

Product Bulletin

Fujitsu SmartScan9950

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StoreNext Retail Technologies is very pleased to offer the Fujitsu SmartScan9950 Scanner/Scale system for our Dealer partners. The SmartScan9950 is available for immediate delivery, and replaces the 9900 in all StoreNext hardware packages.

Fujitsu implemented dramatic new technology so the SmartScan9950 would give users (and Dealers) capabilities that a scanner/scale has never delivered before. Here's what makes the 9500 such a breakthrough product:

- **Digital Signal Processing** – DSP replaces the analog decoding found in every other scanner on Earth. Just like CDs with better sound have replaced the old vinyl, DVDs with better resolution are replacing videocassettes, and digital cell phones are far preferable to the old analog phones, the noise-rejection capabilities of DSP bring better label-reading performance. With DSP, the SmartScan9950 reads a wider range of labels that are normally difficult to read such as labels with smaller magnifications, high truncation or poor print quality. In addition, DSP can counteract the effects of brilliant or poorly placed lighting near PoS.
- **Expired Coupon Detection** – every year grocers spend millions by inadvertently accepting expired coupons that the vendor will not redeem for the grocer. For the first time in scanning, the SmartScan9950 provides a real-time clock as an integral part of the system's circuitry; not only can the scanner read the expiration date, but evaluate it and take appropriate action to accept, reject or warn the operator depend upon parameters.
- **Expired Item Detection** – it's that real-time clock again. Just picture the new store advertising: "Our scanners won't let expired meat and deli items through checkout!"
- **Fujitsu SmartPoS Technology** – the SmartScan9950 internally monitors all its key operations and makes them available to networked monitoring systems such as the Dealer Dashboard over StoreNext Connected Services. This will cut Dealer maintenance costs since soon-to-fail items are automatically detected and they can be fixed along with another service call.
- **Lifelong Performance** – the best scanners from Fujitsu, NCR and PSC are all superior to their predecessors, and provide much better ROI from productivity than older units. Between them, first-pass read rates and scanning capability are all statistically equivalent when the scanner is new. But the ease of maintenance and diagnostic capabilities of the SmartScan9950 enables that same out-of-box performance for the lifetime of the scanner. On the other units, performance – and thus ROI – drops, but the SmartScan9950's constant-peak-performance catapults its ROI over its competitors. In fact, **competitors must charge 15% higher maintenance** prices due to SmartScan's reliability and maintainability.
- **Special Low Power Consumption** – yes, scanners don't drink as much current as they used to, but put a bunch in every store and run them with power-on 24 hours a day, and – well – do *you* want the electricity bill for that? Aha! Another opportunity to provide the grocer more cost savings than anyone else, and the SmartScan9950 brings some special consumption features like special low-power circuitry and a smart two-stage power step-down that cuts cost and increases component life.

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➤ *And we kept all the best features of the previous model –*

- Label Stitching and Sapphire Glass are standard – not extra-cost options as with competitors. So is the EAS antenna and checkpoint readiness. You have to pay extra for these options with PSC and NCR.
- If you want a remote display, the SmartScan9950 is a whole lot less expensive. UCC-14/GTIN and RSS-14 are supported.
- User features, like a volume control for the checker, ramped platter with flush window (for really fast cleaning). The scale can be zeroed from ISS45 PoS, from the scanner or from the remote scale display (but with Auto-Zero-Maintenance, you don't have to do this very often). The 9950 also has non-zero tracking. With both green and yellow LEDs, the scanner can tell the operator a good read versus a not-on-file.
- Mounting and counter-design flexibility – the scanner/scale when mounted is only 3½ inches deep. This means you can mount a cash drawer directly under the scanner, often a big advantage in checkstand layout and a positive ergonomic factor (no twisting to get to the cash drawer).
- Programming via scan label, download and cloning (these features work the same as the 9900, 9500 and the SlimScan models). You can even handle calibration with programming labels.
- Plus, every 9950 comes fully configured and integrated from the factory, so you just need to take it out of the box and plug it in.
- Plug-in laser diode with no alignment/adjustment required, Field Replaceable Modules (FRM) for easy parts and repairs, and just about all components are externally accessible – you can replace them without disassembling the scanner. Firmware download, so no more unplugging chips. No PM is required.
- The 9950 is ready for interface to Electronic Article Surveillance – built-in antenna and dedicated EAS port with good-read monitoring and port included. Interface to Checkpoint or Sensormatic.



SMARTSCAN 9950 OVERVIEW

The SmartScan9950 was jointly developed by Fujitsu as a fourth generation high performance integrated multi-optic scanner that supports an optional weight scale module, using advanced design features and characteristics to enhance its marketability.



The 9950 features a multi-optic design scanner in an integrated housing. When configured with a scale, the scanner/scale combination appears to be an integrated unit with the scale module mounted inside the scanner housing. The optic arrangement allows for projection of laser beams through the horizontal and vertical windows at various angles creating scan patterns that allow reading of barcode labels at various orientations to each window. The scanner features a low profile scan tower (5.8 inches high) and a below counter depth maximum of 3.5 inches (whether scanner-only or scanner/scale configuration). The styling is similar to that of the Orion9500 in terms of design lines and color and is capable of fitting into the checkout counter cutout for NCR and PSC products.

Scanner decode and interface logic resides on the scanner system controller board. This board is positioned at the rear edge of the housing below the optic assembly and is recessed from the read edge of the housing to allow horizontal cable connection. There are two versions of the controller board; one with RS-232 and one with IBM interface logic and connectors.

Each version of system controller board has an RS-232 port that supports connection of an intelligent handheld scanner (e.g., LS 400x, HC86) plus EAS (Electronic Article Surveillance) ports for good-read monitoring and antenna activation. Both models feature a factory-installed EAS antenna and provide full functionality and compatibility.

Functional characteristics such as speaker control for volume and tone, barcode label timeout settings (e.g., same label timeout), interface protocol characteristics, laser and motor time-out periods, and etc. are programmable via barcode programming labels (see Fujitsu Scanner Program Manual, 45809/005). Once programmed, a "program cloning" feature allows the user or servicing technician to download program changes from one scanner to another by means of a cable connected to the RS-232 auxiliary port on each scanner.

