

# Memor™ 11 Family of Mobile Computers



Optimized performance and flexibility in a market-proven design

Product Training

# Datalogic Mobile Computers



# Memor 11 - overview



A full-touch, general-purpose, enterprise-grade PDA for common applications in Retail, Manufacturing, and Transportation & Logistics



- ✓ **More flexibility to address customer needs** (Two (2) models Wi-Fi Only or Wi-Fi/Cellular)
- ✓ **Updated octa processor chipset**
- ✓ **Up-to-date Android OS** (Android 11 → Android 13+)
- ✓ **Greater memory capacity** (RAM 4GB / 32GB)
- ✓ **Better scanning performance** with improved DOF and reading speed in low light settings
- ✓ **Market-proven** semi-rugged form-factor of Memor 10
- ✓ **Backward compatibility** with all existing Memor 10 accessories



# 360° view – Choose between models



OR



# Overview

- ❑ **Models:** Wi-Fi Only or Wi-Fi/Cellular
- ❑ **Form Factor:** Handheld or attachable scan handle
- ❑ **Display:** 5.0" HD
- ❑ **Battery:** 4100mAh
  - Replaceable - Safe Swap™ Technology
  - Smart Battery Management
  - Fast Wireless Charging (10W)
- ❑ **Ruggedness:**
  - 1.5m drop / 5ft (w/Protective Boot)
  - 1.2m drop / 4ft (w/o Protective Boot)
  - IP65

- ❑ **Performance:** Octa-Core, 2.0 GHz
- ❑ **Memory:** 4GB RAM/32GB Flash
- ❑ **OS:** Android 11 with GMS/AER (upgr to Android 13+)
- ❑ **Scanner:** Slim 1D/2D Imager + GreenSpot™ Technology
- ❑ **Camera:** Rear facing 13MP
- ❑ **Communication:**
  - ❑ **Wi-Fi:** 802.11ac
  - ❑ **WPAN:** Bluetooth v5.0, BLE
  - ❑ **NFC**
  - ❑ **WWAN:** LTE-Advanced, VoLTE
  - ❑ **Global Positioning System (GPS)**



# Memor 10 vs. Memor 11

	General Features	Comparison vs. Memor 10
1.	Industrial Design / 5" Display	Same as Memor 10 <i>Market-proven semi-rugged form-factor</i>
2.	Processor: Improved MediaTek Platform	<b>++ Improved</b> <i>Lower nm transistor in CPU (from 16nm to 12nm) = lower power consumption</i>
3.	High performing 2D scanner (Firefly High End)	<b>++ Improved</b> <i>Increased DOF and improved reading speed in low light settings vs. M10 Scan Engine</i>
4.	OS Support: Android 11 → A13+	<b>++ Improved</b> <i>Future proof</i>
5.	RAM: 4GB/32GB	<b>++ Improved</b> <i>Higher memory capacity to run applications simultaneously a lot faster and improve applications respond time</i>
6.	Battery: 4100mAh Replaceable / Warm Swap	Same as Memor 10 <ul style="list-style-type: none"> <li>▪ <i>Battery lasts more than a full shift - up to 12hrs of autonomy</i></li> <li>▪ <i>SafeSwap™ Battery Management</i></li> <li>▪ <i>Smart Battery Management</i></li> </ul>
7.	Accessories	Same as Memor 10 <i>Backward compatibilities with Memor 10 accessories allows cost-effective upgrades</i>
8.	Dedicated Models: <ul style="list-style-type: none"> <li>▪ <i>Wi-Fi Only</i></li> <li>▪ <i>Wi-Fi/Cellular</i></li> </ul>	<b>++ Improved</b> <i>Allowing price flexibility based on customer needs</i>



# Powerful Performance

## A futureproof solution that increases productivity



### Improved Platform performance and power efficiency

12nm vs.16nm: faster processor and consumes less power at the same speed



### Better multitasking experience

Do more things at once, faster!

# Ideal Scan Performance for Typical Applications

## Agile Scan Trigger Options



Dual side trigger buttons  
(programmable)



 **SoftSpot™ App**  
Programmable Virtual Trigger



Attachable Scan Trigger  
Handle

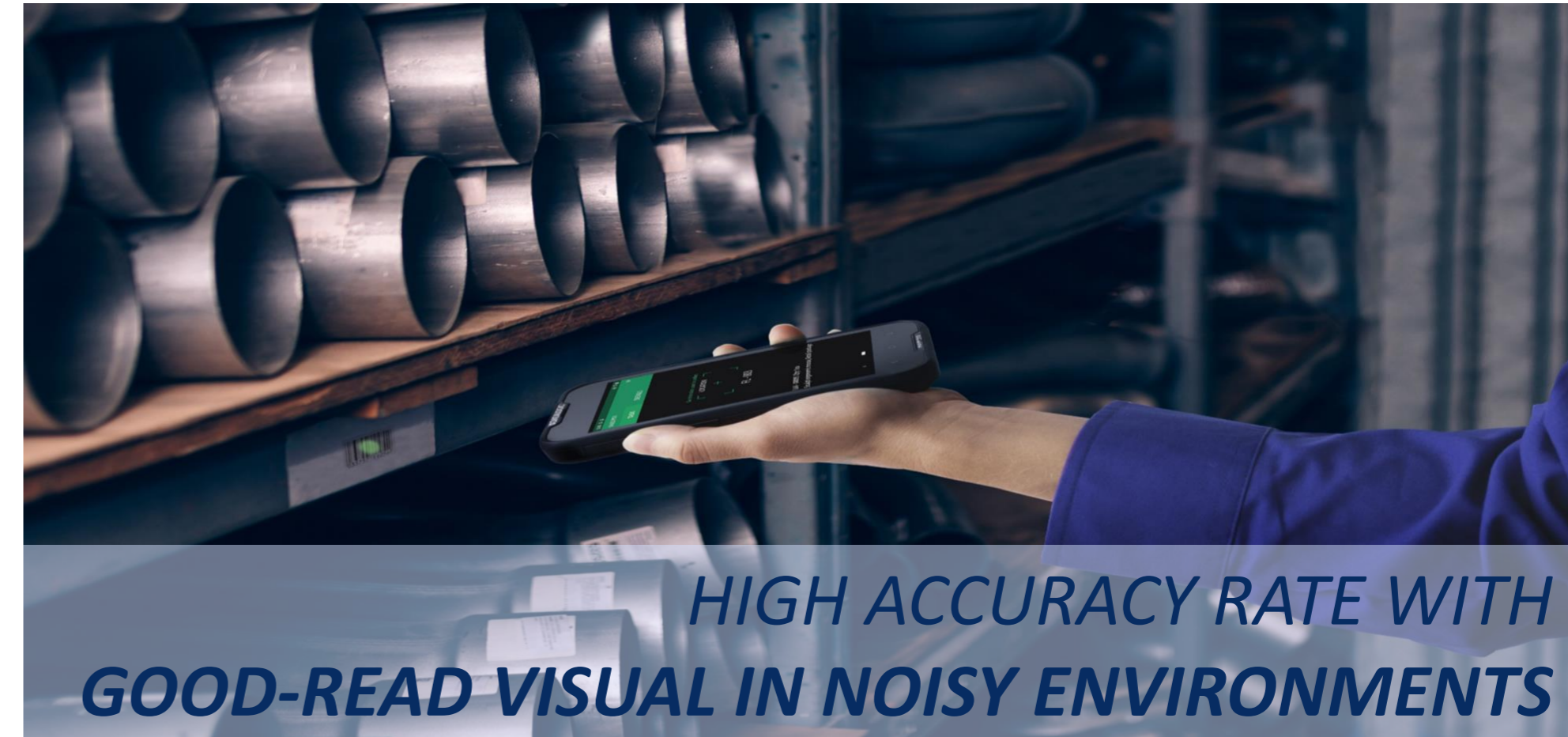


# Ideal Performance for Typical Applications

## Heighten Scanning Performance

UNIQUE  
IN THE  
MARKET!

