

SlimScan 1200

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Fujitsu Transaction Solutions is very pleased to offer the ***SlimScan 1200*** barcode reading device. This is a very powerful do-it-all scanner that can be used two directions in a stand or handheld.



Anywhere you need a scanner for the General Retail environment, or peripheral lanes in a grocery store, this is the scanner to go with. It will amaze your prospects with its depth of field and ability to read *really* bad labels, not to mention its great ease of handling for reading both standard product labels and the narrow labels usually read with contact-type CCD scanners. SlimScan 1200 has been to every trade

show on Earth, and everyone who has touched the thing has been tremendously impressed.

SlimScan 1200 does this with a ***dual*** head. One window provides an aggressive multi-line, multi-angle scanning network, while a small separate window above provides a powerful single-line window that easily reads single labels even in a massed group of other labels.

SlimScan can be configured for all the popular interface requirements, and is priced under \$775. That makes it a category killer in its own right, and you'll consistently win in competition against more expensive alternatives such as the Symbol Technology 9100, Metrologic 700, or Spectra SP*ACE scanner.

And yes, you can plug it right into the Handheld Port of the 9900 Scanner/Scale. No power supply required.

SlimScan 1200 continues to ship in volume. The balance of this bulletin provides details on this fine scanning product.

To Your Success,

Tony

Tony van Seenter
Director: Supermarket Systems

A. SlimScan 1200 Overview

The SlimScan 1200 is a presentation style scanner, and the designated replacement for the existing Fujitsu presentation scanner (i.e., SlimScan 1000, "Carol", Model 1000).

The SlimScan 1200 was developed by Fujitsu Retail Systems as an integrated multi-optic scanning device for use in the general retail environment. Standard features include

- RS-232, OCIA and IBM interface logic on the main system board
- Versions for peripheral or keyboard wedge configurations
- Barcode programmability label stitching technology
- Omni-directional and menu style reading
- 2-step laser power down and auto wake-up function

The 1200 features an optic arrangement that allows for projection of laser beams through two separate windows. The beams projected through the lower window produce a multi-line, multi-angle scan pattern that allow reading of barcode labels at various orientations; a single laser beam is projected through the upper window for contact style reading commonly associated with CCD type scanning products.

PoS interface and label decode logic are resident on the main ROM board which is integrated in the scanner housing. Functional characteristics such as speaker volume and tone, scan data buffering, interface protocol characteristics, laser and motor time-out periods are programmable via barcode labels. There are two visible indicators (LEDs), one positioned on the front surface for visibility when the scanner is mounted in a fixed position and one on the top surface for viewing when operated as a handheld scanner.

Important features include:

- Multi-optic design for presentation and handheld scanning
- Multi-mount stand
- High reliability
- Multi-PoS interface logic on a single ROM board
- 3 step laser and motor power on-off control for increased laser life and improved reliability
- Barcode label programmable
- Label stitching decode logic
- Reads UPC/EAN, Code39, Code 128, Codabar and Interleaved 2 of 5 symbologies
- Auto-discriminates between popular label symbologies
- Low power consumption

Other important feature details:

- Special Fujitsu exclusive 2-step laser power-down with programmable "sleep" mode for motor and laser
- Supports industry standard RS-232, OCIA, and IBM PoS interfaces on single scanner
- Speaker volume control via either control button or using program labels
- Scanner firmware on "Flash" EPROM (downloadable from PC type device)
- Compact size with small footprint
- Multi-mount stand for ease of installation and access: mounts horizontal or vertical

- Fujitsu label stitching software included as standard offering
- Supports standard barcode labels (UPC/EAN, JAN, Code 39, 128, CODABAR and IL 2 of 5)
- Barcode label programmable (same labels as Series9000 and Orion9500)
- Multi-optic design with omni-directional / presentation and contact / menu reading capability
- The product is certified as meeting the regulatory and safety requirements (e.g., CDRH, CSA, FCC, TUV, and UL) of the geographic locations where offered.