There are green yellow LEDs on the front surface of the scanner tower that indicate operation status, and an operator selection button that allows the user to adjust the speaker volume and activate the scanner reset function. The scanner can also be reset from the PoS terminal.

MARKET AND POSITIONING

The SmartScan9950 is targeted toward central checkout environments where high item throughput is a primary selection criterion. The 9950's installation flexibility makes it adaptable to a wide range of retail environments, including Supermarkets, Hypermarkets, Membership Warehouse stores, Mass Merchandise stores and Discount/Drug stores.



The SmartScan9950 is positioned as a high-performance multi-optic scanner with *unsurpassed throughput performance and functional characteristics*. Standard features include a sapphire window, label stitching and firmware download setting it apart from competing products and increasing value to the retailer.

COMPETITION NOTES

The following is a brief overview of the major competitive products currently marketed in the grocery industry.

NCR 7870 and NCR 7875 - the 7870 was the first scanner to offer both vertical and horizontal scanning capability in an integrated housing and established the multi-optic design as the de-facto standard for high performance scanner products for the retail food industry. The 7875 is the latest offering from NCR and was first introduced at the FMI MarkeTechnics Show in February 1997. The product is a repackaged 7870 scanner with minor optic and mechanical changes. The visible/mechanical changes include increased height of the scan tower, reverse angle side window (i.e., angled forward), and a larger horizontal window. Functional changes include increased number of scan lines (from 24 to 40), improved depth of field on side scanner and limited ability for downward reading from side window.

Both NCR products are marketed through their direct and Dealer/VAR sales channels. The marketing strategy appears to be to surround competitive offerings with the 7870 priced at or below competitive products and the 7875 price above those same products.

PSC (SP) Magellan - the Magellan was introduced in 1993 by Spectra Physics (now PSC, Inc.) as a competitive entry against the 7870. The product is marketed by PSC through their direct and

secondary sales channel worldwide as a high performance multi-optic product. Marketable features include 42-line scan pattern, barcode programmability, and 360-degree scanning. Optional features include label stitching decode technology, a sapphire window in the scale platter and weigh scale module with remote weight display. A new and updated model, the *Magellan SL* was introduced in May of 1997 to combat the NCR 7875. The *SL* was marketed as offering advantages in size and flexibility as well as their new L-platter but did not provide the same level of performance as the original Magellan. *PSC* expanded their high performance scanner offerings with announcements of the *Magellan 8500* in January 2002 and the *Magellan 8200* in February 2002. The intent being to position the 8500 at or above the 7875 and the 8200 below the 7875 in terms of performance. The 8500 utilized the same form factor as the 7875 and increased read performance through use of dual laser diodes and pre-amp PCBs. The 8200 is a refreshed SL with a faster motor and new firmware.

DOCUMENTATION

The following SmartScan9950 documentation is available. See also the 9950 Documentation and Collateral section on Page 18 below.

- *A SmartScan9950 Users Guide* is packaged with the scanner – this document is also available in electronic form from the StoreNext Web site ([C150-E218-01EN](#)).
- *SmartScan9950 Service Reference Manual* – this document is available in electronic format only from the StoreNext Web site ([A6KD02152-B001_V03](#))
- *SmartScan9950 Scanner Program Manual* – this document is available in electronic format only on the StoreNext Web site ([90000788](#)).
- *SmartScan9950 Service Planning Guide* is also available. The current version can be found on the StoreNext Web site ([SmartScan9950_SPG](#)).
- *Service Training CD-ROM* – this has not changed from the 9900 version.¹
- A four-page *9950 Brochure/Data Sheet* is available for sale. An electronic copy is also available on the StoreNext Web site ([SS9950](#)).

SMARTSCAN 9950 SCANNER FEATURES AND BENEFITS

The SmartScan9950 connects to PoS terminal platforms using RS-232 and IBM interface protocols via on-board interface firmware logic. An auxiliary port for connection of a remote peripheral device (such as a handheld scanner, PC or Portable Handheld Terminal) is also provided. This port can also be used for “cloning” program changes from one scanner to another and for downloading firmware from a PC or similar device (such as a portable handheld terminal).

Specific features of the 9950 are listed below with their benefits:

- *Digital Signal Processing* – replaces analog technology on all other scanners, bringing higher performance overall, and better discrimination on poor or difficult labels. Also maintains high performance in poor lighting situations since DSP is able to handle signal-noise ratios that analog can't.
 - Better performance for higher ROI
 - Better performance in difficult lighting conditions

¹ Please see your StoreNext Account Manager for a copy.

