600 Series scans barcodes that the GD4530 can't—dense, poorly printed, damaged, truncated, low contrast and more.

Slowest scanning speed. Datalogic GD4530 has the slowest decode performance in this class.

Laser-based aimer—ill-advised for use in the NICU. Datalogic's laser aimer is not recommended for use in the NICU; if hospitals deploy the scanner in some areas, they will need a different device in the NICU—complicating deployment and management.

Inferior housing for healthcare. The GD4530 has exposed screws and speaker holes, creating more places for germs to hide.

Inferior scanner management tools. Partners consistently call Zebra's 123Scan and SMS tools the best configuration and management tools in the industry.

Less durable. The DS4600 Series passes a stringent tumble test (2,000 tumbles) which emulates everyday knocks and bumps. The GD4530 does not claim to test to any tumble spec at all.

Code Corp CR1500

Inability to read many challenging barcodes. The DS4600 Series scans barcodes that the CR1500 can't—dense, poorly printed, damaged, truncated, low contrast and more.

Slower scanning speed. The CR1500 has slower decode performance than the DS4608-HC.

Lacks night mode. While the CR1500 does offer vibration feedback, it lacks the ability to easily switch between night and day modes with the press of the trigger.

Inferior housing for healthcare. The CR1500 has exposed screws and speaker holes, creating more places for germs to hide.

No eye-level scan feedback. CR1500 does not offer scanning feedback that's visible on the barcode itself.

Inferior scanner management tools. Partners consistently call Zebra's 123Scan and SMS tools the best configuration and management tools in the industry.

Less durable. The DS4600 Series passes a stringent tumble test (2,000 tumbles) which emulates everyday knocks and bumps. Code does not claim to test to any tumble spec at all.

Honeywell Xenon 1900h

Inability to read the toughest barcodes. The DS4600 Series scans barcodes that the Xenon 1900h can't—very dense, truncated and low contrast.

Slower scanning speed. Xenon 1900h has slower decode performance than the DS4608-HC.

Lacks vibration feedback. Tactile (vibration) feedback is an expected feature in a mid-tier healthcare scanner. The 1900h does not offer it.

Inferior housing for healthcare. Xenon 1900h has exposed screws and speaker holes, creating more places for germs to hide.

Second-best scanner management tools. Partners consistently call Zebra's 123Scan and SMS tools the best configuration and management tools in the industry.

Less protection against dust and water. Xenon 1900h offers only IP41 sealing, compared with the DS4608-HC's IP52 sealing that protects against dust and water.

Honeywell Xenon 1950h

Inability to read the toughest barcodes. The DS4600 Series scans barcodes that the Xenon 1950h can't—very dense, truncated and low contrast.

Slower scanning speed. Xenon 1950h has slower decode performance than the DS4608-HC.

Inferior housing for healthcare. Xenon 1950h has exposed screws and speaker holes, creating more places for germs to hide.

Second-best scanner management tools. Partners consistently call Zebra's 123Scan and SMS tools the best configuration and management tools in the industry.

Less protection against dust and water. Xenon 1950h offers only IP41 sealing, compared with the DS4608-HC's IP52 sealing that protects against dust and water.

NOTE: The information in this chart is obtained from publicly available information.

Qualifying Questions

Q **Do you have multiple scanning needs that are currently being served by different scanners? Would you appreciate the ability to deploy one imager throughout your whole hospital?**

A The versatile DS4600 Series for Healthcare can be used throughout the hospital including on patient floors, in operating rooms and emergency departments, in the pharmacy and labs, even in the NICU. The imager captures every type of barcode found in these environments, including the most problematic—barcodes on IV bags, specimen cassettes, med-packs and suppositories. With a green LED aimer, the DS4600 Series can be used in the NICU, where laser aimers are not advised. Its haptic feedback and night mode make it suitable for point-of-care applications. And since the DS4600 Series for Healthcare is designed to withstand constant cleaning from a range of popular disinfectants, it can be used across multiple hospitals and departments that may use different disinfectants.

Q **Do you want to boost workflow efficiency and accuracy with an imager that's built for healthcare?**

A Every time a scanner can't successfully capture a barcode, a clinician needs to manually enter the data—this adds time to the task and increases the chance of potentially harmful errors. The DS4600 Series for Healthcare offers first-time, every time capture of the many types of barcodes found in hospital environments. Its high density focus can easily capture smaller high density barcodes on microscope slides and curved barcodes on medicine bottles and blood vials. Zebra's advanced decode algorithms deliver industry-best performance on damaged, poorly printed and other challenging barcodes. And white illumination LEDs make it easy to scan barcodes on color-coded specimen trays and biopsy cassettes.

