



Give your clinical diagnostic equipment a competitive edge with Motorola OEM bar code scanners

In the medical industry, errors in clinical diagnosis can have catastrophic consequences measured not only in financial damages but also in harm to patients. For example, a mix-up in specimens can result in a patient receiving the wrong diagnosis — and the wrong medication. Adding bar code scanning functionality to your clinical diagnostic equipment can remove the opportunity for human error by automating data capture. The elimination of paper-and-pen based processes will help your customers improve risk management and provide greater protection for patient health.

To enable this mission critical application in your clinical analysis equipment, you need a bar code scanner that will meet the needs of your customer — and your business. You need scanners that can meet the stringent requirements for clinical testing facilities, scanners that will deliver maximum reliability and performance for high availability, ease of use and fast and accurate capture of virtually any bar code — regardless of label condition. And you need the ability to quickly and easily integrate bar code scanning into your product to control costs and increase your competitive positioning.

You need Motorola's OEM bar code scanners.



The Motorola difference

When you choose Motorola, you choose the strength of the industry leader in bar code scanning. Motorola is credited with the creation of bar code technology and the development of the bar code market — and continues to be a key player in the ongoing development and maturity of the technology to meet evolving business needs. Our 30 years of experience in bar code scanning provide the knowledge base required to develop scanners that offer best-in-class quality, reliability, durability and scanning performance. And our scanning devices offer the peace of mind of time-tested proven product — to date, over ten million scan engines have been shipped worldwide.

Get maximum flexibility in product design with the broadest range of features and functionality

Motorola breadth of OEM products provides maximum flexibility in the development of healthcare solutions. Our comprehensive family of OEM bar code scanners allows you to choose the device that will most cost-effectively meet the needs of your products — as well as your customers and their applications. We offer two styles of OEM bar code scanners — component-style scan engines and MiniScan fixed mount scanners that are complete and ready to go scan — right out of the box. Our miniature scan engine components can fit in the smallest of spaces, allowing you to implement world-class bar code scanning functionality into your products while maintaining maximum control over product design. Packaged fixed mount MiniScans are complete with durable enclosures, beepers and exit windows — true plug-and-play devices that further reduce product development time.

Once you have selected the style of bar code scanner that best meets your product development requirements, you can select the scanner type that best meets the needs of your customer's applications. Imagers provide support for a broad range of data capture needs, including 1D and 2D bar code symbologies as well as images and signatures. For simpler applications that only require the capture of 1D bar codes, lasers offer more intuitive operation, faster data capture, better range, faster decode times — and a lower price point.

With Motorola, you and your customers enjoy best-in-class scanners that offer a wide range of capabilities:

Superior reliability and uptime: Reliability is critical for laboratory analyzers — downtime results in the inability to deliver test results in a timely fashion and the associated increased potential for patient harm, as well as lost business. Some of the available features that enable extraordinary reliability include:

- A patented frictionless Liquid Polymer Scan Technology in our SE95x that reduces wear, providing a long lifecycle even in the most demanding scan intensive environments
- The elimination of fragile silicon mirrors that remove a major area of product vulnerability
- Environmental sealing ratings (IP ratings) in our MiniScan product line that enable reliable operation even in the presence of dust, humidity, water and extreme temperatures
- A die cast chassis for outstanding protection against impacts such as accidental drops

The ability to fit in the tightest of spaces:

Motorola offers the smallest and lightest scan engines available. Our tiniest engine is roughly one half square inch and weighs just over a quarter of an ounce, enabling data capture in some of the most space-constrained equipment imaginable.

Best-in-class scanning: Regardless of the requirements of your application or the condition of the bar code, with Motorola, you can count on fast and accurate scanning. Our robust scanning technology has earned us worldwide leadership in the bar code scanning market. A wide range of scanning patterns and programmable scan angles

enables you to tailor the scanning function to the application to ensure first time every time capture of bar codes. And optional fuzzy logic technology enables the capture of even poorly printed, low contrast, dirty or damaged bar codes.

Accurate scanning in any lighting condition:

We take the guesswork out of lighting with built-in illumination that ensures the accurate and rapid capture of bar codes and images in literally any lighting condition – from total darkness to bright sunlight.

Maximum depth of field: No matter what your depth of field requirements might be, Motorola has it covered. We offer two types of devices: moving and non-moving lenses. Our ‘moving lens’ is a dual-focus mechanism offering multiple focal positions for maximum read range. And we offer one of the broadest depths of fields available for a stationary lens, thanks to our unique lens and aperture management technology.

Superior resolution: When resolution counts, our 1.3 megapixel imager delivers, with the ability to easily read the smallest of bar codes on a test tube label — and even tiny 6-point text on A4 or 8.5 x 11 inch documents.

Maximum motion tolerance: Our devices can tolerate approximately 25 percent more motion than most competitive devices, ensuring an accurate scan, whether you need to scan test tubes that are spinning in a rack or accommodate the shaking that is inherent in a handheld device.

Faster time to read: With Motorola, you can count on a faster time to read — for example, our lasers can read a bar code in fewer than 40 milliseconds. And the elimination of the need for precise alignment of scanner and bar code enables more intuitive use, allowing workers to scan more labels in less time for higher productivity levels.

Designed for OEMs

Our OEM scanning devices are the right choice for your customers — and for your business. At Motorola, we take pride in our strong collaboration with our partner channel. Through this collaboration, we have gained a unique understanding of OEM requirements, enabling us to design scanners that not only meet the needs of your customers, but also address the top five OEM business requirements:

Future proof: Built-in future proofing ensures that the scanners you choose today provide a maximum product lifespan. Support for existing and emerging bar codes maximizes today’s extensibility. And our commitment to maintaining form factor for next-generation models enables you to upgrade to support the features of the future — without completely re-designing your products or your production line.

Easy to integrate: Our plug-and-play scan engines are designed from the ground up to bring a new level of simplicity and speed to integration. Features include a built-in scanning window, built-in illumination, a wide range of standard interfaces, a beeper and unique single board construction that not only simplifies integration, but also eliminates a common point of failure for improved reliability.

Faster time to market: Simplified integration significantly reduces product development cycle times. The result is a faster time to market, helping improve business agility and competitive positioning, and enabling a faster response to changing market trends and customer requirements.

Higher margins: Simplified integration can translate into more efficient product development processes and reduced product development costs, helping to improve your margins and overall profitability.

Expand the value of your brand: When you embed Motorola scan engines in your clinical diagnostic equipment, you enrich the value of your brand. Your products offer Motorola’s world-class time-tested scanning functionality and your set of industry solutions is expanded to include automated data capture and error proofing.

For more information

When you put the power of Motorola OEM technology in your products, your customers enjoy world class performance and reliability — while you enjoy faster development times, faster time to market and increased profitability. Whether you need to integrate data capture in your clinical diagnostic machinery, add wireless connectivity to your products or deliver mobile computers and wireless LAN infrastructure, there is a Motorola OEM product that will meet your needs. For more information on our OEM product line, please visit us on the Web at www.symbol.com/oem or access our global contact directory at www.symbol.com/contact

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