

JARLTECH

Update

June 2011

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Info Forum

Vienna - 16. Sep. 2011

Jarltech's fair with the business' giants. Benefit from first-hand tips and information.



MARKET-NEWS

Latest trends and products in the market

HEWLETT-PACKARD

The world's leading IT group successfully gained a foothold in the POS segment

Metapace T-3
Perfect for POS
and Hospitality



T-3

METAPACE

TEAM PLAYER FOR SUCCESSFUL BUSINESSES

EPSON TM-T20 – THE RETAIL AND HOSPITALITY PRINTER

The Epson TM-T20 thermal receipt printer offers excellent value for money and outstanding reliability – our contribution towards ensuring that your clients receive the service they expect.

Benefit from its strengths for your success:

- All-in-one-box concept: comprehensive supply kit including connecting cables, power cable and wall-hanging bracket, CD with drivers, utilities and User's manual
- Integrated power supply
- 80 mm or 58 mm paper width
- High speed: 150 mm/sec
- Exceptional print quality for texts, graphics and logos
- Easy to use
- Very compact and versatile placement options: wall mounted, fitted or integrated



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www.epson.de/rsd



Ulrich Spranger, CEO Jarltech Europe GmbH

Dear Jarltech Partner,

I am happy to present you much more than just this new issue of the Jarltech Update – I hope you will also enjoy our new main catalogue: nearly 400 pages full with new products, new manufacturers and our extensive Jarltech services, tailored to your needs as a reseller. Benefit from our offer! Request your free copy by phone or send back our fax form.

With us, you not only find the most important manufacturers in the POS and bar code segment in our catalogue, you have the opportunity to meet them! Come to the Jarltech InfoForum 2011 in Vienna in September and greet the established manufacturers of our branch showing their brand new and their proven products. Do not miss this opportunity to discover and test, meet and make contact. In the evening, Martin Limbeck, Germany's most successful and entertaining sales trainer will show you how to improve your sales. Learn more about this topic in this Update.

The highlight of this issue is the new POS thermal printer T-3 from Metapace. The successor to the successful T-1 and T-2 will catch you with its appealing design, faster processor, extended memory as well as its much greater reliability and printing speed, compared to its competition. With the T-3, you offer your customers high performance in a full package and at budget price. You will find further information in the Market News.

You want even more? Update on the latest news on www.jarltech.com. There, you will see our brand new section »My Account«. Under this menu item, as a Jarltech customer, you now have direct access to your data. Monitor your current orders, your delivery and billing addresses, RMAs, etc. and access exclusive offers, the Jarltech Newsletter as well as our marketing services. All at one glance – have a look!

Also pay us a visit on Facebook at www.facebook.com/jarltech.

Kind regards,

PS: I always gladly read your feedback on our performance, services, products, manufacturers and marketing. Send an e-mail to me at ulrich.spranger@jarltech.com

Inhalt

Market News

Latest trends, products and developments in the POS and Auto-ID industry.

HP on the road to success

The IT expert gains a foothold in the checkout segment with its combination of high-quality hardware and customer-tailored service packages. We present the advantages and newest highlight from HP.



Jarltech InfoForum 2011 in Vienna

Learn about new products, services and powerful sales arguments directly from the manufacturers. First-class manufacturers will be present, such as Epson, Datalogic and HP.

Highlights

Make better profits with our exclusive special offers.

Entertainment

Comics and Sudoku for your leisure time.

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MARKET NEWS



New Release Gryphon GFS4100

A global leader in bar code scanning, Datalogic continues to offer creative and cutting edge innovations and in doing so proudly announces the Gryphon GFS4100 scan module. This OEM scan module is based on the Datalogic Gryphon handheld reader and its imaging technology and is designed to address the needs of the self-service kiosk, transportation, biomedical, and other markets.

The Gryphon GFS4100 module is the most advanced 1D OEM scanning module on the market. It offers the same excellent imaging technology found in the Gryphon GD4100 handheld reader, in a compact form factor that was designed with ease of integration in mind. The Gryphon GFS4100 scan module offers snappy reading performance and solid state design. The state-of-the-art imaging technologies provide a quicker read speed of 320 scans a second.



Gryphon 4400 Series

New to the Gryphon 4400 series is the GD4400 corded desktop model, which is ideally suited for stationary applications in retail, manufacturing, and healthcare. Additionally, the GD4400-B »All-in-One« reader with its unique stand design is perfect for retail point-of-sale environments where the need for both handheld and presentation style reading is required.