SlimScan 1200 is targeted for segments of the retail industry with central checkout environments where high throughput capability is best achieved by handheld/stand-mounted scanners as opposed to fixed in-counter mounted devices. SlimScan 1200 is therefore focused for sales to the general retail marketplace in countries worldwide. The primary market segments include:

- Home Improvement
- Pharmacy / Chain drug stores
- Convenience, Specialty and Soft Goods Stores
- Supermarket peripheral departments

The product is strongly positioned against leading competitive presentation scanner products and is a functionally superior alternative to other laser handheld scanner products. SlimScan 1200 is better priced than competitive products and matches or beats them on a feature and function basis.

B. Competitive Notes

AT&T/NCR 7890™

The 7890 was introduced in 1993 by NCR as a proprietary offering to compete against the Symbol LS 9100 and Spectra Physics SP*ACE products. Although the product is marketed through their direct sales channel it was also targeted for their own dealer/VAR channel to counter their purchase of competitive products. The 7890 is a medium-performance device that is adaptable to a variety of retail environments with industry standard marketable features such as barcode label programmability, support of all popular PoS interfaces, UPC/EAN, Code 128, Code 39 and IL 2 of 5 barcodes, small footprint and low power consumption.

SPECTRA PHYSICS SP*ACE™

The SP*ACE was introduced in 1992 by Spectra Physics as a competitive entry against the Symbol LS 9100 and Metrologic MS 700. The product is marketed through Spectra direct and secondary sales channels worldwide as a medium performance barcode reader that is adaptable to a variety of retail environments. Marketable features include: multi-position scan head; 11-line asterisk-shaped scan pattern; 8 inch (20 cm) depth-of-field; ergonomic design / operational characteristics; and supports all popular PoS interfaces and barcode symbologies. With the recent convergence of Spectra Physics and PSC the future of the product is in question.

METROLOGIC MS6720™

The 6720 is a new offering from Metrologic and is the probable replacement for the MS 700. The product is marketed as an omni-directional scanner that bridges the gap between presentation

and handheld scanner products. It is anticipated the product will be priced aggressively to compete against the LS 9100 and will be marketed through Metrologic's indirect sales channel in North America and selected countries worldwide. Marketable features include: omni-directional scanning; patented 20-line scan pattern; ergonomic styling; multi-mount stand; supports all popular PoS interfaces and barcode symbologies.

SYMBOL TECHNOLOGIES LS9100™

The 9100 is the current market leader in the presentation scanner market and is sold worldwide through Symbol's direct and secondary sales channels. The LS 9100 is positioned as a high performance presentation style scanner that may be used for handheld operation. Marketable features include: high performance scanning; small footprint w/flexible mounting options; hands-free operation; easy to use; adaptable to a wide range of retail applications; and supports all popular barcode symbologies.

SCANTECH H-3010 (HUNTER)™

The 3010 is a recent addition to the Scantech product line and is marketed outside North America through an OEM, Distribution and VAR sales channel. The product is positioned in the same market segments as competitive presentation scanner offerings and provides similar features and operational characteristics. Marketable features include: high performance; largest scan window of all presentation scanner products; 6 sided polygon; flexible mounting options; compact / small footprint; and supports all popular PoS interfaces and barcode symbologies.

Attached to this Bulletin you will find a feature / function comparison of the SlimScan 1200 to competitive presentation style scanner products. You will note that SlimScan 1200 can claim a large number of exclusive features not found on competing products.

C. Documentation and Campaign Support Materials

Title	PIN	Part Number	¹ Price
SlimScan 1200 Brochure Kit	45008/001	SS1200-DS	\$ 15
Operator Guide	N/A	C150-E069-01EN	w/Scanner
Scanner Reference Manual	N/A	C150-E070-01EN	w/Scanner
Fujitsu Scanner Programming Manual	45809/006	8032 8001	22

¹ All prices for Documentation and Sales Campaign Support material are net Reseller cost.