Q **Are you looking to improve the patient experience?**

A When you choose the DS4600 Series for Healthcare, you get a scanner that's designed to improve patient safety and experience. It can handle constant wipedowns with the most common disinfectants to help protect against the spread of bacteria. Caregivers can easily switch between beeper (day) and vibrate (night) scan confirmation to avoid disturbing patients. Its wide decode range requires less precision when positioning the scanner and barcode—enabling caregivers to more easily and unobtrusively scan a patient's wristband. And Zebra's industry-leading scanning performance ensures that caregivers can focus on the patient, not the scanner.

Sales/Reference Materials

The Source (for internal Zebra only):
zebra.gosavo.com

DS4600 Series for Healthcare Product Page:
www.zebra.com/ds4600hc

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

Services:
www.zebra.com/zebraonecare

Support Pages:
www.zebra.com/support

DataCapture DNA:
www.zebra.com/datacapturedna

DataCapture DNA

DataCapture DNA is a powerful differentiator for Zebra scanners. When you sell the DS4600 Series, you sell products with value-added features no other competitive product can offer.

DataCapture DNA apps include:

- Multi-Code Data Formatting: Automatically capture multiple barcodes with one scan
- Preferred Symbol: Single out one barcode, while excluding others
- 123Scan Utility: Industry's easiest programming experience with 600,000+ loyal IT users
- Scanner Software Development Kits: Easily develop scanner applications with our Scanner SDKs for Windows, Linux, Android and iOS
- And more...

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Objection Handling

Services

Nurse/Informatics Manager	Nurse/Informatics Manager	IT Manager
"Datalogic's antimicrobial housing can help us prevent the spread of infection and protect patient safety."	**"Our current scanners are working just fine. I don't see the need to upgrade right now."**	**"Our IT department is stretched thin—we don't want to deal with the complexities of replacing our existing scanners."**
Response:	**Response:**	**Response:**
We agree that preventing the spread of infection is critical. However, Datalogic's antimicrobial housing isn't the best solution to address this need. Here's why: • Nurses wipe down scanners with disinfectants to prevent the spread of infection. In fact, in the US, the CDC actually *requires* a wipedown after use. It is critical that the scanner's housing can withstand constant wipedowns from disinfectants used by the various facilities within your healthcare departments. The DS4608-HC's disinfectant-ready housing can handle regular wipedowns with a range of popular disinfectants—and has covered screws and speaker holes to minimize places where bacteria can hide • The efficacy of antimicrobial housing is reduced over time • The marketing of antimicrobial may give a false sense of security and nurses may not feel the need to wipe down the scanner after use. This could not only violate compliance regulations, but also put patients at risk if the efficacy of the antimicrobial housing has degraded	In healthcare, every second counts, and you can rely on the DS4608-HC to boost clinician productivity day in and day out. With the DS4608-HC, you not only get the best performing scanner in its class, but a versatile tool to fit your staff's workflow: • Simplify your scanner deployment—use the DS4608-HC throughout the whole hospital: point-of-care, pharmacies, labs and the NICU where lasers aren't advised • Industry-best performance on IV bags, syringes, medicine and more—clinicians can focus on the patient, not the scanner • Caregivers can easily switch between beeper (day) and vibrate (night) scan confirmation to avoid disturbing patients • Disinfectant-ready plastics and a smooth housing with no exposed screws or speaker holes where bacteria can hide • Depend on years of scanning at peak performance with IP52 sealing, patented double-sealed optics and a deeply recessed scan window to avoid scratches	The DS4608-HC is easy to deploy and offers a superior out of box experience—enabling you to cost-effectively upgrade with minimal disruption to your operations. • Pre-configured and ready-to-use right out of the box—we've optimized the default settings for the healthcare applications you use every day • Just plug the DS4608-HC into your host and the smart auto-host detect cable automatically identifies the interface and connects the scanner • Backwards compatible with Zebra DS4308-HC cables to leverage your existing accessory investment • Complimentary, industry-leading tools: easily program and stage devices with 123Scan; remotely configure and update the firmware of any DS4608-HC scanner plugged into the host with Scanner Management Service

The DS4600 Series is covered by a standard five-year warranty. And **Zebra OneCare® Support Services** go beyond the standard warranty to cover it all—helping to eliminate unexpected repair costs and maximize device uptime.

With Zebra OneCare contracts, customers not only get repair, technical and software support; they also get access to VisibilityIQ™ OneCare—a configurable, cloud-based dashboard providing access to repair reports, technical support reports, contract reports and more.

Zebra OneCare Essential:
• Comprehensive repair services
• 3-day repair turnaround time
• VisibilityIQ OneCare
• Full access to technical support resources
• Rights to download and use software releases
• 3- or 5-year coverage

Zebra OneCare Select:
Zebra OneCare Essential features, plus:
• Advance device replacement
• 24/7 Level I support
• 3- or 5-year coverage

Refer to Solution Builder for the most up-to-date information, including global availability and pricing.

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