

FLEXRANGE IMAGER

Internal FAQ - Confidential

FlexRange imaging is one of Honeywell SPS's newest and most important innovations, allowing much greater flexibility in what barcodes can be scanned over a range of distances. Recently, the Slot division launched a new imager that used the name "FlexRange", which has caused some confusion in the field. This **Internal Honeywell FAQ** is intended to address any concerns you might have regarding this topic.

Q. What kinds of FlexRange imagers are there right now?

A. Currently there are 2 FlexRange imagers on the market – the original FlexRange FR and the newer Extended FlexRange EX30.

far away). The number of imagers used, how the various focal lengths are achieved, and the size and "snappiness" of a FlexRange device may vary from model to model, but this is the core technology concept.

scan 100-mil pallet rack tags out to approximately 30-35ft. The Extended FlexRange EX30 also has dual imagers, however it has moving parts for a focusing mechanism and is not in a slim form factor, it is much larger. It is designed to scan 100-mil tags at ranges of approximately 80ft. Details are shown in the table below:

Q. What is FlexRange imaging?

A. FlexRange imaging is a Honeywell patented technology that, at its core, uses multiple imagers at multiple focal lengths within a single device, in order to achieve superior depth of field (i.e. able to scan up close and

Q. What are the differences between the FlexRange FR and the Extended FlexRange EX30?

A. The FlexRange FR features dual imagers, no moving parts, and a slim form factor. It is designed to

ATTRIBUTE	EX20	EX30	FLEXRANGE FR	FLEXRANGE LR (next gen FlexRange, HIGHLY CONFIDENTIAL DATA - DO NOT SHARE)
Weight	32g	23.5g	3g	3g
Dimensions	34 x 33.7 x 21 mm	13 x 30.5 x 22.2mm	6.8 x 23.5 x 16.7mm	6.8 x 23.5 x 16.7mm
Focusing Technology	Traditional auto-focus mechanism	Traditional auto-focus mechanism	Unique fixed focus design captures near and far fields using advanced software algorithms	Similar to FlexRange FR with added long range position
Scan Ranges of C39 barcodes	5mil: 6" – 43" 20mil: 8" – 12.8ft 100mil: 55ft	5mil: 8" – 22" 20mil: 3" – 19.3ft 100mil: 80ft	5mil: 5" – 16" 20mil: 2" – 8.3ft 100mil: 35ft	5mil: 5" – 16" 20mil: 2" – 16.6ft 100mil: 80ft
Primary Use Cases	Scanning from the ground to top of rack / hanging signs	Scanning from the ground to top of rack / hanging signs	Various uses from picking to mid-range / middle rack scanning	Effectively all use cases from picking to top of rack / hanging signs
Sold to / integrated into non-Honeywell devices?	Yes	Yes	No	No
Power Consumption (Higher consumption = battery loses charge faster)	450mA	340mA	100mA	TBD (likely similar to FlexRange FR)

Q. What products have the FlexRange FR and what products have the EX30?

A. Multiple MobilityEdge products have the FlexRange FR option (formerly referred to as N6803FR) including the CK65, CT60XP, CT40XP, and the RT10A tablet. The EX30 is currently only used in the non-Honeywell mobile device OEM, Point Mobile, who have it in the PM451 model, however it may be integrated by other non-Honeywell OEMs in the future, in addition to potentially being used in Honeywell devices as well.

Q. Why are we selling the EX30 to our competitors?

A. The EX30 is a product of the SLoT division of SPS, whose charter is to sell sensors directly to OEMs. This is done with many imagers including the EX20 or the N6703. In contrast, the FlexRange FR is made by the Mobility business and is not sold to competitive computer vendors.

Q. How do we explain this to our partners?

A. So far, there is no need to explain this to our partners. Point Mobile has chosen to only refer to the imager as the EX30, without the FlexRange naming. If this changes in the future, a partner facing FAQ will be created that you can share. In the meantime, a summary table is included at the end of this FAQ that highlights general differences between the imagers.

If a partner does happen to ask you about this, your response should be something like the following:

"Honeywell has a long history

packaging our industry-leading scanning technology for use by other manufacturers in a variety of end devices – ATM's, airline ticket reading systems, vending machines, voting machines and competitive hand held computers. The release of the EX30 is no different, and just as PSS and SLoT have shared engine technology in the past, there is some shared technology between FlexRange FR and EX30. Both utilize the new dual imaging platform, but beyond that the two imagers are fundamentally different in size, weight and performance" (see table in Question 3 above)

Q. How do we explain this to our customers?

A. Again, there is currently no need to explain this to our customers. Different AIDC products on the market use different kinds of imaging technologies. Some are sold by SLoT in SPS, some are created by the OEM itself, etc. Ultimately customers care about how well the imaging performs in their environment, not what model it happens to be or what brand name is attached to it.

Q. What does our product and imaging roadmap look like?

A. Honeywell is working on a next gen slim form factor FlexRange imager that will reach a much longer range than the current FlexRange FR model (see detail in Question 3 above). It is expected in 2021. Note that this new imager is highly confidential and should not be discussed with any partner or customer without the PSS Offering Management team's explicit approval.

Q. How do we compete against competitors who have the EX30 if our products don't have it?

A. Focus on the following – 1.) All of Honeywell's products include imagers that cover the range of warehouse use cases. 2.) While long range imaging is important, be sure to evaluate the full list of product attributes that customers care about including Honeywell unique advantages like the Mobility Edge platform. 3.) Recall that in general only smaller companies like Point Mobile will use the EX30, so there should be a major brand advantage against these smaller competitors.

Finally, recall that over time there will be other imagers that will be used on various Honeywell products that could outperform the EX30 (see question 8). Continue to sell what you have and be ready for the exciting new product launches that inevitably come year after year.

For more information

www.honeywellaidc.com

Honeywell Safety and Productivity Solutions

300 S Tryon St. Suite 500,
Charlotte, NC 28202
www.honeywell.com

Honeywell Confidential – Internal Use Only

FlexRange Imager Internal FAQ | Rev A | 11/20
© 2020 Honeywell International Inc.

