

SKORPIO X5 is More ...with XLR



DATALOGIC
EMPOWER YOUR VISION

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SKORPIO X5 family is now completed with the XLR version



SKORPIO X5 in a nutshell

More
Powerful



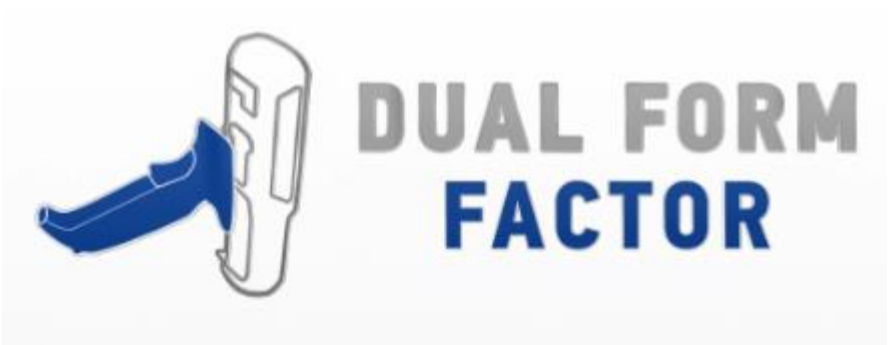
More
Visible



More
Reliable



More
Robust



More
Ergonomic

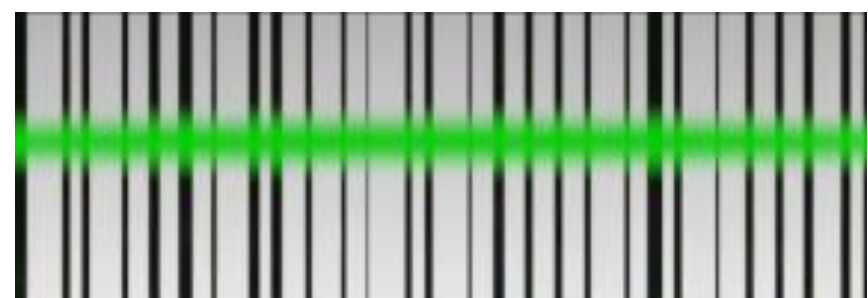


More
Flexible



4 choices of reading optics

More
Flexible



Laser like aiming
Reading through plastic
film, with Green Spot™

1D Linear Imager



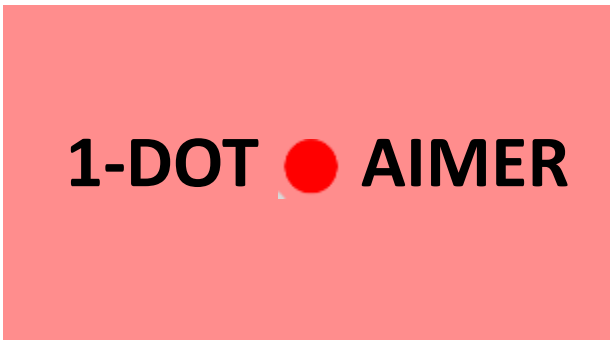
High performance
imager, with Green
Spot™