- **Real-Time Clock** – for easy detection of expired coupons or RSS-14 date-coded merchandise. Parameters control grace periods, warning types etc.
 - ROI from eliminating losses from accepting expired-coupon
 - ROI and market share gains from protecting shoppers from expired merchandise
 - Scanner takes cashiers “off the hook” for expired coupon rejection.
- **SmartPoS Technology** – the 9950 monitors itself and provides status data to the remote weight display or the network. Device Information, such as the product, firmware level, interface (RS-232 or IBM RS485) and configuration is provided, as is the operational status of the laser diode, motor, scanner ROM circuit board, scanner pre-amp, scanner EEPROM, scanner RAM, scale circuit board, scale RAM and EEPROM and whether scale calibration is needed.
 - Installed base management – Failure reporting coming via Connected Services Dealer Dashboard makes store status down to scanner component level available at Dealer headquarters.
 - Cuts maintenance costs – Saves service trips by repairing soon-to-fail components during other service trips to the store.
 - Higher ROI due to lifelong performance.
- **Label Stitching Technology** – This feature provides enhanced reading capability for torn damaged and/or poor quality (e.g., printing, margins, color, contrast, etc.) barcode labels.
 - Reduces Re-scans
 - Reduces Price checks
 - Improves Operator throughput
 - Improves customer satisfaction
- **Barcode Programmability** (same as Orion 9500, SlimScan 2002 & SlimScan 1200) – This feature provides the capability to change or modify standard (default) functional characteristics by means of barcode programming labels. Utilize same logic and program labels utilized by Orion9500, SlimScan 2002, and SlimScan 1200 scanners.
 - Allows maximum flexibility with minimum effort
- **Auto Laser & Motor Control** – This feature provides for auto laser and motor power-down based on time increments of inactivity. Allows multiple choice time settings, including a 1-hour Laser and 2-hour Motor timeout setting, that are user programmable via program change labels. The scanner also provides a 2-step laser power down logic similar to what is incorporated in the Orion 9500, SlimScan 2002 and SlimScan 1200 scanner products.
 - Extends Laser and Motor life
 - Reduces maintenance cost
- **Speaker Control** – The scanner provides a capability for the user to change speaker tone / frequency by means of barcode programming label(s).
 - Allows customization of tones to individual environments for best productivity
- **Scale Re-Zero Maintenance** – The scanner provides the capability for the user to re-zero the scale (when present) by means of an operator accessible switch or button. This button/switch is located on the front control panel for easy access by the operator.
 - Ease of operations and price integrity
- **Speaker Volume Adjustment** – The user can change speaker volume by means of a button/switch and via barcode programming label(s).
 - Can adjust to the environment
 - Vary by individual lane
 - Adjusts to Operator needs
 - Higher checker performance and checker/shopper satisfaction

- **Barcode Symbologies** – The 9950 reads all popular barcode symbologies, including UPC-A, E, & D, JAN, EAN-8 & 13, Code 39, Code 128, UCC/EAN 128 (extended coupon codes), Interleaved 2 of 5, and Codabar. UCC-14 and RSS-14 codes are supported.)
 - Maximizes current and future uses for new applications
- **Auto-Discrimination** – The 9950 scanner can auto-discriminate between a maximum of five different barcode types. UPC-A & E, EAN-13 & 8 and JAN labels are considered as one type and will be enabled in the default setting. The user may select four (4) additional barcode types (e.g., Code 128 and Code 39) for auto-discrimination purposes.
 - Allows user to customize optimum operation to individual and unusual requirements
- **Program Downloading** – The 9950 provides downloadable program changes from a program label and from a host scanner to another unit via cable connection between scanners.
 - Reduces install or programming time
 - Simple – minimal training required
 - Eliminates errors
- **Firmware Download** – The 9950 can download system firmware by means of a PC or similar device (e.g., Portable Handheld Terminal) connected to the scanner via an RS-232 port. The ‘downloaded’ scanner can repeat cloning of its firmware to another scanner by program label instruction and cable connection.
 - Reduces install or programming time
 - Simple – minimal training required
 - Eliminates errors
- **Electronic Article Surveillance (EAS) Ready** – The scanner is Electronic Article Surveillance (EAS) ready and is provided with an integrated EAS antenna mounted around the bottom scan window. The EAS “system” can energize the antenna’s “de-activation field” upon receipt of a “good” read signal from the scanner de-code logic.
 - Ease of installation
 - Reduce add-on costs
 - Reduce losses from shrink
- **EAS Monitor of “Good” Read Condition** – The 9950 provides a means for an EAS System –such as Checkpoint or Sensormatic – to detect a “good” read condition. Connection to the EAS system is via the EAS/External Speaker port and provides a detectable signal that the EAS system can monitor.
 - Increase security with better information from the scanner
- **Power-Up and Run-Time Diagnostics** – The 9950 provides power-up and run-time diagnostic capability. It also provides a simple method of reporting faults detected in major assemblies or modules within the scanner and scale (such as the scanner motor, laser, RAM, ROM, PCBs, or the scale’s ROM, RAM, weight over & under capacity and out of capture range.
 - Immediate awareness of problem
 - Operator Viewable Alerts (Flashing LEDs)
 - Accurate Problem Description
- **PoS Commands** – The scanner supports commonly-used PoS terminal commands for control of scanner and scale functions including:
 - Clear, Reset, Disable, Enable, Wait, Active, etc. for scanner control
 - Clear, Zero weight for scale control
- **Programmable Barcode Label Data Format** – The user can change or modify the “standard” barcode label data format transmitted to the PoS terminal. The selection includes those selections available for the Orion 9500 & SlimScan 1200 and 2002 products plus the following:
 - Interleaved 2 of 5 check digit - send or don’t send

- Interleaved 2 of 5 minimum reads - select number of times barcode must be successfully read (e.g., 1, 2 or 3)
 - Interleaved 2 of 5 label lengths - select length of 1st and 2nd label(s)
 - Code 128 minimum reads - select number of times barcode must be successfully read (e.g., 1, 2, or 3)
 - Codabar check digit - send or don't send
 - Code 39 check digit - send or don't send
 - Code 39 minimum reads - select number of times barcode must be successfully read (e.g., 1, 2 or 3)
 - Code 39 label lengths - select length of label
 - Code ID character - send or don't send code ID (e.g., UPC-A = "A")
 - Code ID character - ability to change ID character (e.g., UPC-A = "+")
 - Prefix/Suffix values - send or don't send either, both or none
 - UPC-A preamble - send system character only, system character and country code ("0" for USA), or no preamble sent
 - UPC-E preamble - send system character only, system character and country code ("0" for USA), or no preamble sent
- **Coupon Add-On Codes** – The 9950 supports add-on codes, enabling configurations where the coupon expiration date is validated and electronic clearing is enabled
 - Eliminate losses from invalid coupons
 - Reduce costs through electronic clearing
 - Reduce Tender cycle Time
 - Improve Customer Satisfaction
 - **Auxiliary RS-232, Hand-Scanner and EAS Ports** – The scanner provides an auxiliary RS232 port that serves as a connection point for a handheld scanner for transmission of decoded barcode data. The scanner also provides an auxiliary port to support connection of a remote peripheral device such as a remote speaker assembly or EAS system.
 - Added flexibility for connecting RS 232 handheld scanner for faster order processing
 - Standard offering at no additional cost
 - **Integrated Scale and Logic** – The scanner housing design provides for mounting of an optional weigh scale module. Additionally, the scale weight processing and PoS terminal interface logic is integrated onto the scanner logic board.
 - Lower cost, higher reliability
 - Less components
 - Ease of installation
 - Better diagnostic reporting
 - **Remote Scale Weight Display Option** – The scanner logic transmits scale weight data to an optional external weight display module. The scanner provides power and logic to support the weight display.
 - Position in checkstand for best viewing
 - Satisfy weights & measures requirements
 - Re-zero button option may be most convenient for checker
 - **Non-Zero Indication** – The scale's weight status is capable of being monitored for "zero" status and provides an operator alert (flashing yellow LED) when the scale detects a non-zero condition and remains in that condition for longer than 5 seconds.
 - Enforces price integrity
 - **Interface Cables, Connectors and Location** – The 9950 uses the same cables as the Orion 9500. The connectors are mounted at the rear of the scanner housing.
 - No cable errors
 - Easier to order