Green Spot technology



### Accurate & Efficient Scan Reading



Visualize a 'good-read' feedback,  
ideal for quiet or noisy environments

# Powerful Performance

## Un-interrupted 24/7 operation

### SafeSwap™ Battery Management



### Long Battery Life

- 4,100 mAH battery lasts more than a shift
- **12+ hours** autonomy in daily heavy use

### Smart Battery Management Application

Extend battery  
life up to 20% +



Battery  
Lifetime



Maximum  
Capacity



Charging  
Speed

### Seamless Continuity

Safely replace the battery without rebooting

# Improve Efficiencies

## Ease of use = Better User Experience



**Slim + Ergonomic**

**Comfortable handling  
with one-hand grip**



**Capacitive Touchscreen**

- **Works with gloves and/or stylus**
- **Supports various glove mode settings**

# Improve Efficiencies

## Easier to use, manage and stage



**GMS Certified**

**Easier / Faster Training**

**Safe and virus-free applications**

**Freedom to work with software vendors**



**Android 11**

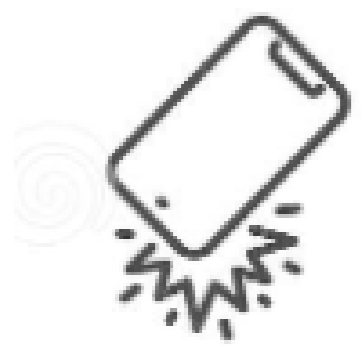
**Developer Support**

**Technical Support**



**Meets elevated enterprise requirements from partners trained and supported by Google**

# Robust design for demanding environments



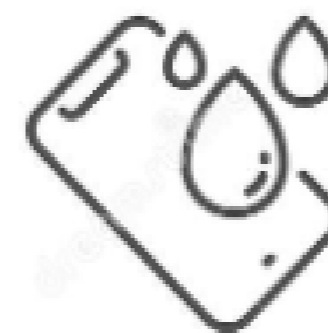
**Endures  
Repeated  
Drops**



**Resistant to  
Harsh  
Disinfectants**



**Chemical  
Cleanser &  
Industrial Oil  
Resistant**



**Suitable  
IP Rating**



**Resilient in  
Extreme  
Temperature**



**Extremely  
Resistant  
Screen**

# Lower Cost of Ownership Leverage Wireless Charging



**Unquestionable Reliability**

**Extends the life of the device**

**Reduces maintenance**

**Promotes proper charging**

**Eases cleaning techniques**

**Supports fast charging**

# Worry-free Wireless Charging



Convenient and easy snaps in/out



Snug and secured fit to always assure proper charging

# Reliable Communication Improved Connectivity



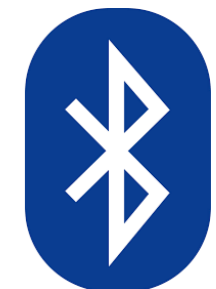
**4G+**  
Fast connection



**Assisted GPS**  
Location based apps



**BT BLE**  
Seamless connectivity



**NFC**  
Proximity communication





# Reliable Communication

## Improved Coverage - Always Connected



**Wi-Fi 2.4/5 GHz**  
Meets any need

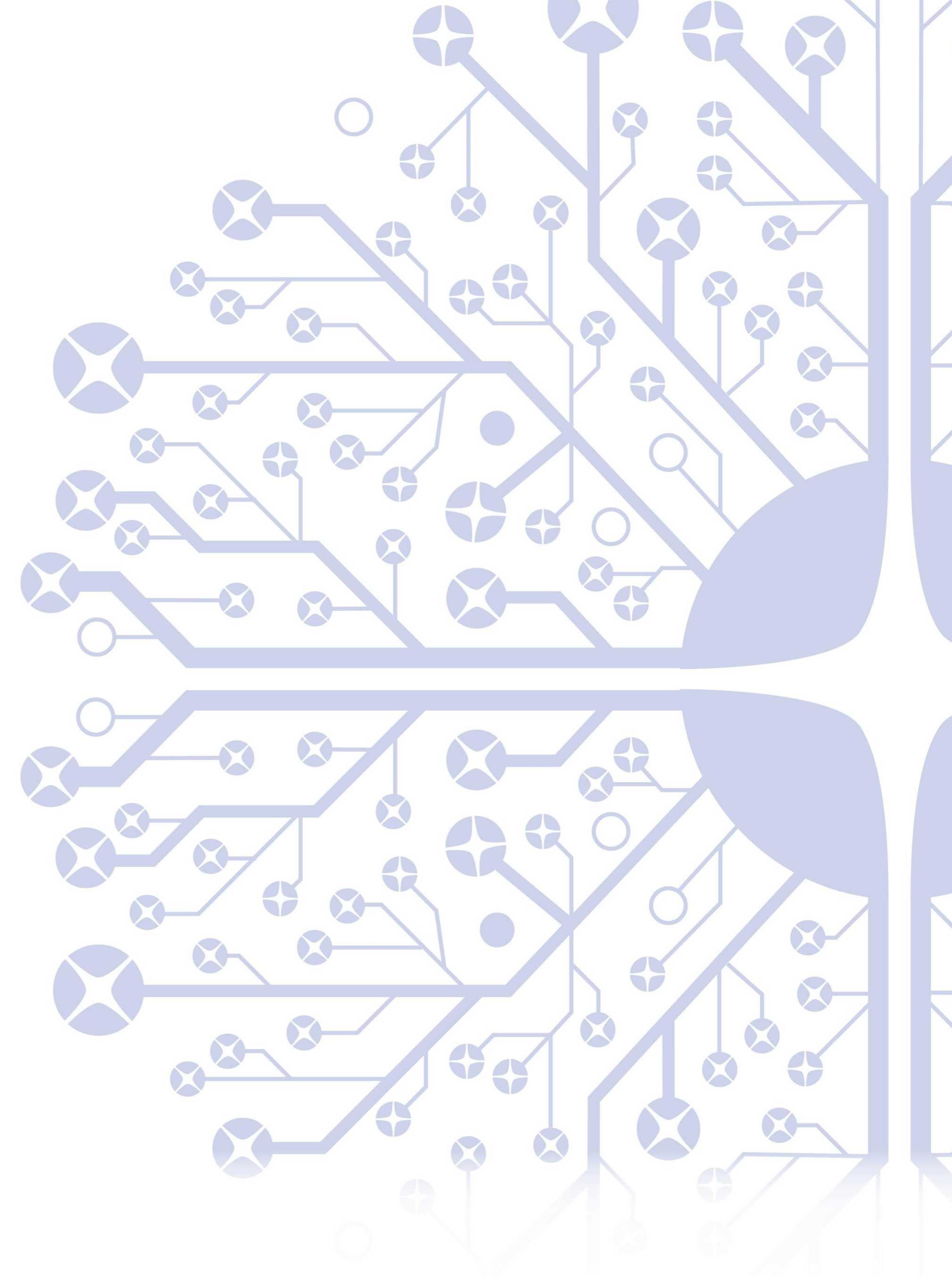
**802.11 n/ac**  
Wired quality for voice and data