Datalogic's exclusive Motionix motion-sensing technology intuitively synchronizes the scanner with the user's actions allowing seamless transitions between handheld and



hands-free style reading. When the device is in your hand, it's in handheld mode; when the device is still, it's in presentation mode. It's that simple.

www.scanning.datalogic.com



Getac MH132

Getac UK has launched an industry-leading rugged smartphone designed and built to meet the demanding requirements of field sales and field service professionals across a range of industries.

The MH132 provides integrated voice and data communication capabilities, as well as top-of-the-range protection from drops, vibration, dust and rain showers. The new device is Getac's first smartphone and continues the company's legacy of fully and semi rugged computing solutions including laptops, tablets and handhelds. Running the Microsoft Windows Mobile 6.5 operating system, the unit is compatible with a wide range of different business applications and corporate IT systems, to allow companies to optimise business operational efficiency.

The unit complies with MIL-STD 810G and IP65 testing standard meaning it can withstand five foot (1.5m) drops while keeping out dust and water. In addition, the MH132 will carry on performing in temperatures ranging from -21°C to 43°C.

In addition, the MH132 offers comprehensive voice and data communication capabilities, including Bluetooth 2.1+EDR, WiFi 802.11 b/g, and 3.75G HSPA network.

www.getac.com



Metapace T-3 – Fully Loaded POS Printer

Starting now, the newest POS printer model in the successful T-Series, the Metapace T-3, is available as a complete package. Its optimised design makes it an eye catcher in retail and hospitality - its affordable price speaks for itself. New features include a faster processor and larger memory, both of which guarantee you top-level performance at all times. It creates 80 mm bills and receipts lightening quick, at a speed of 200 mm per second.

With a resolution of 7 dots per millimetre (180 dpi), the T-3 is ideal for high quality text, logos and graphics in retail, hospitality, the hotel business or in the office. On-board is a tried and tested high-end auto cutter, just as was the case with its predecessor, the T-2. This cutter is designed to execute 1.8 million cuts and partially separate the receipts, giving you long-term maintenance-free operation. A multitude of Windows and OPOS drivers ensure its compatibility with existing systems. Its Flash ROM allows for simple Firmware updates, giving it an edge on future areas of implementation.

Metapace delivers the T-3 without interfaces. This saves unnecessary costs and allows the user to react flexibly according to individual requirements: you can custom-order your T-3 with a parallel, serial, USB 2.0 or Ethernet interface. Complete with power adapter and receipt roll, standard, it contains everything you need for immediate operation. In addition, the basic configuration comes with some remarkable extras, such as a buzzer, splash-water protection, cable cover and a special cleaning kit for long operation.

www.metapace.com



Elo TouchSystems C-Series

The new C-Series broadens TE Connectivity's line up of Elo TouchSystems all-in-ones with two new screen sizes – 19 inch and 22 inch in HD widescreen format – while leveraging the same quality, performance and durability of the popular B-Series and D-Series touch-computers.

The C-Series features a 16:9 aspect ratio high definition widescreen display, providing HD interactivity for exquisite POI and POS clarity and resolution. Designed as a seamless expansion of the B-Series portfolio, the new C-Series combines versatility, processing power and screen durability with an expansive scope of configuration options and multiple form-factors, including the Elo TouchSystems zero-bezel product design for a sleek, modern, edge-to-edge look as well as easy cleaning and maintenance.

Rugged, highly configurable and stylishly packaged, the C-Series offers System Integrators, Value-Added Resellers (VARs) and Software Developers an expanded selection of all-in-one touchcomputing options for the development of point-of-sale (POS), point-of-information (POI) and point-of-service applications. Designed with flexibility, performance, connectivity, serviceability, access to key components and processing power in mind, the C-Series can be incorporated into most desktop or countertop touch display applications including customer loyalty systems, internet access sites, digital signage and even hospitality and home automation and control.

www.elotouch.com



Honeywell Dolphin 99EX

Honeywell's Dolphin 99EX mobile computer provides extreme durability, cutting-edge wireless technology, user-friendly ergonomics and multi-functional data capture for front-line workers operating in both indoor and outdoor environments. Purpose built for transportation and logistics applications, the 99EX was designed to take mobile worker productivity to a new level while helping to reduce operating costs.

www.honeywellaidc.com



Epson TM-H6000IV

Epson is expanding its position as the leading manufacturer of POS printers in Europe with the market introduction of its TM-H6000IV. This multi-function printer combines grey scale cash register receipt printing, bill and check processing in one compact device. Created on the success of the TM-H6000III, the TM-H6000IV is more energy efficient and reduces paper usage, helping retailers to lower their fixed costs. Its new remote management function simplifies the work of administrators, as does its easy installation, its integrated USB and an optional additional interface. The TM-H6000IV is available for specialist resellers since April.