- **PoS Interface** – The main circuit/system board supports either RS-232 or IBM plus an RS-232 auxiliary port for handheld scanner connection. A USB option will be available in mid/2000.
- **Performance Features**
 - Dense Omni-directional scan patterns with large scan reading zones for full 360 degrees scanning
 - Faster Throughput
 - Eliminates product orientation
 - Reduce cashier fatigue
 - Improve customer satisfaction
 - Ambient light immunity (+5000 lux)
 - Higher performance, fewer rescans in bright storefronts
 - 30 Pound / 15Kg Scale Capacity
 - No split weighing
 - Rugged, heavy duty load cell rated at 45Kg /100lbs
 - High reliability and long product life
 - Vibration Immunity with multiple settings
 - Customizes scale for optimum performance
 - Dual channel signal processing
 - Electronic signal intensity balance to read dark or faded labels
 - Improve overall read rate
 - Reduces re-scans
 - Fastest Scale Setting Time (0.6 sec., 0 - 30 lb.)
 - Faster scale transactions
 - Improved operator efficiency
 - Increase customer satisfaction
- **Other Usability Features**
 - Stainless steel platter with Sapphire window
 - Easy to clean
 - Lifetime window for lower cost
 - Standard – not extra-cost option
 - Zero Button on scanner control panel
 - Higher performance through simplified operation
 - Proximity sensor / detector (i.e., for laser / motor wake-up function)
 - User-Adjustable scale platter
 - Improved operator efficiency
 - Reduce operator fatigue
 - Ensure proper height
- **Other Installation and Maintenance Features**
 - Standard footprint that fits 11.5 in. (292 mm) x 17.5 in. (445 mm) cut-out and drop-in installs
 - Fits standard cut-outs (PSC and NCR) ²
 - No added counter modifications
 - Reduce installation time

² NCR's 7875 is ¼ inch wider than either the PSC or the Fujitsu. Killion Industries (checkstand and fixtures manufacturer) has a filler plate that can be used if necessary.

- Self-aligning laser module that is externally accessible.
 - Easy to keep unit at top performance
 - No disassembly for laser diode replacement
- Single, visible laser diode, motor / polygon and pre-amp assemblies
 - Faster and easier maintenance cuts costs
- Detachable scale module with separate Weight Scale Servicing
 - Compact and Easy to Install for future add-ons
 - Separate service required to repair
 - Rugged Design and High Reliability
- Factory match of scale PCB and Load Cell is no longer required
 - Enables field replacement of PCB or Load Cell separately
 - Saves cost
 - More flexibility in maintenance and sparing
- Single cable interface for scanner/scale
 - Reduce cable costs
 - Simplify installation
 - Reduce number of ports required
 - Increase number of peripherals accommodated by number of ports
- Shallow depth of only 3.5 in. (90 mm) under counter
 - Improved front-end ergonomics
 - Facilitates for seated operation
- External access to main system logic board
 - Faster, easier maintenance to cut costs
- Rugged non-scratch exterior surface
 - Easy clean surface
 - Standard feature (not a cost option)
 - Long-life window, no replacement
 - Smooth, Seamless surface

COMPETITIVE MATRIX

The following matrix provides a summary of competitive scanner products:

	Fujitsu Model 9950	Metrologic MS2020	NCR 7875	PSC Magellan 8500
Product Positioning				
	SuperMarket / High Throughput / Omnidirectional / In-counter Fixed position	SuperMarket / High Throughput / Omnidirectional / In-counter Fixed position	SuperMarket / High Throughput / Omnidirectional / In-counter Fixed position	SuperMarket / High Throughput / Omnidirectional / In-counter Fixed position
Physical				
Height (scan tower)	5.1 in (131 mm)	7.0 in (178 mm)	7.0 in (178 mm)	7.0 in (178 mm)
Width	11.5 in (292 mm)	11.3 in (268 mm)	11.9 in (302 mm)	11.5 in (292 mm)
Length	19.6 in (499 mm)	20.0 in (508 mm)	20.0 in (508 mm)	20.0 in (508 mm)
Depth - under counter	3.5 in (90 mm)	4.0 in (101 mm)	5.0 in (127 mm)	5.0 in (127 mm)
Weight (scanner/scale)	17.8 lb (8.1 kg)	21.0 lb (9.1 kg)	31.8 lb (14.4 kg)	26.0 lb (11.8 kg)
Scan window dimensions				
Side window (W x H)	8.5 x 4.25 in (217 x 108 mm)	?	8.25 x 6.5 in (210 x 165 mm)	8.375 x 6.125 in (214 x 156.4)
Bottom window (W x L)	4 x 6 in (102 x 153 mm)	4 x 6 in (102 x 153 mm)	4 x 7 in (102 x 178 mm)	4 x 6 in (102 x 153 mm)
Electrical				
Power Supply	100-250VAC / 50-60Hz	100-250VAC / 50-60Hz	90-260VAC / 50-60Hz	100-250VAC / 50-60Hz
Power Consumption				
Scanner/scale	14 W max.	14.5 W	24 W max.	18 W max.
Off ("Sleep" mode)	8 W	3.25 W	11 W	8 W
Optical				
Light Source & Number	650 nm VLD (Single)	650 nm VLD (Dual)	675 nm VLD (Single)	675 nm VLD (Single)
Scan Pattern				
Scan Lines (side & bottom)	56 (24 s & 32 b)	68 (28 s & 40 b)	40 (20 s & 20 b)	64 (32 s x 32 b)
Lines/Second	4667	6000	5333	6,400
Scan Angles	4-sides + bottom	4-sides + bottom + top	4-sides + bottom + top	4-sides + bottom + top
Decode Logic / Technology	Digital Signal Processor	Analog Signal Processing	Analog Signal Processing	Analog Signal Processing
Motor speed (rpm)	1 @ 5000	1 @ 4800 (h) & 1 @ 6000 (v)	1 @ 8000	1 @ 6000