**802.11 r/k/v**  
Fastest and seamless roam  
between access points

**WPA3**  
Encrypt and protect network

# Target Industries

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# Target Applications



## IN STORE OPS



## WAREHOUSE



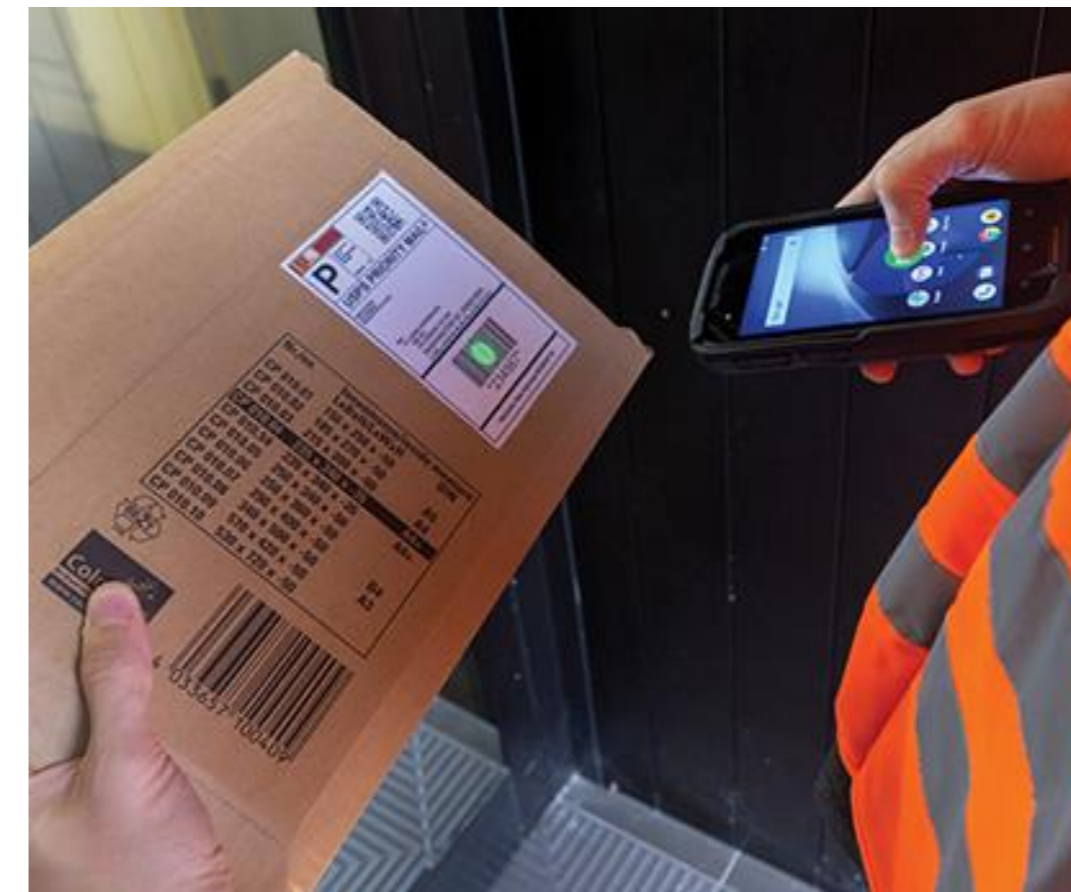
## FIELD SERVICE



## ON-THE-ROAD



## LAST-MILE



## RFID INVENTORY



A full-touch, general purpose, enterprise-grade PDA for common applications in Retail, Manufacturing, and Transportation & Logistics

# Retail Applications



Store Management

Inventory Management

Online Order Fulfilment

BOPIS / BORIS

Warehouse Management

Price Management

Sales Assist

Last Mile Operations

Hospitality/Access Control

Mobile POS (Payment)

Merchandising

# Retail: End User Needs



Efficient Data Capture

Easy to handle / Pocketable

Reliable Connectivity

Clear Images

# Retail: Why the Memor 11?



*Market-proven design for all-around efficiency*

## High-resolution Scan Engine

**Green Spot technology**  
High accuracy rate while keeping noise to a minimum

## Easy to handle Ergonomic design

- ✓ Single hand grip
- ✓ Pocketable design
- ✓ Full range of accessories

## Full Communication Coverage

In-store + Back-store + Curbside

## Mobile Payment Ready

Seamless pairing for mPOS via NFC or BT 5.0

# Transportation & Logistics Applications



**Warehouse Management**

**Fleet Management**

**Route Accounting**

**Inventory**

**Courier Express Parcel (CEP)**

**Last Mile / Home Delivery**

**Intralogistics - Traceability**

**Delivery & Field Mobility**

**Direct Store Deliveries**

# T&L : End User Needs



**Ruggedness and Fast Respond Speed**

**Reliable Communication Handshake**

**Pocketable Size**

**Long Lasting Battery**

**Efficient Charging Methods**

**Fast and Flexible Data Collection**



# T&L: Why Memor 11?



- ✓ Vehicle vibrations/bumps will not damage nor interrupt charge
- ✓ No cables to untangle

## No Downtime

SafeSwap batteries, keep the devices always powered up

## Programmable Buttons

Useful for PTT apps, especially in outdoor locations

## High-res + Auto-focus

13MP rear camera – Clear proof-of-damage or proof-of-delivery images

# Warehouse & Manufacturing Applications



**Inbound/Outbound Logistics**

**Sort, Pick, and Pack**

**Shipping/Receiving**

**Production & Quality Control**

**Inventory Management**

**Track & Trace**

# Manufacturing: End User Needs



**Ruggedness and Fast Respond Speed**

**Pocketable Size**

**Long Lasting Battery**

**Efficient Charging Methods**

**Fast and Flexible Data Collection**

# Manufacturing: Why Memor 11?

## Durable and Rugged

- ✓ Resists up to 5ft drops
- ✓ Endures more tumble hits from 0.5m / 1.6ft than competitive units (1000 hits vs. 550)
- ✓ Sustains exposure to extreme weather conditions

## Practical Design

- ✓ Ergonomic and pocketable design for practical hand-grip or scan trigger handle



## Robust CPU Performance

- ✓ Real-time information, on deliveries and warehousing
- ✓ Plenty of memory to run multi-apps at once

## Fast and Accurate Data Capture

- ✓ Heightened performance in dark warehouses or outdoor environments
- ✓ Increased accuracy + efficiency with Datalogic's exclusive Green Spot Tech in scan-intensive settings

# Memor 11: The offer

## 5 base models:

### North America

- Wi-Fi Only, GMS, Black Color
- Wi-Fi + LTE, GMS, Black Color

### EMEA + ROW

- Wi-Fi Only, GMS, Black Color
- Wi-Fi + LTE, GMS, Black Color
- Wi-Fi + LTE, AOSP, Black Color (RPC)

## 4 Kits with accessories:

### Models for Kits:

### North America

- Wi-Fi Only, GMS, Black Color
- Wi-Fi + LTE, GMS, Black Color

### EMEA + ROW

- Wi-Fi Only, GMS, Black Color
- Wi-Fi + LTE, GMS, Black Color

### Accessories per kit:

- Single Slot Dock: 94ACC0197,
- Power Supply: 94ACC0197,
- Rubber Boot: 94ACC0193,
- Attachable Scan Trigger Handle: 94ACC0201