D. Pricing and Configuration

PRICING

The following components are available:

PIN	Item	Price	Inst	Maint
PB600064	SlimScan 1200 w/RS-232, IBM & OCIA Interfaces and Counter Bracket	\$ 773	² \$ 44 88	³ \$ 160
PB600135	SlimScan 1200 Keyboard Wedge version, RS-232	773	44 88	160
PB600129	SlimScan 1200 RS-232 Cable w/o Power lead	72	N/A	N/A
PB600126	SlimScan 1200 RS-232 Cable w/Power lead	72	N/A	N/A
PB600127	SlimScan 1200 OCIA Cable w/Power lead	72	N/A	N/A
PB600128	SlimScan 1200 IBM Cable w/Power lead	72	N/A	N/A
PB600079	Slimscan 1200 Atrium Cable with integrated power	78	N/A	N/A
PB600523	SlimScan 1200 AC Power Adapter (PSU)	50	N/A	N/A
PB600067	SlimScan 1200 PoS Interconnect Cable, 9518/200 & FJ 8770	34	N/A	N/A
PB600068	SlimScan 1200 PoS Interconnect Cable, IBM Port 9	31	N/A	N/A
PB600069	SlimScan 1200 PoS Interconnect Cable, IBM Port 17	33	N/A	N/A
PB600071	SlimScan 1200 PoS Interconnect Cable, GILBARCO	32	N/A	N/A
F0242416	North American Style Mains/Power Cable - 10 ft	7	N/A	N/A
PB600136	Keyboard Wedge Cable	85	N/A	N/A

Fujitsu RETAILpartners will enjoy a 46/49% discounts against the above items.

CONFIGURATION INFORMATION

- All configurations (except keyboard wedge applications) use PB600064, the Scanner. Notice that all variations of the interfaces are provided in a single unit, and that only the cables change depending upon the host terminal.

² The installation rates quoted above are intended to be interpreted thusly: the smaller figure is for emplacement utilizing industrial-quality dual-surface adhesive to affix the SlimScan 1200 supporting device to the checkstand, while the larger figure supposes the utilization of bolts. These figures assume that this is a "staged installation", that is, that the units have been pre-staged and configured with the attending PoS equipment to minimize time in the store. RETAILpartners are advised to consider charges larger than these written above in situations where the installation of only SlimScan 1200 is being undertaken (as opposed to an entire system) to cover additional travel and setup time &c. as appropriate.

³ Maintenance prices are for reference only.

- For use with **ISS45**, **ISS45 Express**⁴ or other Fujitsu TeamPoS/RS-232 configurations, the Power Supply is not needed.
- You'll notice that some of the cables have a "Power Lead." This is a short "Y" branch on the end of the cable that connects to the wall-brick Power Supply and provides power to the scanner. This type of cable is not needed if power is being provided by the OPC or TeamCom. So when used in an Fujitsu TeamPoS configuration, use the cables that are "w/o Power Lead."
- Use one of the Interconnect Cables whenever you are attaching SlimScan 1200 to one of the terminals called out in the list of interconnect cables. One end of this cable attaches to the end of the non-power-lead RS-232 cable and the other to the host terminal's port.
- For use as a scanner in a keyboard wedge configuration, order the wedge version of the scanner (PB600135) plus the wedge cable (PB600136) that connects the scanner directly to the keyboard port of the PC. The standard PC keyboard is then plugged into an input port on the scanner. Most PCs provide sufficient current through the keyboard port to power the scanner and external power is not required. If additional power *is* needed however, the wedge cable offers an input port for the power supply (PB600523), which can be added to the configuration as necessary.