Thanks to its paper-saving function, the TM-H6000IV helps retailers reduce paper use by up to 31 percent. Instead of compressing logos and text, which leads to distortion



and reduces readability, the new paper-saving function automatically downsizes blank areas and bar codes. It also starts printing the next cash register receipt before the current one is cut off, allowing for a small top margin. The TM-H6000IV is ENERGY STAR certified, thereby reducing power consumption costs.

www.epson.com

Epson TM-L500

Epson introduces the TM-L500 thermal printer, designed for fast ticket and label printing. The TM-L500 is compatible with a multitude of paper types, and its small footprint makes it ideal for use at public transportation, events and cinemas. Thanks to its printing speed of up to 250 mm/sec. and its great reliability, it also prints larger label series in logistics, wholesale and retail, without difficulties.

The TM-L500 is efficient and easy to use. Its optional external paper feed allows for the usage of many types of paper, such as rigid mediums for top-quality print-outs. Its paper recognition sensor takes care of quick and simple paper type changes.



The small footprint of the TM-L500 keeps you flexible in its implementation in various environments, even in the smallest spaces. It easily adapts to your needs with extras such as optional LCD colour display, control panel, RFID module (reading/writing) and the external paper roll holder for paper widths of 54, 80 and 82 mm.

The Epson TM-L500 will be available starting August 2011.

www.epson.com

»Do it like a VIP« was the motto of our HP campaign, and that is exactly what our customers have done! After successful implementation of this campaign, Jarltech and HP invited the participants to an exclusive concert at the Commerzbank Arena in Frankfurt am Main. Herbert Grönemeyer wowed our partners during his more than two and a half hour spectacular show. He performed both new songs and old favourites, creating an electric atmosphere, simply astounding the crowd. Thanks to outstanding catering and champagne in the three VIP boxes, our guests were able to party into the wee hours.

We would like to thank all participants for an unforgettable evening, and we look forward to future events. You can find pictures and video on www.facebook.com/jarltech.

HEWLETT- PACKARD

HP – An IT professional's successful start in the POS sector



Everybody knows Hewlett-Packard, the IT professional for PCs, Notebooks, printers and much more. Several decades of know-how, high professionalism and solution-oriented thinking made HP one of the leading companies of the segment. With its new »Retail Point of Sale« section, this IT giant started doing business in the POS market. However, unlike other manufacturers who would still be in their start-up phase after such a short time, HP matured fast, drawing on many years of experience in the end user and B2B sectors in terms of hardware and software, but especially concerning service. This expertise continually flows into the development of HP's POS hardware and guarantees great reliability. HP strives to fulfil the growing customer requirements and to expand interactivity and access to information at the checkout.

Small but powerful: the portfolio

HP's portfolio for the point of sale is not very broad, but its quality makes up for it. Whether the powerful all-in-one or modular POS system – with the matching HP peripherals, they stand up to any challenge of everyday checkout work.

Newcomer: the HP rp5800

HP presents its new highlight for checkout areas, the long-life cycle PC HP rp5800. At the first, superficial glance, one might not easily distinguish it from its predecessor, the HP rp5700. A closer look, however, reveals great modifications: Depending on their individual requirements, customers choose their specific hardware components. Available features range from the latest Intel i3, i5 and i7 processors, up to 16 GB RAM and up to 1 TB hard drive space or even a high-speed 160 GB solid state drive. The wide range of data interfaces, numerous USB and serial ports, optical drives, the optional RAID controller and many more options round out the specifications.

The full range

At Jarltech, customers get the complete extent of HP POS hardware directly from stock! »We are proud that we could win HP as a new partner with our value-add distribution concept,« explained Ulrich Spranger, General Manager of Jarltech. »We are convinced that we offer resellers a real advantage thanks to the combination of HP's quality and service with Jarltech's creativity and professional handling.« Besides the HP rp5800, the HP ap5000 is also a strong product in this segment. This complete POS system is equipped with a modern touch screen monitor, standard, and optionally with a magnetic stripe reader and customer display. Concerning the HP touch monitor, thanks to its tough glass surface and acoustic APR technology, users

enjoy the look and the feel. There is even more: In addition to the checkout systems, HP also has a keyboard, cash drawer, customer display, bar code scanner and a professional printer for perfect receipts.

Security in a package

In case something should not turn out as expected, you and your customers benefit from the branch-leading three-year standard warranty, including on-site service. This warranty guarantees your customers a high level of security and reduced downtimes. For you to be prepared even for unforeseen incidents, HP provides a broad range of complete HP CarePack Services for its whole range of checkout systems and peripheral devices. With these, nothing can go wrong!