Wi-Fi only  
model

or



Wi-Fi/cellular  
model



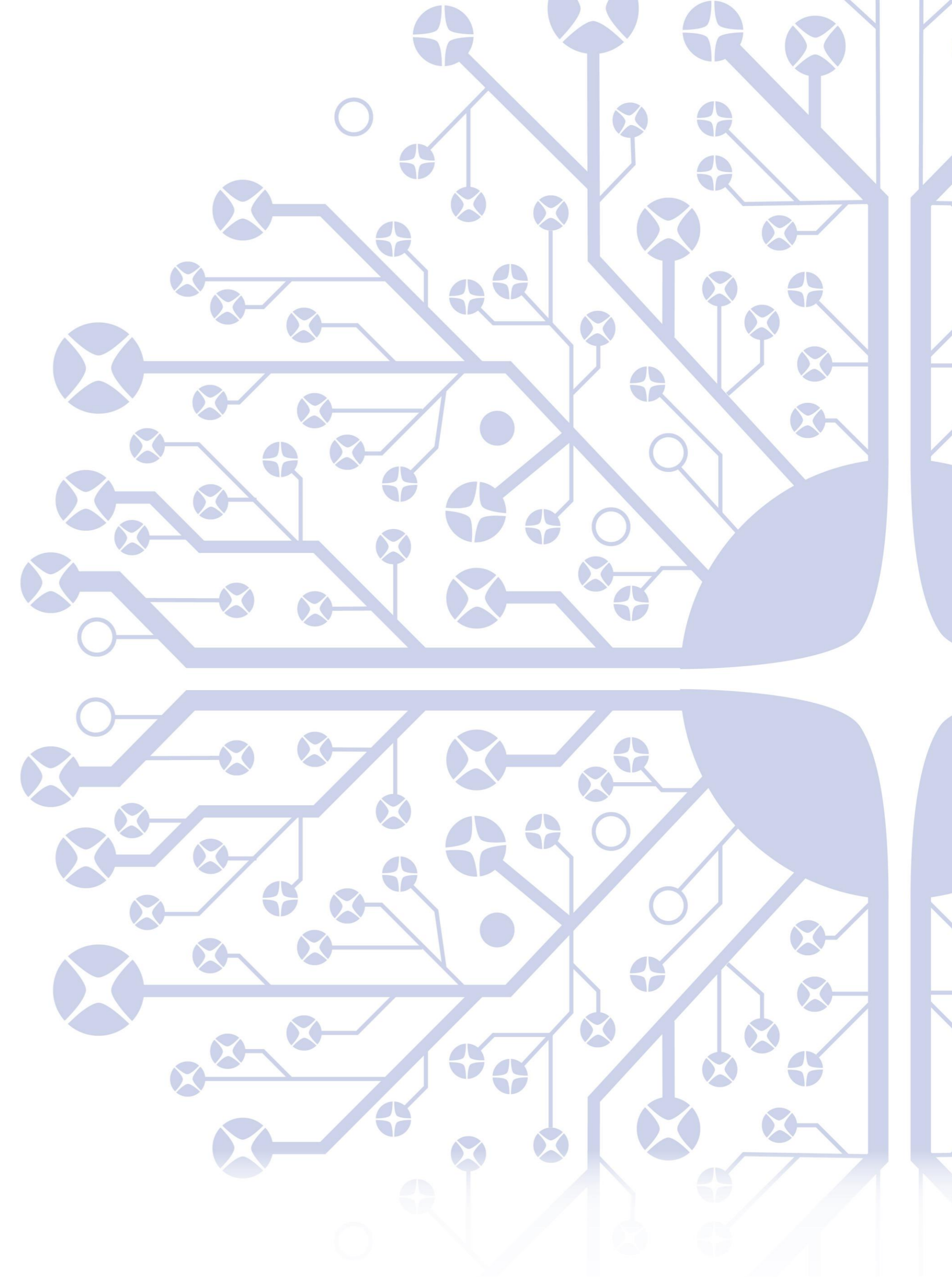
**Memor 11**

**BACKWARDS  
COMPATIBLE**

**Memor 10**

# Accessories

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# Charging Docks for Memor 11



**Works with(out) Scan Trigger handle  
and Protective Boot**  
No shims or adapters needed

**Supports Fast Charging**  
10W vs. 5W of consumer-grade chargers

**Customized charging profile**  
to optimize battery vs. runtime

**Power efficiency : No compromises vs. wired solutions**

- ✓ Similar efficiency as traditional wired charging
- ✓ Less than 3 hours for a full charge

# Charging Accessories for Memor 11



## SINGLE SLOT DOCK (Charge Only)

P/N: 94A150095

**CHARGING:** Wireless (10W)  
**ETHERNET PORT:** via Adapter



## TRIPLE-SLOT DOCK (Charge Only)

P/N: 94A150096

**CHARGING:** Wireless  
**ETHERNET PORT:** via Adapter



## DOCK ETHERNET ADAPTOR, SINGLE SLOT

P/N: 94ACC0289 (NA)

P/N: 94ACC0297 (EU/ROW)

(requires Memor 10 Single Slot Dock and power supply 94ACC0197)



## DOCK ETHERNET ADAPTOR, TRIPLE SLOT

P/N: 94ACC0290 (NA)

P/N: 94ACC0288 (EU/ROW)

(requires Memor 10 Triple Slot Dock and power supply 94ACC0197)



# Charging Accessories for Memor 11



## VEHICLE CHARGING DOCK (Charge Only)

**P/N: 94A150097**

(requires Protective Boot and  
CLA Power Adapter P/N: 94A050045)



## RAM MOUNT FOR VEHICLE CHARGER

**P/N: 94ACC0075**



## SPARE RECHARGEABLE BATTERY

**P/N: 94ACC0370**



## 4 SLOT BATTERY CHARGER

**P/N: 94ACC0192**

(requires power supply 94ACC0197  
and country specific power cord to be  
purchased separately)

# Protective Rubber Boot P/N: 94ACC0193



Improves drop spec from 1.2m to 1.5m/ 4ft to 5ft (onto concrete)

# Attachable Scan Trigger Handle P/N: 94ACC0201

Ideal for scan intensive applications

Allows battery swap without removal



(requires Protective Boot P/N:94ACC0193)

# Wearable Holder / Belt Holster



**WEARABLE FOREARM HOLDER**  
P/N: 94ACC0194



**BELT HOLSTER**  
P/N: 94ACC0195  
Contains belt clip

# Memor 11 - Miscellaneous Accessories



## HANDSTRAP (5 PCS)

**P/N: 94ACC0200**

One (1) is included with device,  
this is a kit for additional need



## SCREEN PROTECTORS (5 PCS)

**P/N: 94ACC0259**

Screen Protectors, Anti-Fingerprint,  
Transparent Border (5 pcs)



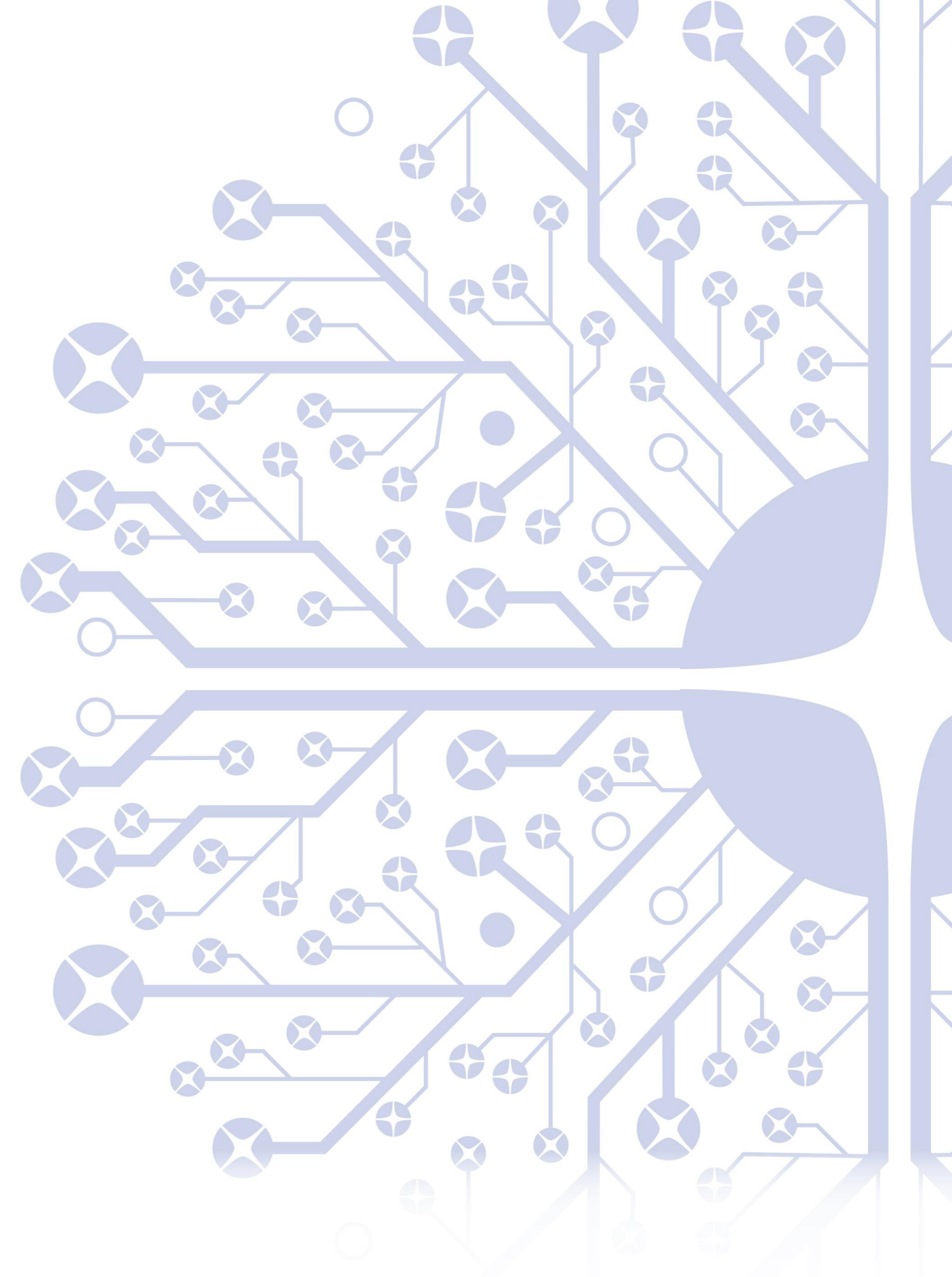
## USB-C Charging Cable

**P/N: 94A050044**

Cable from USB-C to female USB type A.  
Device can work as host and client.  
Length: 1.2m / 4ft