	Fujitsu Model 9950	Metrologic MS2020	NCR 7875	PSC Magellan 8500
Label Orientation				
Pitch & Skew	0 - 90 degrees	0 - 60 degrees	0 - 90 degrees	0 - 90 degrees
Rotation - horizontal	360 degrees	360 degrees	360 degrees	360 degrees
Backside reading	Ladder & Picket Fence	Ladder & Picket Fence	Picket Fence only	Ladder & Picket Fence
Label Magnification	0.8 - 2.0	0.8 - 2.0	0.8 - 2.0	0.8 - 2.0
Label Contrast (min. PCS)	0.5	0.7	0.7	0.5
Depth of Field				
Bottom / Side Window	0 - 6 in / 0 - 10 in	0 - 6 in / 0 - 8.5 in	0 - 6 in / 0 - 10 in	0 - 6 in / 0 - 10 in
Environmental				
Motor noise	50 dB max	51 dB	55 dB	51 dB
Operating Temp	32 to 104F (0 to 40C)	32 to 104F (0 to 40C)	50 to 104F (10 to 40C)	50 to 104F (10 to 40C)
Storage Temp	-40 to 158F(-40 to 70C)	-40 to 158F(-40 to 70C)	-15 to 115F (-15 to 50C)	-40 to 158F (-40 to 70C)
Humidity	20 - 80% NC	5-95% NC	5-95% NC	5-95% NC
Ambient Light Immunity	5000 Lux	4842 Lux	4000	4500
Symbologies				
EAN/UPC/JAN	Yes	Yes	Yes	Yes
Code 39	Yes	Yes	Yes	Yes
Code 128	Yes	Yes	Yes	Yes
Coupon date validation	Yes	No	No	No
ITF (12 of 5)	Yes	Yes	Yes	Yes
GTIN & expand UPC / EAN	Yes	GTIN, no expansion	GTIN, no expansion	GTIN, no expansion
RSS-14, Expanded & Stacked	Yes	Yes	Yes	Yes
Validate Sell-bydate	Yes	No	No	No
Auxiliary Port				
RS-232 powered (+5V)	Yes	Yes	Yes	Yes
EAS Deactivation				
Integrated Antenna	Yes	Yes	Yes	Yes
Scan & De-activate Port	Yes	Yes	Yes	Yes
EAS Scale Platter req'd	No	No	Yes	No
Cost Option	No	No	Yes	Yes
Sensormatic (Integrated)	No	No	No	No
Interfaces				
RS-232	Yes	Yes	Yes	Yes

	Fujitsu Model 9950	Metrologic MS2020	NCR 7875	PSC Magellan 8500
OCIA	No	Yes	Yes	Yes
IBM (RS-485)	Yes	Yes	Yes	Yes
USB	Yes	Yes	Yes	Yes
Configuration / Settings				
Speaker	Front Mount	Side Mount	Front Mount	Front Mount
Volume	7 settings + off	3 settings + off	7 settings + off	5 settings + off
Frequency	9 settings	7 settings	Yes	3 settings
Good Read Indication	Yes	Yes	Yes	Yes
Scan Buffer full	Yes	No	No	No
Power-up Tone	Yes (Program on/off)	Yes (3-beeps)	Yes	Yes (Program on/off)
Scale Data sent to PoST	Yes (Program on/off)	?	Yes (Program on/off)	Yes (Program on/off)
LED				
Good Read Indication	Green (flash)	White (flash)	Green (flash)	Green (flash)
Non-operating (Sleep mode)	Yellow (solid)	White & Bluse (slow flash)	Off	Yellow (solid) & Green (flashing)
Idle (not scanning)	Off	Blue	Red (solid)	Green & Yellow (solid)
Program mode	Green (solid)	White & Blue (fast flash)	Red (solid)	Green (flashing)
Timeouts				
Motion Act. Wakeup	Yes	Yes	Yes	Yes
Auto Sleep Mode	Yes	Yes	Yes	Yes
2-Step Laser power down	Yes	Yes	No	No
Laser @ 50% (sec)	10 settings (10 to 120)	?	n/a	n/a
Laser off (min)	9 settings (1 to 60)	?	3 settings (15 to 60)	3 settings (5, 10, & 15)
Motor off (min)	5 settings (5 to 120)	?	3 settings (15 to 60)	5 settings (5 to 60)
Clear label time-out (m/sec)	3 settings (60 to 200)	n/a	n/a	n/a
Same label time-out (m/sec)	8 settings (200 to 2000)	?	8 settings (450 to 1500)	4 settings (400 to 1000)
Scale				
Capacity	30.0 lb (14.995 kg)	30.0 lb (14.995 kg)	30.0 lb (13.995 kg)	30.0 lb (14.995 kg)
Settling time (seconds)	0.5 (1 - 5 lb) / 0.7 (6 - 30 lb)	0.6 (1 - 5 lb) / 0.9 (6 - 30 lb)	0.8 (1 - 5 lb) / 1.2 (6 - 30 lb)	0.6 (1 - 5 lb) / 0.7 (6 - 30 lb)
Vibration immunity settings	3 (program setting)	n/a	n/a	4
Maximum static weight	150 lb	150 lb	150 lb (?)	150 lb
Auto Zero Maintenance	Yes	Yes	Yes	Yes
Non-zero timeout	Yes	No	No	Yes