2D Imager
Standard Range



Extra performance
imager, with Green
Spot™

2D Imager
Mid-Range



Hyper performance
imager, from close
distance up to 20mt

2D Imager
Auto-Range



Skorpio X5: plenty of options

More
Flexible



2 Form
Factors



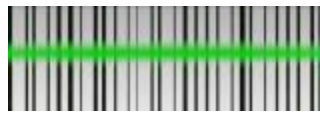
28-Key Numeric 38-key Functional



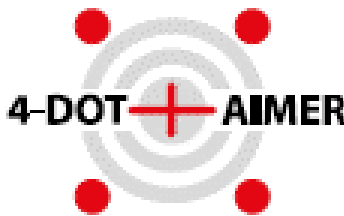
47-Key Alpha-Numeric

3 Keyboard
Layouts

1D Imager



2D Imager



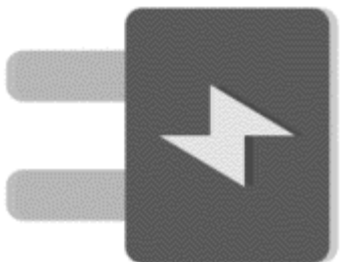
2D Mid Range
Imager

2D near/far XLR

4 Scan
Engines



2 Charging
Technologies



3 / 32 Gb

4 / 64 Gb

2 Memory
options

Skorpio X5 XLR: Configurations

More
Flexible



Pistol Grip



28-Key Numeric 38-key Functional



47-Key Alpha-Numeric

3 Keyboard
Layouts

1-DOT ● AIMER

2D near/far XLR

XLR



2 Charging
Technologies

4 / 64 Gb

4 / 64 Bb
Memory

Skorpio X5 XLR: Configurations

- 943500045 Skorpio X5 Pistol Grip, 4GB RAM/64GB Flash, **28-Key Numeric**, 2D Imager XLR, with Extended Battery
- 943500046 Skorpio X5 Pistol Grip, 4GB RAM/64GB Flash, **38-Key Functional**, 2D Imager XLR, with Extended Battery
- 943500047 Skorpio X5 Pistol Grip, 4GB RAM/64GB Flash, **47-Key Alpha-Numeric**, 2D Imager XLR, with Extended Battery
- 943500048 Skorpio X5 Pistol Grip, 4GB RAM/64GB Flash, **28-Key Numeric, Contactless**, 2D Imager XLR, with Extended Battery
- 943500049 Skorpio X5 Pistol Grip, 4GB RAM/64GB Flash, **38-Key Functional, Contactless**, 2D Imager XLR, with Extended Battery
- 943500050 Skorpio X5 Pistol Grip, 4GB RAM/64GB Flash, **47-Key Alpha-Numeric, Contactless**, 2D Imager XLR, with Extended Battery



SKORPIO *X5 XLR*

Key Features

Skorpio X5 XLR Scanning Features

**More
Range**

- **New Near/Far Extra Long Range Scan Engine** with dedicated optics, specifically designed and uniquely tailored for the Skorpio X5 XLR
- **1-Dot with red window Aimer:**
Intuitive and clear to the user, best for targeting codes in multiple bar code environments, best solution to satisfy both close and far aiming
- 1D / Linear Codes, 2D Codes, Postal Codes, Stacked Codes
- Dot Codes
- “Viper Beep” good read feedback
- Outstanding reading capabilities in direct sunlight

1-DOT ● AIMER



Skorpio X5 XLR Scanning Features

More
Range

- Superior Depth of Field
- Incredibly Snappy
- Reading Angle
- Aimer Usability
- Top performance on damaged, dirty or poorly printed barcodes
- Top performance through forklift windscreen and shrink wrap film
- Image capture capabilities