# Enhancing Accessories

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# Increase Efficiencies

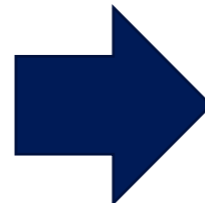
## Enhance your capabilities



**RFID Sled**



**HandScanner™**



# RFID Reader Sled



**Active ePop-Loq® case**

**P/N: AH-SLED01**

Connect the 2128P UHF RFID handheld reader with the Memor 10 PDA

**2128P UHF RFID READER SLED**

**P/N: DLR-SLED01-EU / US**

Includes removable, rechargeable Lithium-Ion Battery Pack



# RFID Reader Sled – Charging Cradle



## **P/N: CC-SLED01**

Provides dual charging of the UHF RFID Handheld Reader and a connected Memor 11 Mobile Computer



## **2128P Docking Station Kit**

(sold separately) includes the docking station, WorldTravel power supply and a mini-USB data cable.

## **P/N: RBP-SLED01**

Spare rechargeable Lithium-Ion Battery Pack

# HandScanner™



## Ergonomic Design



100% Hands Free



HandScanner™ wearable ~37grams / 1.5oz versus pistol scanner 8x heavier



Bottomline: Workers lift up to 1.5 tons less per shift



95% of workers recommend HandScanner™ style wearable



## Increased Productivity



Reduce scan time by up to 50%



Double digit employee productivity gains



Up to 33% less errors with worker feedback



## Quality and Reliability



Up to 20% reduction in damaged scanners



Fixed TCO with extended Care

# HandScanner™



## Mid Range

### MID RANGE

1ft to 5ft / 30cm to 150cm with crosshair aiming

Scans all 1D/2D barcodes including QR and Data Matrix

IP54

### BATTERY

6000 Scans

Full charge in 2 hours



## Standard Range

### STANDARD RANGE

6in to 3ft / 10cm to 80cm

Scans all 1D/2D barcodes including QR and Data Matrix

IP54

### BATTERY

6000 Scans

Full charge in 2 hours

# Key Selling Points



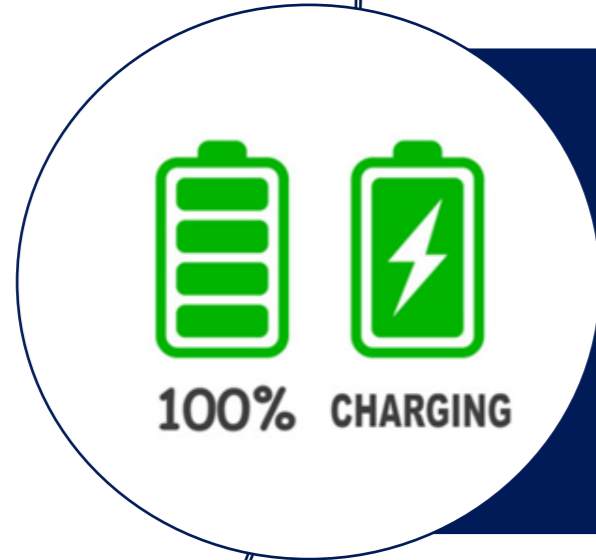
## Optimized performance and flexibility in a market-proven design

- Dedicated Wi-Fi only and Wi-Fi/Cellular models to select the option that best meets customer needs
- Better scanning performance – Improved DOF and reading speed in low light settings
- Updated processor chipset + greater memory capacity with 4GB of RAM



## Pocketable and ergonomic in a market-proven design

- Suitable screen size with top readability for indoor/outdoor use
- Withstands heighten cleaning measures with harsh disinfectants
- Dependable ruggedness that endures repeated drops



## Long-lasting performance, Un-interrupted 24/7 operation

- Fast-charging Wireless technology
- Warm-Swappable battery for seamless continuity
- Smart Battery Management for maximum efficiency




## A Future-proof solution!

- Advanced processing platform
- Android 11 → Android 13+
- GMS certified and 'Android Enterprise Recommended' for rugged devices