	Fujitsu Model 9950	Metrologic MS2020	NCR 7875	PSC Magellan 8500
Scale platter	Stainless	Stainless	Stainless w/ coated	Stainless w/ coated
Ramped sides	Yes	Yes	Yes	No
Platter window	Sapphire	Coated (Sapphire is Option)	Coated (Sapphire is Option)	Coated (Sapphire is Option)
All Weights platter	n/a	n/a	n/a	Included
Zero control	Scanner / Display / PoST	Scanner / Display / PoST	Scanner / Display / PoST	Scanner / PoST
Weight display	Remote / PoST	Remote / PoST	Remote / Integrated / PoST	Remote / PoST
Service and Repair				
Firmware download	Yes	Yes	Yes (?)	Yes
Firmware cloning	Yes	No	No	No
Replaceable side window	Yes	Yes	Depot	Yes
Main pcb replacement	On-site / Depot	Depot	Depot	Depot
Laser assembly replacement	On-site / Depot	Depot	Depot	Depot
Single or Dual VLD	Single	Dual	Single	Dual
Pre-amp replacement	On-site / Depot	Depot	Depot	Depot
Single or dual pre-amp	Single	Dual	Dual (?)	Dual
Programming	Barcode label	Barcode label	Barcode label + HEX tags	Barcode label
Program change cloning	Yes	No	No	No
Remote Management	Yes	No	No	No
Diagnostic Status reporting	Yes	No	No	No
Laser Life monitor & report	Yes	No	No	Yes (PC program)
Pricing (List)				
Scanner			\$2,575	\$2,445
Scanner / Scale			\$3,575	\$3,545
Dealer Price, Qty 1	\$1,095	\$1499 (Scn/Scl, Coated glass)	\$1,470	\$1,495
Dealer Price, Qty 25+	\$1,095		\$1,220	
Dealer Price, Qty 100+	\$1,095		\$1,170	\$1,145
Coupon Date Validation f/w	Included	n/a	n/a	n/a
RSS Decoding	Included	Included	Option (\$ - ?)	\$125
RSS Date Validation f/w	Included	n/a	n/a	n/a
Label Stitching Decode f/w	Included ("Label Stitching")	Included ("Stratosphere")	Included ("Pacesetter")	Included ("Edge")
Optional firmware	n/a	n/a	100 (Pacesetter3)	125 (Productivity Index Rpt)
Interface cables	\$55	?	\$65	\$50

	Fujitsu Model 9950	Metrologic MS2020	NCR 7875	PSC Magellan 8500
Power supply (110/240V)	Included	Included	Included	\$75
Power cord	Included	Included	Included	Included
Scale Display, Remote	\$125	?	\$175	\$150
Scale Display, Integrated	n/a	n/a	\$250	n/a
Platter window, standard	Sapphire	Diamond Coated	Hardened Glass	Diamond Coated
Diamond Coated	n/a	Standard	\$200	Standard
Sapphire	Included	?	\$400	\$250
EAS antenna	Included	Included	\$175	Included
EAS cables	\$40	?	(?)	\$18
Opos drive kit (CD)	FTXS web site	?	NCR web site	\$29
Users guide	Included	?	Included	\$10
Installation / Reference guide	FTXS web site	?	(?)	\$75
Programmers guide	FTXS web site	?	(?)	\$19
Extended Warranty w/Scale				
1st Year	Included (1)		90 day (standard)	Included (1)
2nd & 3rd Year	Note: 1			\$60 & \$180 (Note 2)
	(1) Warranty and Maintenance		NCR Service (List Price)	(1) Depot repair, 5 working days
	Program vary by customer		Depot \$189.00	PSC pays return freight
	e.g., Depot, CAP, On-site		12x7xNext Day \$ 255.00	
			16x7x4 hour \$ 289.00	
			24x7x4 hour \$ 315.00	
			Disct. 10% f/Qty 50-499	
Benchmark FJ NCR ML PSC.xls			Disct. 3% f/3 year agreement	

CERTIFICATIONS

The product, when connected to a main line PoS platform (e.g., TeamPoS 2000) complies with all U.S., Canada and European regulatory and safety requirements.

Electrical:

- AS 3260 (Australia), TUV EN60 950 (Europe), MITI T-Mark (Japan)
- UL 1950 (USA), cUL C22.2 No. 950-M89 (Canada),

Emissions:

- AS/NZS 3548 (Australia/New Zealand), EN 55022-B (Europe), VCCI-2 (Japan),
- FCC Part 15 Subpart J Class A (USA)

Laser Safety:

- Class IIa Laser Product (USA), IEC 825 Class I and EN60 825 Class I (Europe),
- Class IIa Laser Product and Appareil a laser de classe IIa (Canada)

PRICING AND CONFIGURATION

STORENEXT SMARTSCAN 9950 PACKAGES

PIN	Item	Price	Inst ³	Maint ⁴
459950SSS	ISS45 SmartScan9950 Scanner/Scale Package, Single Cable configuration. Includes 9950 RS-232 Scanner (90000752), RS-232 North America Scale (PB600577), Scanner/Scale platter with Sapphire glass (PB600592), RS-232 Scanner Cable (52413/001), mains power cable (90000255), Operator Guide.	\$ 2,292 Dealer Net \$1,095	\$ 150 50 14	\$ 230
459950SS	ISS45 SmartScan9950 Scanner/Scale Package. Includes 9950 RS-232 Scanner (90000752), RS-232 North America Scale (PB600577), Scanner/Scale platter with Sapphire glass (PB600592), RS-232 Scanner Cable (52413/001), RS-232 Scale Cable for Dual Cable Configuration (90000070), mains power cable (90000255), Operator Guide.	\$ 2,367 Dealer Net \$1,130	\$ 150 50 14	\$ 230
459950S	ISS45 SmartScan9950 Scanner-Only Package. Includes 9950 RS-232 Scanner (90000752), Scanner platter with Sapphire glass (PB600593), RS-232 Scanner Cable (52413/001), mains power cable (90000255), Operator Guide.	1,792 Dealer Net \$895	150 40 14	195

Dealer net prices are indicated in red above. This represents special pricing and further discounts are not available. All 9950 packages are shipped in a single carton assembled and install-ready.