Skorpio X5 XLR DoF Details

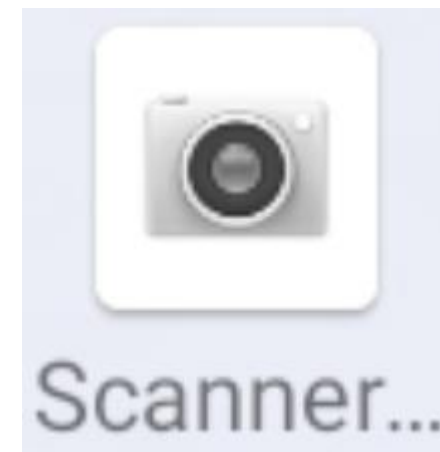
More
Range



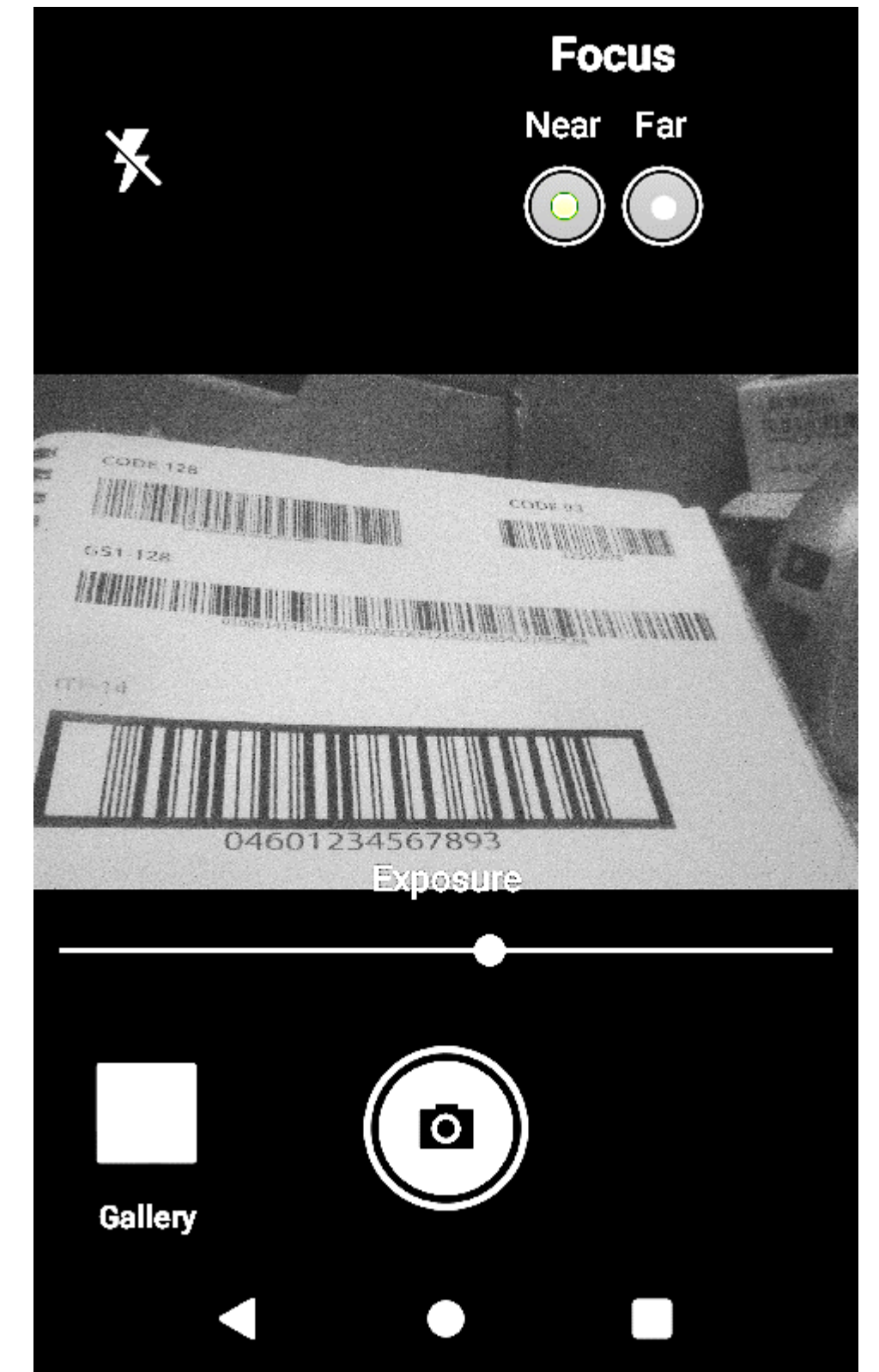
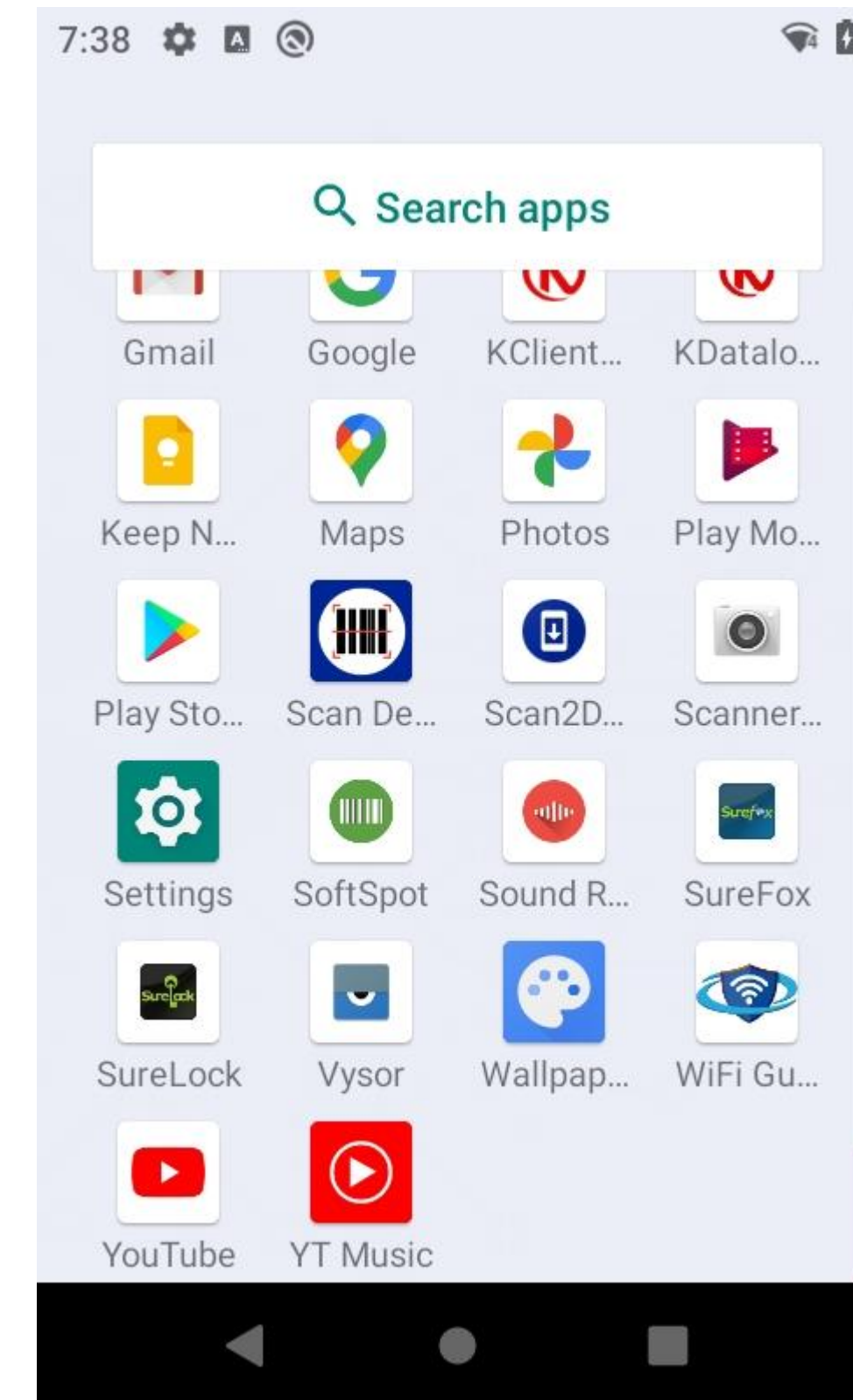
All values in cm (*) Minimum distance limited by Field Of View		Declared distances	
		Guaranteed	Typical
Code 39	3mil	18 - 80	13 - 95
DataMatrix	10mil (*)	90	110
EAN	13mil (*)	280	320
Code 39	20mil (*)	550	600
DataMatrix	55mil (*)	600	650
Code 128	40mil (*)	900	1000
DataMatrix	100mil (*)	900	1000
Code 128	100mil (*)	1800	2000