# Customer Value

**IMPROVED SCAN PERFORMANCE**



**Enhanced FFHE (HP)**

**GREATER MEMORY CAPACITY & SPEED**




**4GB RAM**

**DEPENDABLE RUGGEDNESS**

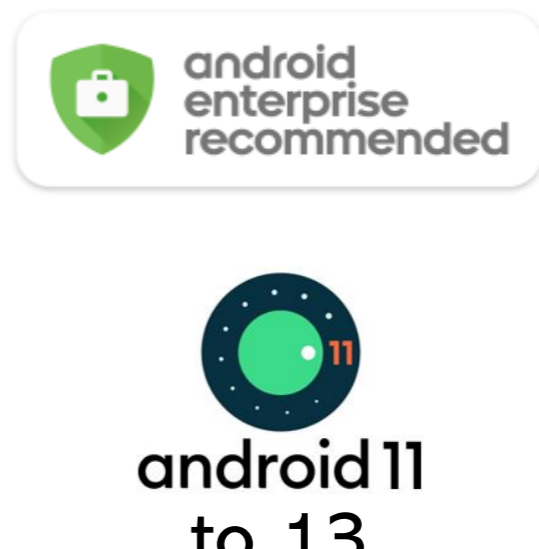
**1000 Tumbles**

**PROVEN RELIABILITY**




**Warm Swap**

**FUTURE PROOF**



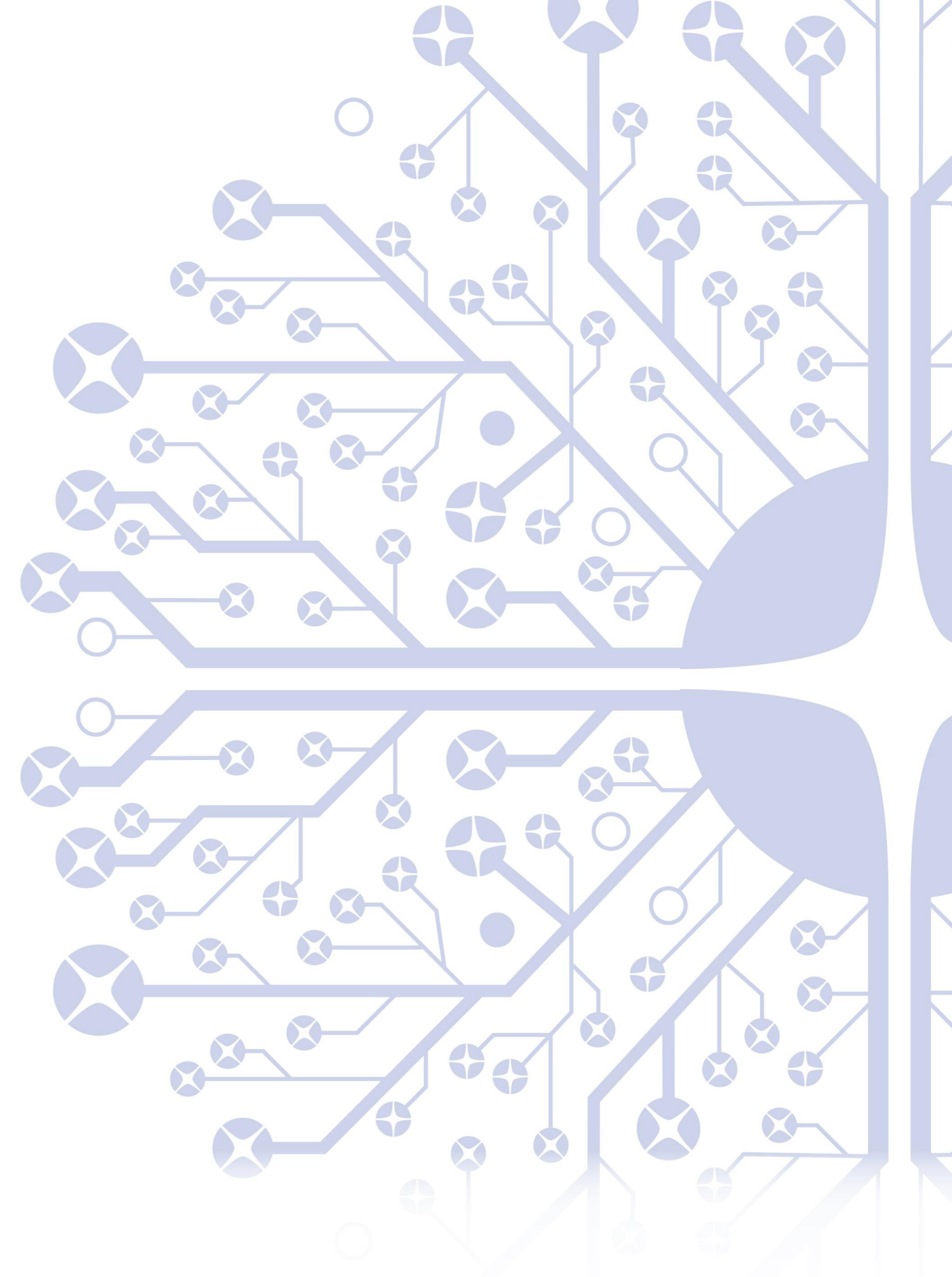
**android 11 to 13**

**M10 ACCESSORIES BACKWARD COMPATIBILITY**



CUSTOMER VALUE	Proof Point	Sample calculation based on Use Case	Potential Bottom Line
<p><b>Improved Scan performance</b></p>	<p>Increase in DOF and improved reading speed in low light settings vs. M10 Scan Engine. Green Spot Tech exclusive feature vs. competition.</p>	<p><i>Inventory Scenario</i></p> <ul style="list-style-type: none"> <li>Inventory in 1 aisle (2500 sqm): 30 min/aisle</li> <li>Time spared: 2 min/aisle</li> </ul>	<p>(Time spared x number of aisles) 2 min* x 10** = \$7/store (daily)</p> <p><b>Est. saving per store= \$50/week (\$200/Mos.)</b></p> <p>Assumptions: *wage = \$20/hrs. - **Med. sized store W/10 aisles</p>
<p><b>Heighten processing capabilities</b></p>	<ul style="list-style-type: none"> <li>Increased RAM: applications will run faster</li> <li>Improved octa processor chipset</li> </ul>	<p><i>Various scenarios</i></p> <p>Est time saving: 1 min/hr.</p>	<p>Total savings per shift: \$2.66</p> <p><b>Weekly savings per employee: \$13</b></p> <p>Assumptions: wage = \$20/hrs. / 5 working days per week</p>
<p><b>Greater Reliability and Reduced risk of repairs</b></p> <ul style="list-style-type: none"> <li><b>Wireless Charging</b></li> <li><b>Higher tumble rating than competition</b></li> </ul>	<p>Wireless charging eliminates:</p> <ul style="list-style-type: none"> <li>Contact cleaning or maintenance</li> <li>Downtime for service or repairs</li> </ul> <p>Higher tumble test rating:</p> <ul style="list-style-type: none"> <li>Validates M11 will survive many more bumps and scrapes during life of device vs. competition</li> </ul>	<p>Est. <u>minimum</u> saving by eliminating downtime: 20 min/week = \$7</p> <p>Savings/year per device: \$360</p>	<p>Establishment with 10 devices can <b>save 3,600€/year</b></p> <p>Assumptions: wages = \$20/hrs.</p>

- **Software Tools**
  - **OS Roadmap**
  - **Shield Coverage**
- 



# Software Tools

## PROTECT



### DATALOGIC LAUNCHER

A kiosk solution to limit the device to use dedicated applications



### DATALOGIC ENTERPRISE BROWSER

A lockdown Enterprise Browser able to grant a secure and dedicated web browsing information



### DATALOGIC SHIELD

Periodic Software Updates, including the upgrade of the Google Security Patches



### DATALOGIC INTEGRITY KIT

Set of functionalities that offer an high level of protection from HW Tampering

## CONFIGURE



### DATALOGIC AEQR CODE ENROLLMENT

Web application to facilitate the Enrollment of Device Management solutions



### Scan2Deploy

The Datalogic Staging tool to create a complete set of configurations



### OEM CONFIG

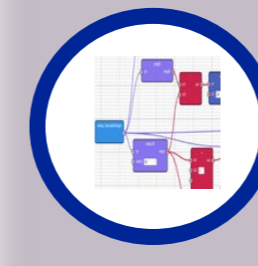
Enables to set device configurations with OEM Config compliant EMM

## DEVELOP



### DATALOGIC SDKS

SDKs to develop applications on Datalogic Mobile Devices. Available in Java/Kotlin, Xamarin MAUI, JavaScript and others



### VISUAL FORMATTER

A block diagram configuration solution integrating Scan2Deploy to set bar code formatting rules and many other device behaviors



### WEDGE

Get the barcode injected as keyboard and other inputs in your applications without any integration effort

## OPTIMIZE



### BATTERY MANAGER

Collect battery usage data and select the best battery profile based on your ROI goals



### DATALOGIC LOGGER

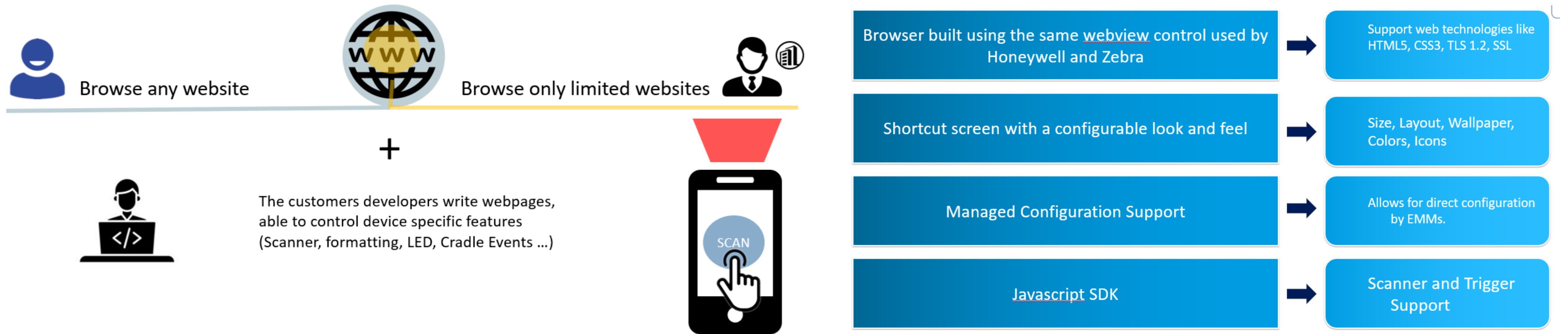
Collect advanced logs from the device to better understand the running applications



### WIFI GUARD

Collect advanced **Diagnostics** of Wi-Fi data like RSSI and throughput continuously to check for anomalies in your Wi-Fi network