³ The top installation figure is for the first unit's installation in a site. The middle figure is for the second and subsequent units in the site. The bottom figure represents the price if installed as part of a staged ISS45 system. The price includes installation of the Remote Display if required. Prices quoted are Fujitsu's list prices for installation: discounts on installation are not available.

⁴ Maintenance prices quoted are Fujitsu's list prices for maintenance to its customers, and are provided for reference only. The \$230 price provided is for 12x 7 next-day service. 16 x 7 4-hour service is \$253, 24 x 7 4-hour service is 278. Depot is priced at \$165.

SMARTSCAN 9950 INDIVIDUAL MODULES

PIN	Item	Price	Inst⁵	Maint⁶
90000752	Model 9950 Scanner, RS232 I/F. Includes scanner, PSU and Users Guide	\$ 1,465	\$ 150 40 14	\$ 195
90000768	Model 9950 Scanner, IBM I/F. Includes scanner, PSU and Users Guide	1,465	150 40 14	195
PB600577	Model 9950/9900 Scale, North America Scale. For North America use only (Lb. / Kg weight). Must be used with 9950 — not suitable for stand-alone use.	495	N/A	N/A
47614/008	S9000 Scale Only with RS-232 interface. Suitable for use as a stand-alone scale.	825	45	118
PB600592	Model 9950/9900 Platter, Long. Stainless/Sapphire platter for use on Scanner/Scale configuration only	250	N/A	N/A
PB600593	Model 9950/9900 Platter, Short. Stainless/Sapphire platter for use on Scanner-only configuration	275	N/A	N/A
52412/001	Remote Scale Display, LB (8021 2340)	125	N/A	N/A
52412/002	Remote Scale Display, kg (8021 2341)	125	N/A	N/A

The standard 46% discount applies to these items.

⁵ The top installation figure is for the first unit's installation in a site. The middle figure is for the second and subsequent units in the site. The bottom figure represents the price if installed as part of a staged ISS45 system. The price includes installation of the Remote Display if required. Prices quoted are Fujitsu's list prices for installation: discounts on installation are not available.

⁶ Maintenance prices quoted are Fujitsu's *list* prices for maintenance to its customers, and are provided for reference only.

SMARTSCAN 9950 CABLES

PIN	Item	Price	Inst	Maint
52413/001	Scanner Interface Cable, TeamPoS and 9520/150 Release 3, RS-232 (8020 3983)	\$ 50	N/A	N/A
90000070	Model 9950/9900 Scale Cable. This cable is used only in dual cable configurations. This cable is used for a connection from scanner Auxiliary port to PoS for transmission of scale weight data.	75	N/A	N/A
90000071	Model 9950/9900 Scanner Cable, EAS. This is the EAS "Trigger" Cable, for connection to an EAS controller. Allows the EAS controller to monitor "good read" signal from 9950/9900.	55	N/A	N/A
90000072	Cable, EAS Antenna. This is a cable for connection to an EAS controller. Allows the EAS controller to activate EAS Antenna in the 9950/9900.	55	N/A	N/A
90000255	Mains Power Cable USA/Canada	2	N/A	N/A
58483/001	Interface Cable, IBM 46xx port 17 (8030 3038)	60	N/A	N/A
52240/001	Interface Cable, IBM 46xx port 9b (8030 3036) ⁷	60	N/A	N/A

The standard 46% Dealer discount applies to these items.

SMARTSCAN 9950 DOCUMENTATION AND COLLATERAL

PIN	Item	Price⁸	Inst	Maint
SS9950	SmartScan9950 Brochure/Data Sheet	\$ 20	N/A	N/A
A6KD02152-B001 V03	SmartScan9950 Scanner/Scale Reference Manual (Service Reference) — Electronic Only	N/A	N/A	N/A
90000788	SmartScan9950 Scanner Programming Manual — Electronic Only	N/A	N/A	N/A
C150-E218-01EN	SmartScan9950 Users Guide — Included with scanner. Additional copies available as electronic documents only	N/A	N/A	N/A
SmartScan 9950 SPG	SmartScan9950 Support/Service Planning Guide — Electronic Only	N/A	N/A	N/A

Documentation and collateral prices are Net. Discounts are not available on documentation and collateral items.

⁷ The IBM scale comes with a port 9 cable. If using a "single cable configuration" this cable connects to the 9900. If using dual cable configuration, which is rare, this cable connects directly to the host port 9. In either case, you need to order only one cable in addition to the cable that is included in the IBM scale kit.

⁸ Prices for documentation and collateral are Net. Discounts are not available on documentation and collateral items.

SMARTSCAN 9950 SERVICE TOOLS

PIN	Item	Price⁹	Inst	Maint
46122/001	RS-232 Interface Loop-back Connector (8021 2630)	\$ 30	N/A	N/A
46122/005	Hand Held Interface Loop-back Connector (8021 2634)	30	N/A	N/A
PB000057	Programming (Cloning) Cable (8031 6790)	75	N/A	N/A

SmartScan9950 Service Tool prices are Net. Discounts are not available on the 9950 Service Tools. These are the same tools as were available with the 9900.

SMARTSCAN 9950 WARRANTY AND EXTENDED WARRANTY

The 9950 scanner is warranted to Dealers for one year from date of shipment. The standard warranty terms and methods (see Dealer Policies and Procedures RC14¹⁰) apply.

In summary, you need only call Fujitsu's single-point service number. We will have a replacement scanner in the mail to you within 24-48 hours of your call, even if we have not yet received your scanner yet. Fujitsu pays the shipping to the Dealer, with 2-day air being the standard service.

