



## WHY YOUR CUSTOMERS NEED A COMPANION SCANNER

It's true that most tablets are equipped with an onboard camera system that can be paired with any off the shelf consumer grade bar code application. However, while this solution offers bar code scanning, it's simply not suitable for enterprise applications for the following reasons:

- Enterprise grade applications require highly accurate and scan intensive bar code scanning capability that a tablet's consumer grade scanning technology cannot provide.
- A tablet's form factor makes scanning awkward and the integrated consumer-grade scanning technology is suitable only for occasional scanning.
- Consumer-grade algorithms lack the ability to scan anything other than a perfectly printed and clean bar code — a rarity in the enterprise world — causing workers to resort to manual processes to handle those exceptions.
- Off the shelf scanning applications can reduce scanning productivity — diminishing tablet value and the return on investment.

# SYMBOL CS4070

## POCKET-SIZED, ENTERPRISE-CLASS SCANNING: THE PERFECT COMPANION FOR TABLETS

Help your customers make the most of their tablet investment with the CS4070 Companion Scanner. This pocket-sized Bluetooth device delivers the enterprise-class scanning technology that is missing from iPads, iPhones, Android smartphones/tablets and other devices that rely on a consumer-grade camera for scanning. This affordable device offers Motorola's most advanced bar code scanning technology to keep up in the most intensive bar code scanning applications. With the CS4070, workers can capture virtually any bar code — even if it is damaged, dirty or scratched. And leading ergonomics ensure no-fatigue scanning, no matter how often workers need to scan. With the CS4070, your customers get the best of both worlds: a popular tablet that employees love, with true enterprise-class scanning that meets the needs of business applications.

## FEATURES AND BENEFITS

### Wireless scanning for iOS, Android and Windows mobile devices

Based on Bluetooth standards, the CS4070 works with all of today's popular tablets, laptops and smartphones. The integrated MFI chip and Apple Certification ensure compatibility with all Apple mobile devices, including the iPhone and iPad. Your customers can deploy the mobile devices they prefer, even support employee BYOD devices, without having to sacrifice scanning productivity.

### Unparalleled scanning on virtually every bar code on any medium

Whether your customers need to scan 1D, 2D or PDF417 bar codes, the CS4070 allows workers to capture bar codes as fast as they can press the trigger — even if codes are scratched, dirty or damaged.

- Our patented PRZM Intelligent Imaging technology sets a new bar for 2D imaging with laser-style speed and accuracy for 1D and 2D bar codes. Improves scanning productivity with the split second capture of bar codes in virtually any condition.
- The CS4070 scans bar codes printed on paper labels or displayed on mobile phones, supporting many different types of applications — from mobile POS in a retail store to real-time ordering in route accounting.

### Superior ergonomics

Not only is the CS4070 one of the smallest and lightest devices in its class, its unique comfort-fit design fits naturally in the hand for all day comfort in the most scan intensive applications, regardless of hand size.

### Easy Bluetooth pairing

With the dedicated pairing button, users can pair the CS4070 with any supported host with the single press of a button.

### Point-and-shoot scanning simplicity

With the CS4070, workers of all experience levels can easily capture bar codes on the first attempt.

- The CS4070 can scan bar codes both at near contact and at distances greater than the typical competitive imager — allowing workers to capture bar codes more easily through more natural movements.
- Omni-directional scanning eliminates the need to align the CS4070 and the bar code.
- The ability to mix and match green light/red light indicators plus audio ensures users receive feedback in any environment.

### Durable design for business

The CS4070 survives 5 ft./1.5 m drops to concrete as well as 500 consecutive "tumbles" from 1.64 ft./0.5 m. In addition, the scan button is tested to 1,000,000 depressions. The result is dependable operation day-in and day-out for maximum uptime and a low TCO.

### Full-shift power

Users never need to run out of power. The CS4070 battery holds enough power for a 12-hour shift, is field replaceable and has a convenient LED indicator that lets users know when to change the battery.

### Real-time and batch mode support

Ensures compatibility with your customer's current applications and allows users to capture data, regardless of whether they are online or offline.