# Datalogic Browser - SureFox Replacement

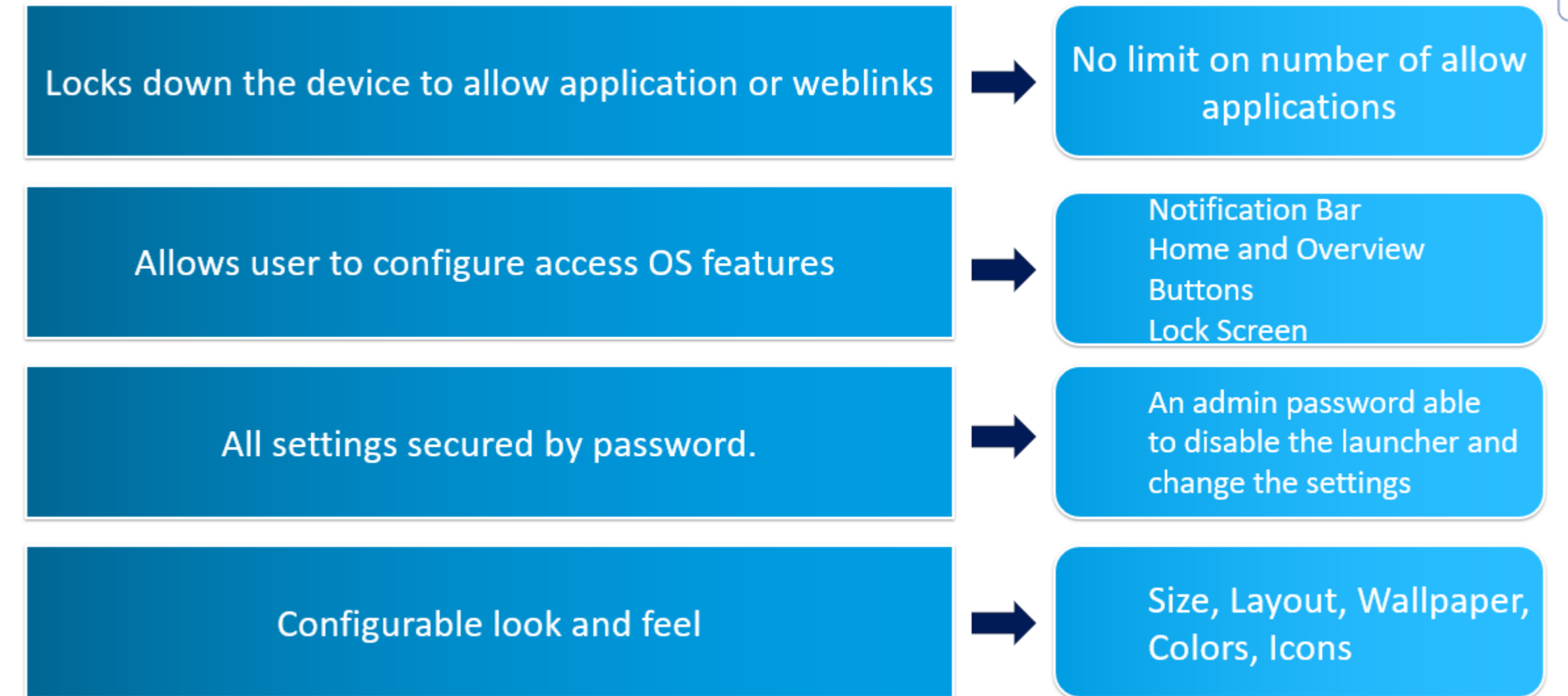
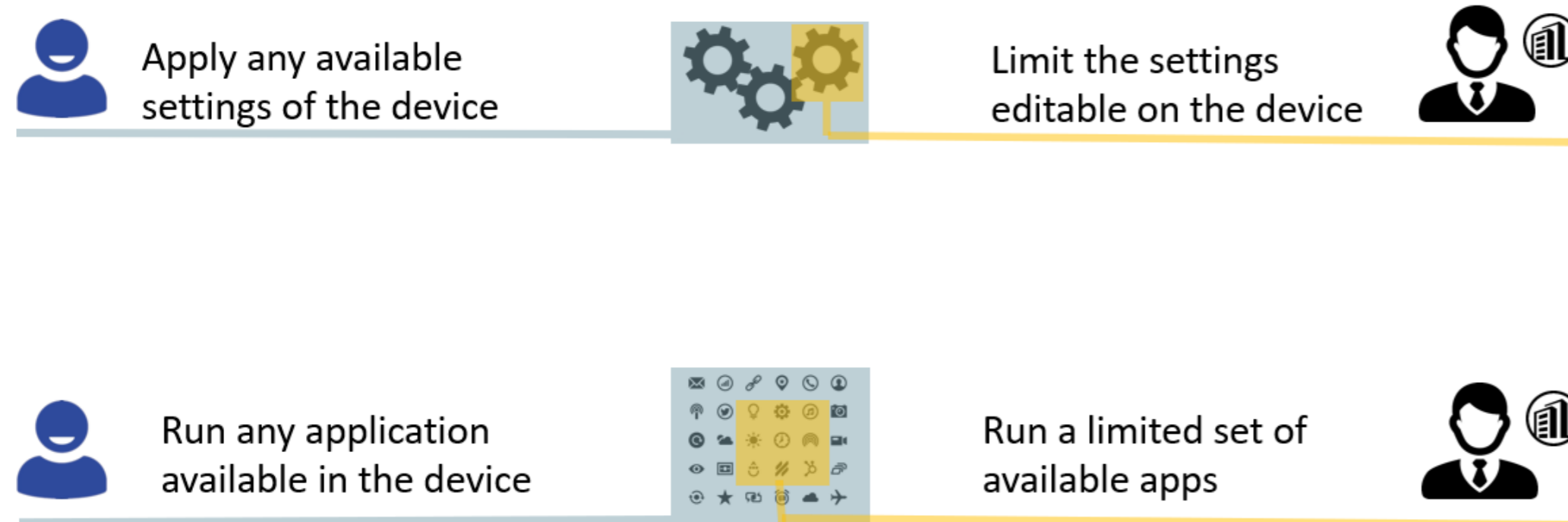


## Key selling point:

- 👍 Free of extra charge for an Enterprise Browser solution
- 👍 Immediate and easy integration with all main EMM thanks to the managed configuration
- 👍 Full integration inside Scan2Deploy staging tool
- 👍 Support for Javascript Datalogic SDK to develop customized web application



# Datalogic Launcher - SureLock Replacement



## Key selling point:

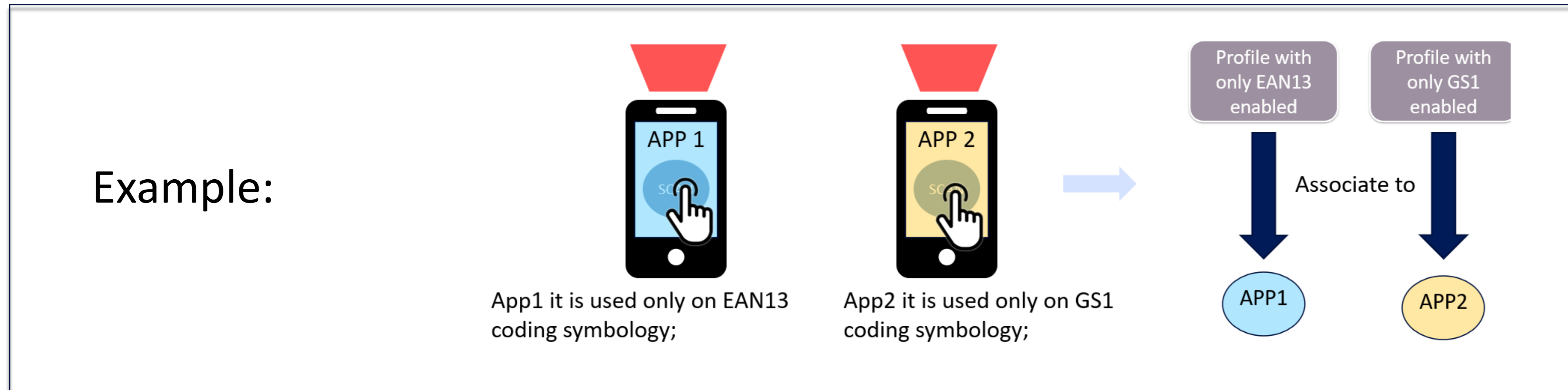
- 👍 Free of extra charge for a complete lockdown solution solutions
- 👍 Immediate and easy integration with all main EMM thanks to the managed configuration
- 👍 Full integration inside Scan2Deploy staging tool

# Scan2Deploy - Profile Manager



**NEW**

- Create different set of configuration
- Each Configuration can be associated to a specific application in the device
- When you switch from one application to another, the two configuration will switch automatically