Dealers can purchase an extended pre-paid warranty program for the SmartScan9950:

- Additional warranty purchase is available to cover a second year, or the second and third years.
- The warranty for the extended periods is administered exactly like the first year.
 - Fujitsu will ship a replacement scanner or scale unit in 24-48 hours of your call. The serial number of the inoperative unit is required for this call.
 - Fujitsu will pay shipping for 2-Day Air to the Dealer. Dealer pays all shipping to Fujitsu.
- Any extended warrantees must be purchased at the same time as the 9950.
- Dealers must register their scanners to receive extended warranty service. Unregistered scanners are not warranted for the extended periods and will only be handled for the first 12 months. Use the attached warranty registration – you need only provide the Dealer name/bill-to number, the Fujitsu Sales Order Number and the serial numbers of the covered scanners. FAX it in and you're covered.

⁹ Prices on these items are Net. No discounts are available.

¹⁰ If you cannot locate your office copy, the Dealer Policies and Procedures manual can be downloaded from the Dealer Support Web Site.

PIN	Item	Price¹¹	Inst	Maint
9900W2SS	9950 Scanner/Scale Additional Second Year Warranty (Dealer/Depot only)	\$ 115	N/A	N/A
9900W3SS	9950 Scanner/Scale Additional Second and Third Year Warranty (Dealer/Depot only)	215	N/A	N/A
9900W2S	9950 Scanner Only Additional Second Year Warranty (Dealer/Depot only)	85	N/A	N/A
9900W3S	9950 Scanner Only Additional Second and Third Year Warranty (Dealer/Depot only)	155	N/A	N/A

Prices for the 9950 Extended Warranty items are Net. Discounts are not available.

CERTIFICATION

Prior to release, the Fujitsu 9950 Scale was certified in all 50 States and Canada.

This was done under the auspices of the Office of Weights & Measures' NTEP – National Type Evaluation Program. The Certification Certificate number for the 9950 under NTEP is 00-0037, listed under Model Number 8219, Device Type PoS Scale.

Fujitsu used the specific California approval as the NTEP “portal.” The California Certificate is numbered 5021-00.

Furthermore, Canada’s weights and measures authority now accepts NTEP certification under a reciprocity agreement. As such, the 9950 is now also certified in Canada for weights and measures.

To access the NTEP index of certifications, use the following link. You will find the 9950 under 00-037A2 on the first page:

[9900 and 9950 NTEP Certificate](#)

There is a delay between certification and posting the certificate. As soon as NTEP posts the actual certificate on the web site you will be able to download an Acrobat copy. Use the following link to search for the certificate:

<http://ntep.nist.gov/ntep/KeywordSearch.asp>

AVAILABILITY

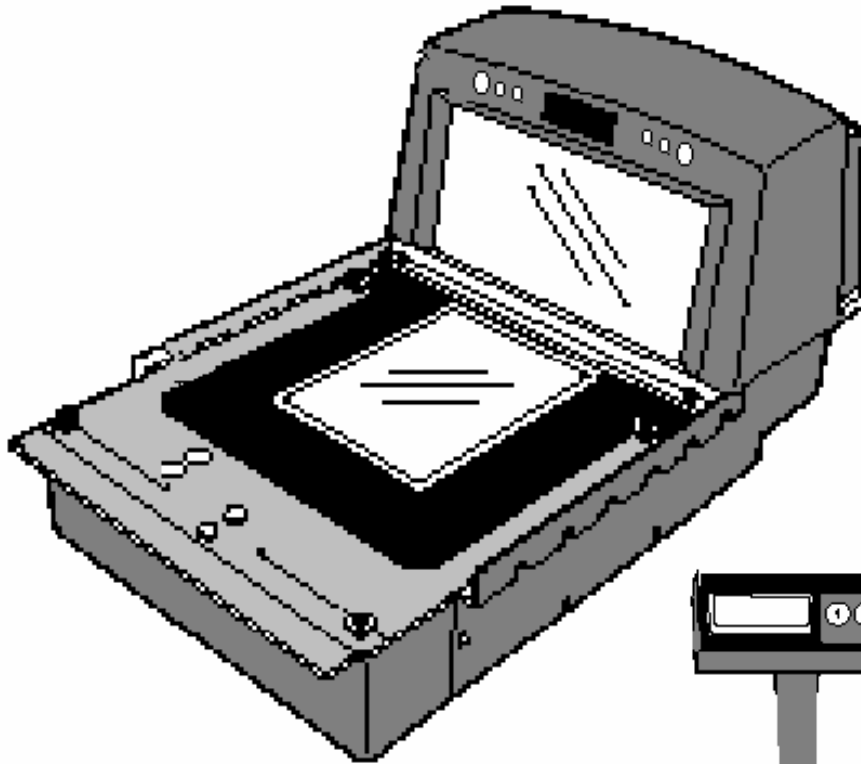
The SmartScan9950 is now available in volume quantities.

To Your Success,

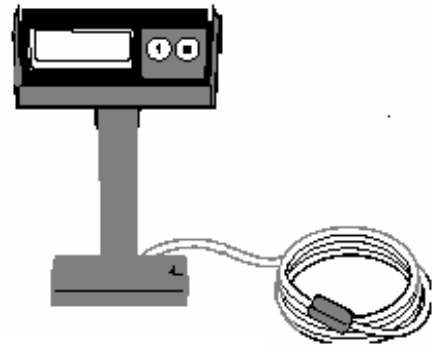
Tony

 Antony van Seventer

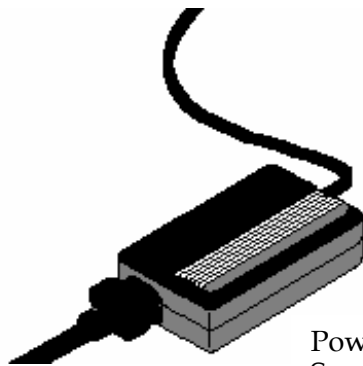
¹¹ Prices on these items are Net. No discounts are available.



SCANNER AND SCALE ARE SHOWN WITHOUT THE PLATTER INSTALLED



Remote Weight Display



Power Supply