CONFIGURATION EXAMPLES

- **Example 1:** to use SlimScan 1200 with **ISS45**, order the Scanner (PB600064) and the RS-232 Cable w/o Power Lead (PB600129). That's all.
- **Example 2:** to use SlimScan 1200 with the NCR 7450, order the Scanner (PB600064) and the RS-232 Cable w/Power Lead (PB600126), the Power Supply (PB600523) and the Mains Cable (PWR10). The 7450 doesn't offer power down this RS-232 port, so the separate Power Supply and the RS-232 cable with the power lead are required.
- **Example 3:** to use SlimScan 1200 with the IBM 4694 (Port 17) order the Scanner (PB600064) and the RS-232 Cable w/Power Lead (PB600126), the Power Supply (PB600523), the Mains Cable (PWR10) and the Interconnect Cable for IBM Port 17 (PB600069). The 4694 doesn't offer power down the non-standard IBM port, so the separate Power Supply and the RS-232 cable with the power lead are required. Since the port isn't RS-232, the interconnect cable to go from the RS-232 cable and the IBM port is also required.
- **Example 4:** to use SlimScan 1200 with the Fujitsu Atrium terminal, order the Scanner (PB600064) and the Atrium cable (PB600079). This cable attaches to the IDC 28-pin high-density connector, providing both RS-232 signal and power.

⁴ So long as the OPC or TeamCom is present.

COMPETITIVE COMPARISON CHART

Feature / Function	SS 1200	NCR 7890	LS 9100	H 3010	ML 6720	SP SP*ACE
Omni-directional scanning	Yes	Yes	Yes	Yes	Yes	Yes
Multi-optic scan design	Yes	No	No	No	No	No
Contact / menu reading	Yes	No	No	No	No	No
Visible Laser Diode (VLD)	Yes	Yes	Yes	Yes	Yes	Yes
Reading - Depth-of-Field						
multi-line pattern (mm)	0-250	TBD	0-200	300	225	200
single line (mm)	0- 50	n/a	n/a	n/a	n/a	n/a
Barcode symbologies						
UPC, EAN, JAN, C39,	Yes	Yes	Yes	Yes	Yes	Yes
Codabar, C128, IL2/5	Yes	No	No	Yes	Yes	
Auto-discrimination (# types)	Yes(5)	Yes(3)	Yes(3)	Yes(3)	Yes(?)	Yes(4)
Label Stitching	Yes	Opt	Opt	No	Opt	No
Barcode label programmable	Yes	Yes	Yes	Yes	TBD	Yes
auto exit time-out (2 min)	Yes	No	No	No	No	No
Label buffering control	Yes	No	No	No	TBD	No
0, 1 or 2 labels	Yes	n/a	n/a	n/a	TBD	n/a
buffer full "beep" (y / n)	Yes	n/a	n/a	n/a	TBD	n/a
Volume control button	Yes	No	No	No	TBD	No
PoS interface logic						
RS-232, OCIA & IBM	Yes	Yes	Yes	Yes	Yes	Yes
resident on single pcb	Yes	Yes	No	Yes	No	
Laser / Motor "sleep" mode	Yes	Yes	Yes	Yes	Yes	Yes
2-step Laser power-down	Yes	No	No	No	No	No
Auto wake-up (sensor)	Yes	Yes	Yes	Yes	Yes	Yes
LED indicator (# of)	Yes(2)	Yes(1)	Yes(1)	Yes(1)	Yes(1)	Yes(1)
System diagnostics / tools						
power-up & run time diagnostics	Yes	Yes	Ltd	TBD	TBD	Ltd
status reporting (LED & PoS)	Yes	Yes	No	TBD	TBD	No
proximity sensor test	Yes	No	No	No	No	No
autobreak (laser read test)	Yes	No	No	No	No	No
loopback (PoS communication)	Yes	No	No	No	No	
Scanner control from PoS	Yes	Yes	No	TBD	No	No
Mounting stand						
vertical mount (upright)	Yes	No	Yes	Yes	Yes	Yes
horizontal mount	Yes	Yes	No	No	No	No