Image Capture capability

No Camera doesn't mean
Skorpio X5 XLR can't take pictures



Datalogic Scanner Cam APP



Skorpio X5 XLR dedicated accessories



**Skorpio X5 XLR
Rubber Boot
(94ACC0331)**



**Skorpio X5 XLR
Belt Holster
(94ACC0330)**

SKORPIO *X5 XLR*

Target Industries & Applications

Skorpio X5 XLR

Retail and T&L Warehouse Applications

Warehouse Management

Picking / Order Fulfilment

Receiving and Put away

Loading and Unloading

Inventory

Cross Docking

Ergonomic, Snappy
and with latest Wi-Fi protocols for
reliable and fast roaming.
Perfect device for warehouse
operations with **superior scanning
performance from all distances**






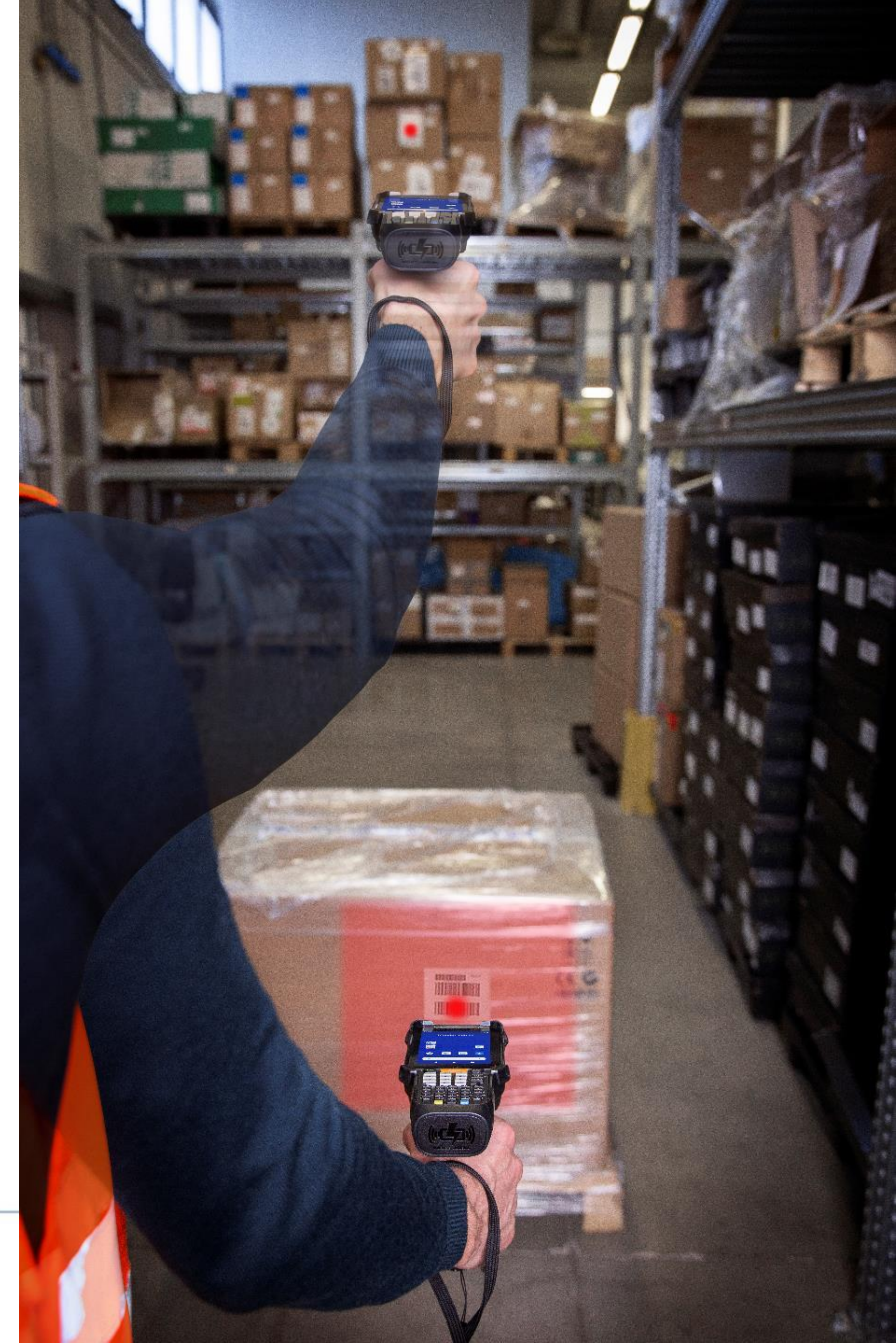
Skorpio X5 XLR - T&L: End User Needs

- Avoid to pace up and down aisles or get close to barcodes
- Read close and very far barcodes (even in fast sequence)
- Read from aboard the forklift to save time
- Read the higher level of the racks from the ground
- read labels in almost any condition (dirty, scratched, smudged, poorly printed, and obscured by shrink-wrap)
- image capture for proof compliance, damaged goods, inspection, and quality control



