# CN75/CN75e Handheld Computers

### Primary market focus:

Field Mobility Deployment Environments: DSD, T&L, and Field Service

### Strength applications

**DSD** – Van Sales, Delivery, Sales, and Merchandising

**T&L** – Postal/Parcel Pickup & Delivery, LTL Pickup & Delivery, Long Haul/ Private Fleet Shipment tracking

**Field Service** – Residential / Commercial break-fix repairs, asset tracking, and preventative maintenance

### Customer Profiles:

- Existing CN70/CN70e customers considering route expansion
- Existing CN70/CN70e customers considering application changes from WEH6.5 to Android
- Existing Zebra MC9500 customers
- DSD, T&L, or Field Service customers that have not automated or are currently using older handheld computers

### Focus applications/use cases:

**DSD:** Managing the Selling, Delivery, and Merchandising of consumer goods on route stops.

**T&L:** Managing the Pick Up & Delivery (P&D) of parcels, goods, and freight items and obtaining proof of delivery for Mail/Courier, LTL, Long Haul, and Private Fleet applications.

**Field Service:** Tracking of equipment repairs or on-site service provided at a customer's home or business for back office, customer or residential, and mobile worker applications.

### Summary of business challenges the solution addresses:

- Improving business productivity by reducing transaction times and increasing accuracy
- Sunset of WEH6.5 – CN75 / CN75e provides a transition path to Android
- WWAN radio EOL issues

### Probing questions to guide the conversation with customer prospects

What applications are you using HHCs for?

How long are the devices in use during a work shift? Are they charged during the work shift?

What is your environment like? Extremely harsh? Wet? Do users wear gloves?

What cellular coverage is required? Do you need to support more than one cell carrier?

What are your scanning requirements?

What is your OS roadmap? Do you plan to stay with WEH6.5 or transition to Android?

What is your application strategy?

What is your MDM strategy?

# CN75/CN75e Handheld Computers

## Elevator pitch

For Customers who need consistent and reliable in-field execution of customer-visible functions and want to improve their competitive differentiation and offer solutions that increase customer visibility and retention.  The Honeywell CN75 and CN75e are ultra-rugged and compact industrial mobile computers that provide a robust solution capable of operating for long duty cycles under the most demanding working conditions with the processing power and OS flexibility (WEH6.5 or Android) to support complex applications and high-speed wireless communications for real-time data reporting.  Unlike Zebra, the Honeywell CN75 and CN75e incorporates a superior technology platform that enables deployment of the same application across multiple form factors and OS's that allow customers to select the device that best fits differing ergonomic requirements.

## Why choose HON vs leading competitor:

*If a current Honeywell CN70 /CN70e customer:*

- Reuse existing HW infrastructure like chargers, cradles, and accessories

- Supports existing applications and support tools, no rewriting or retraining

- Proven performance in the field, years of use on CN70 /CN70e

- Allows WEH6.5 support to be extended on a new product

- Allows transition to Android at the right time

### For more information

www.honeywellaidc.com

### Honeywell Sensing and Productivity Solutions

9680 Old Bailes Road
Fort Mill, SC 29707
800.582.4263
www.honeywell.com

*If a new customer*

- Very durable rugged product

- Most ergonomic form factor in this ultra-rugged space

- Proven performance in the field, years of use on CN70 / CN70e

- Allows WEH6.5 support to be extended on a new product

- Allows transition to Android at the right time

## Launch strategy approach

Focus on migrating existing users to next generation

Make sure customers do not go to a competitor during their transition to Android

Get Partners up to speed ASAP to aide with retention

## Go To Market Approach

The majority of CN75 and CN75e sales will be directly to large strategic accounts.  Some of these strategic accounts will have already deployed CN70 or CN70e devices or have an earlier generation of devices.  These customers are looking to;

a) replace older devices that can no longer be maintained but still use their current application,

b) add to their device deployment due to expansion, acquisition, or replace older devices,

c) complete an earlier rollouts delayed due to the lack of CN70/CN70e radio inventory ,

d) need a bridge strategy to buy additional time as they develop new applications in a modern OS,

e) are not yet prepared for the impending WEH 6.5 sunset

**Honeywell**