## Key selling point:

- 👍 No GAP in respect to configuration of competitors
- 👍 Full integration inside Scan2Deploy staging tool
- 👍 In future – full compatibility with most of Device Management solutions

# Lower Total Cost of Ownership

## Memor 11 is protected by Datalogic Shield



### Extend the life of the device

Security Patch Upgrades

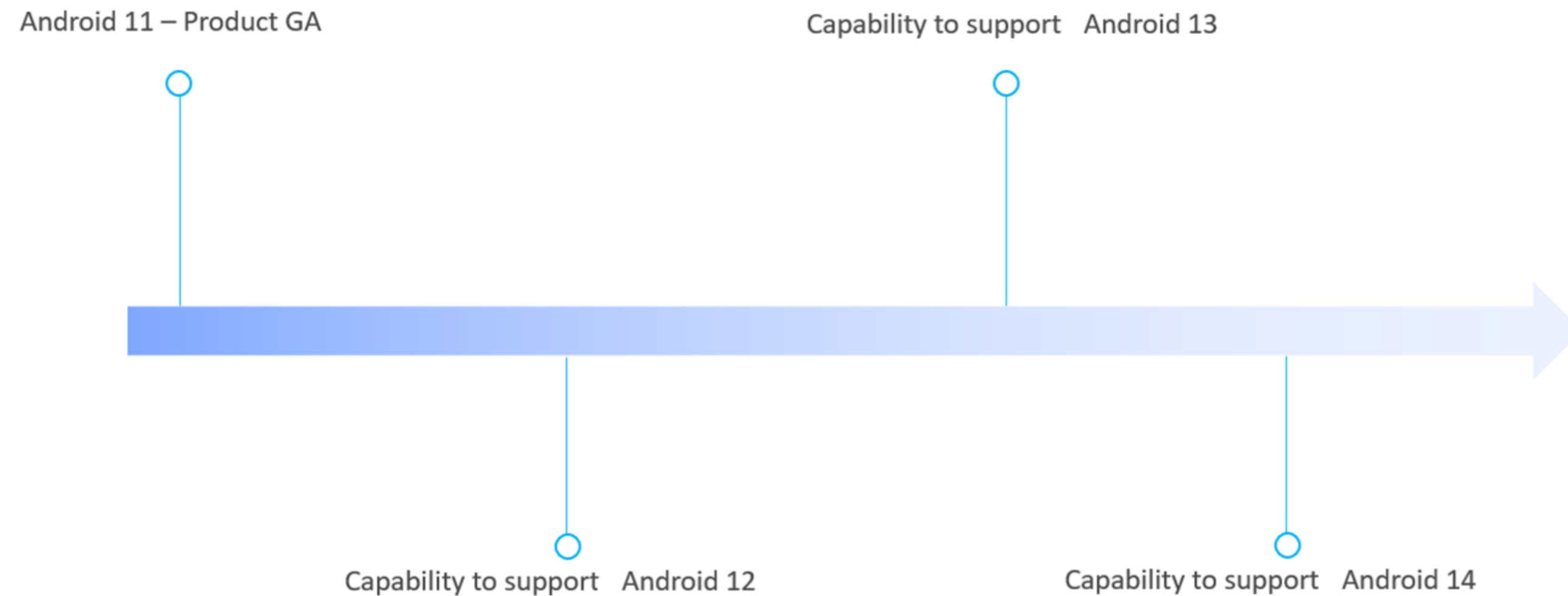
On-going Support

2 OS Versions Upgrades

- ✓ Regular firmware updates that include
- ✓ Quarterly security patches
- ✓ Incremental improvements for the device
- ✓ Android major version (dessert) upgrades
- ✓ 1 year of security patch support for prior Android versions
- ✓ Support for 2 years after End of Sale of the device

\*Subject to Datalogic Shield or Ease of Care Terms & Conditions

# Platform OS System - Roadmap



## What's new in Android 11 for Enterprise:

- ✓ Work Profile support
- ✓ UX Improvements for management Work and personal tabs
- ✓ New location services

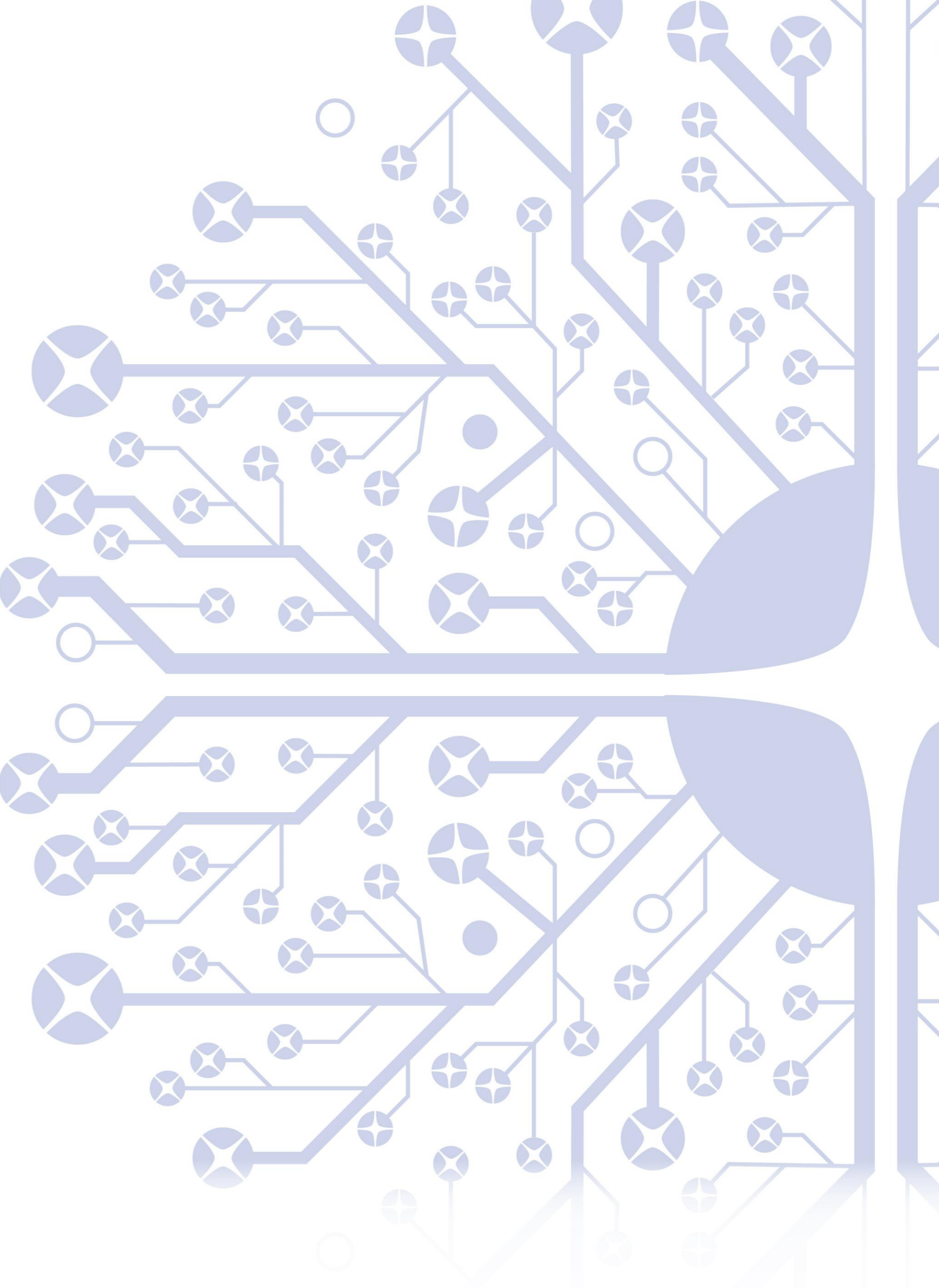
... find more on

<https://developer.android.com/work/versions/android-11>

\* Availability of OS Upgrades is defined under Shield T&C

# Service and Support

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# EASEOFCARE Support Programs



# Thank you!

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