Skorpio X5 XLR - T&L: Why we Win

- Superior Depth of Field 
- Incredibly Snappy 
- Reading Angle
- Aimer Usability
- Top performance on damaged, dirty or poorly printed barcodes 
- Top performance through forklift windscreen and shrink wrap film
- Image capture capabilities 



SKORPIO *X5 XLR*

Key Selling Points Competition analysis

Skorpio X5 XLR Key Selling points – Top 3



*“Read from **any distance**, from the forklift through windscreen and on **difficult situations** (shrink-wrapped, damaged, dirty and poorly printed barcodes) and with the **best scanning experience** to save time and **improve productivity**”*

*“Reduce repairs and maintenance, no worries for drops. Fit also in harsh environments. **Improve TCO**”*

*“**Last the full shift** and extended shifts in warehouse scanning intensive applications to save time and **increase productivity**”*

**More
Flexible**



Near/Far Extra Long Range Scan Engine

- Read up to 10m Code 128 40mil and 20m Code 128 100mil
- Top Snappiness for the best user experience
- High performing on damaged, smudged barcodes even through film

**More
Robust**



Ruggedness

- Fully Rugged: 1.8m drop + Rubber Boot, IP65
- Gorilla Glass (Display and Scan window)

**More
Lasting**



Capacity

- High Capacity 6200 mAh battery and the Datalogic smart Battery Management application, allow customers to run 24/7 operations with no interruptions in the most demanding and scan-intensive applications

Installed Base replacement opportunity

Skorpio X5 is the natural replacement of Skorpio X4 and Falcon X4

Feature	Skorpio X5	Skorpio X4	Falcon X4
PLATFORM	Qualcomm SD660, 2.2 Ghz	Texas Instrument OMAP, 1 Ghz	Texas Instrument OMAP, 1 Ghz
DROP SPECS	6 ft/1.8m	6 ft/1.8m	6 ft/1.8m
SEALING	IP65	IP64	IP65
SCAN ENGINE	Linear imager, 2D imager Std., Mid Range and 2D XLR (next gen)	Linear imager, 2D imager	Linear imager, 2D imager, 2D XLR
MEMORY	3-4 GB	1 GB	1 GB
OPERATING SYSTEM	Android 10	Android 4.4, WEC7	Android 4.4, WEC7
WIFI	a/b/g/n/ac with MIMO	a/b/g/n with MIMO	a/b/g/n with MIMO
DISPLAY	4.3in	3.2in	3.5in
BATTERY	3500mAh or 6200mAh	3,000 or 5,200 mAh	5,200 mAh

*In **bold** the ones where SX5 is better.*

Skorpio X5 vs Main Competitors

Key Feature	skorpio X5	ZEBRA MC3300	ZEBRA MC3300x	Honeywell EDA61K	Honeywell CK65
Architecture & OS	Qualcomm 660, Android 10	Qualcomm 8056, Android 7	Qualcomm 660, Android 10	Qualcomm SDM450, Android 9	Qualcomm 660, Android 8
Memory	3/32 or 4/64 GB	2/16, 4/16 or 4/32 GB	4/32 GB	3/32 GB	2/32 or 4/32 GB
Display	4.3 inch WVGA	4.0 inch WVGA	4.0 inch WVGA	4.0 inch	4.0 inch WVGA
Keyboards	3 versions 28/38/47 keys	3 versions 29/38/47 keys	3 versions 29/38/47 keys	2 versions 34/47 keys	3 versions 30/38/51 keys
Data Capture	1D imager; 2D imager: std range, mid-range, Extra Long Range (near/far) 13 MP camera	1D imager; 2D imager: std range, XLR (near/far), 13 MP camera	1D imager; 2D imager: std range, XLR (near/far), 13 MP camera	2D imager: std range, XLR (near/far), 13 MP camera	2D imager: std range, mid-range, XLR (near/far), 13 MP camera
Environmental	1.8 m drop / IP65 / -20 to 50°C	1.5 m drop / IP54 / -20 to 50°C	1.8 m drop / IP64 / -20 to 50°C	1.5 m drop / IP65 / -20 to 50°C	3 m room temp., 2.4 across op. temp. range / IP65+IP68 -20 to 50°C (-30 to 50°C cold storage)
WI-FI	802.11 a/b/g/n/ac/d/h/i/k/r/w	802.11 a/b/g/n/ac/d/h/i/k/r/w	802.11 a/b/g/n/ac/d/h/i/k/r/w	802.11 a/b/g/n/ac	802.11 a/b/g/n/ac/d/h/i/k/r/w
Other Connectivity	BT5, NFC	BT 4.1, NFC	BT5, NFC	BT 4.2, NFC, WWAN, GPS	BT5, NFC
Charging and power	Both wireless and wired/contacts charging	Wired/contacts charging (only)	Wired/contacts charging (only)	Wired/contacts charging (only)	Wired/contacts charging (only)
	Two battery sizes (3500/6200 mAh)	Two battery sizes (2700/5200 mAh)	Battery 7000 mAh (backward compatible with 2700/5200 mAh)	Battery 7000 mAh	Battery 7000 mAh
	hot swappable	hot swappable	hot swappable	hot swappable	hot swappable