### Unsurpassed service quality: Service from the Start Advance Exchange support

This all-inclusive service can provide your customers with coverage for normal wear and tear as well as accidental breakage from the day they purchase the CS4070, preventing unexpected repair costs — all for just pennies a day.

## SYMBOL CS4070 SALES BATTLE CARD

### MARKETS

#### Retail

- Mobile point-of-sale
- Inventory/cycle count

#### Transportation & Logistics

- End-to-end track and trace
- Distributor order management

#### Field Sales/Service

- Route accounting
- Merchandising/re-order
- Repair

### SALES/REFERENCE MATERIALS

For the latest information and sales support materials, please visit the following resources:

#### Partner Central:

<https://partnercentral.motorolasolutions.com>

#### CS4070 Product Home:

[www.motorolasolutions.com/cs4070](http://www.motorolasolutions.com/cs4070)

#### Enterprise Mobility Services:

<http://www.motorolasolutions.com/US-EN/Services/Run>

#### Learning Portal:

<http://learning.motorolasolutions.com>

#### Solution Builder:

<https://solutionbuilder.motorolasolutions.com>

#### Co-branding Wizard:

<https://msp.elateral.com/motorola>

#### Developer Tools:

<https://devcentral.motorola.com/login.aspx?p=/default.aspx>

#### Ready-to-go enterprise applications for rapid deployment:

<http://mpe.motorolasolutions.com>

**For more information on the full range of our solutions, please visit us on the web at: [www.motorolasolutions.com](http://www.motorolasolutions.com)**

### COMPETITIVE COMPARISON: AT-A-GLANCE FIGHT SHEET

As the chart below reveals, the CS4070 offers the most enterprise-class features in this product class.

	MOTOROLA	SOCKET		KOAMTAC	CODE	INTERMEC
	CS4070	7Qi	7Xi	KDC300iM	CR2321	SF61B
FEATURES						
Form Factor	Shaped to fit in the hand	Shaped to fit in the hand	Shaped to fit in the hand	Rectangular	Rectangular	Flashlight
Weight	3.28 oz./93.2 g	1.6 oz./45 g	3.2 oz./90.7 g	1.9 oz./54 g	Palm reader: 4.5 oz./128 g	6.5 oz./184 g
Apple certified	YES	YES	YES	NO	NO	NO
MFI chip	YES	YES	YES	YES	NO	NO
Mobile bar code support	YES	NO	YES	YES	YES	YES
User-replaceable Battery	YES	NO	NO	NO	YES	YES
Battery Level Indicator	YES	NO	NO	NO	YES	NO
Batch Memory	512 MB	None	None	4 MB	None	None
Drop Specification	5 ft./1.5 m drop	3.3 ft./1 m	6.6 ft./2 m	6 ft./1.8 m	6 ft./1.8 m	6.5 ft./2 m
RFID Location Chip	YES	NO	NO	NO	NO	NO
IP Rating	IP42				IP43	IP65
Bluetooth Range	328 ft./100 m	33 ft./10 m	328 ft./100 m	328 ft./100 m	328 ft./100 m	328 ft./100 m
Warranty	3 years	1 year	1 year	1 year	1 year	3 years
List price	\$595	\$429	\$509	\$659	\$628	\$985

Note: The above chart is based on publicly available information.

### MOTOROLA SOLUTIONS GLOBAL SERVICES

SERVICE	ENTITLEMENTS	TIME OF PURCHASE	TERM	PART NUMBER
Service from the Start Advance Exchange Support	Covers normal wear and tear, accidental damage, technical support, repair and software updates.	Available at time of sale or up to 30 days after	Three years	SXB-CS4070-30
Advance Exchange Support		Any time	One year	AXB-CS4070-10
Service Center Support — Bronze	Covers normal wear and tear, technical support, repair and software updates.	Available at time of sale or up to 30 days after	One year	SCB-CS4070-10
Enterprise Mobility Software Support	Access to technical support resources, software updates and supporting documentation	Any time	One Year Three years	SWS-EMTS-10 SWS-EMTS-30

Note: Please refer to [Solution Builder](#) for the most up-to-date information, including global pricing and the complete list of available service options.

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