Benefit and Features Map

Customer Benefit	Feature		Reasoning
Run smoothly the most demanding mobile applications (PRODUCTIVITY)	Platform Memory	Qualcomm SD660 Octacore at 2.2GHz up to 4GB/64GB	Computational Power superior to the competition ensures the necessary support and availability to match the highest requirements of Enterprise applications. Running smoothly even several applications at once
Robust device that withstand harsh environments and mistreat by users (COST SAVING, TCO)	Ruggedness	IP 65, 1.8m drop, Gorilla Glass protection	Higher specifications than competition contribute to reduce downtime, maintenance time/cost and improve TCO
Clear readability for feature-rich applications in any light condition (PRODUCTIVITY)	Display	4.3in, High Brightness	Bigger Display allows the user to run more feature-rich applications or have a cleaner and more easily readable screen in simpler apps. High brightness screen enables high readability and comfortable reading in any light condition, indoor and outdoor
Hassle-free Wi-Fi Connection and Roaming (PRODUCTIVITY)	WiFi Connectivity	IEEE 802.11 a/b/g/n/ac and 802.11 d/e/h/i/k/r/v/w/mc with MIMO	Complying the latest Wi-Fi Standards ensures a smooth connectivity experience reducing downtime and technical support time to solve issues
Reliability of the charging solution and reduction of failures due to contact damage (COST SAVING, TCO)	Charging Technology	Wireless Charging, 15W fast charging	Wireless Charging is a unique feature in the market that ensures the reductions of downtime due to contacts failures (the n°2 reason of failure in Mobile devices!). Additionally it brings ease of use, reducing mispositioning in the charging dock that results in no charge.
Full day productivity with no interruptions (PRODUCTIVITY)	Battery	Standard 3.500mAh and Extended 6.200mAh Battery packs supporting Hot Swap	Hot Swappable technology and high-capacity battery allow Customers to run 24x7 operations with no interruptions in the most demanding and scanning intensive applications.
Reduce theft of devices, ensure a one-to-one assignment between user and device (PRODUCTIVITY & COST SAVINGS)	Dock	Locking option on the Wireless Charging 3 Slot Dock	This unique feature, coming from Datalogic long time experience in Retail, bring a new and differentiating way to have full control on the MC assets also in the warehouse
Reliable and smooth scanning experience at any reading distance. (PRODUCTIVITY)	Scan Engines	1D imager, 2D imagers Std. Range and 2D Imager Mid Range (White Illumination) with Green Spot and 2D imager near/far Extra Long Range (XLR)	The Datalogic superior Scanning experience, with specific illuminators and Datalogic's Green Spot feedback in conjunction with a complete choice of scanning options. Adding the Mid Range Scan Engine to the offer Datalogic exceed the offering of the competition. The near/far Extra Long Range will cover all the logistics applications with specific needs in term of extended reading range and performance
Improve TCO of the full solution, save in battery replacements. (TCO)	Battery Management	Configurable charging profiles and status leds on the battery	The spend in battery replacements are an important factor when measuring the TCO. Datalogic Smart Battery management application and Configurable Charging profiles ensures the battery lifetime can be optimized and predictable. The LEDs on the back of the battery shows the battery status at every swap and on demand by pressing the release button

THANK YOU

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