HP CarePack Services

- 3-year standard warranty including on-site service guarantee minimised downtimes
- Complete HP POS systems featuring newest technologies and long life cycles
- Custom-tailored packages, individual services and adjusted peripherals from Jarltech

- POS PC for highest retail requirements
- Modular concept with high-end components
- Optional operating systems: Windows 7 Professional and POSReady

NEW!

HP rp5800 Retail System



www.jarltech.com

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Announcing PowerScan™ PBT8300 readers with Bluetooth® Wireless Technology.

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www.scanning.datalogic.com

JARLTECH INFO FORUM 2011

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Info Forum

Vienna - 16. Sep. 2011

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ideas for life

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Due to popular demand, we are pleased to inform you that the »Jarlttech InfoForum« will take place again this year. On September 16th in the Kongresshotel Rainers in Vienna, the leading manufacturers in the branch, such as Epson, HP, Datalogic and many others, will present their newcomers and top products to you.

Meet the manufacturers personally and learn about the most important product backgrounds, as well as sales arguments and strategies first-hand! During the informative presentations, you will receive a sneak peek into brand new products and trends. During the fair, make contacts and exchange the most important branch news. Also, take the opportunity to meet with your Jarlttech sales representative on-site.

Kick-off the evening with the entertaining hard-selling expert, Martin Limbeck. This distinguished award sales trainer and best-selling author gives you fascinating views into his sales techniques, while sweeping you away with his programme. Concluding this event, we cordially invite you to a four-course gala dinner. Here, you will have the opportunity to dine with Jarlttech and our manufacturers in a relaxed atmosphere, while discussing the day's outcomes as well as networking.

To ensure that you have enough time for your arrival, and to mix a little pleasure with business, the fair will begin on Friday at 2:30 PM. Take advantage of travelling comfortably, plus enjoy the weekend in the marvellously charming city of Vienna. You will also profit from our reduced room rate on Friday night at the four-star Hotel Rainers, which is centrally located. For you as a reseller, participation at the InfoForum and evening programme is of course free of charge.

Register now at:

www.jarltech.com/infoforum.

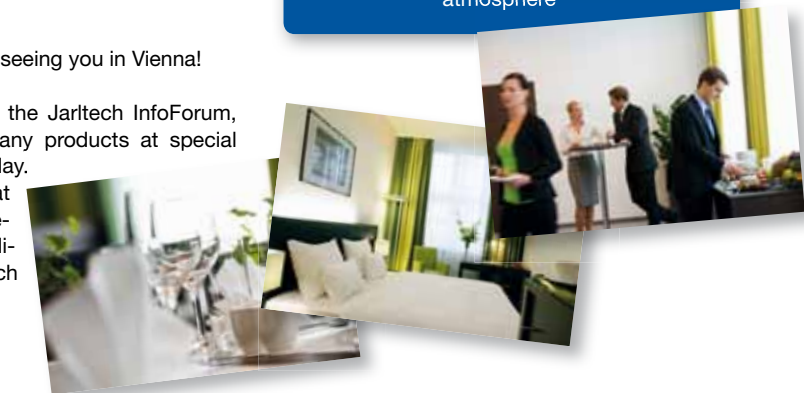
The registration deadline is August 1, 2011. If it is not possible for you to confirm your participation by this date, please contact your Jarlttech representative to find a suitable solution.

We look forward to seeing you in Vienna!

PS: As a visitor to the Jarlttech InfoForum, you will receive many products at special prices on the Fair day. Also, for your visit at the fair, we will credit you with an additional 10,000 Jarlttech bonus points!

AGENDA

- 2:30** Meet and Greet in the 4-star Hotel Rainers
- 3:00 – 6:00** Product and service display in the Show Room
Manufacturer's presentations
- 6:00 – 6:30** Break
- 6:30 – 8:00** Presentation by the hard-selling expert, Martin Limbeck, winner of the awards
»Trainer of the Year 2008«,
»TOP SPEAKER 2011« and
»Conga Award 2010«
- 8:00** 4-course dinner in a relaxed atmosphere



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For further questions, speak with your Jarlttech representative.



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Honeywell

Ask your IT partner about the new 99EX, or visit www.honeywellaidc.com for more information.

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HIGHLIGHTS

FIRST-CLASS PRODUCTS AT A BARGAIN



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5 YEAR WARRANTY



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Loaded with time-saving features and functionality, 123Scan² will help simplify and reduce the headaches associated with scanner deployment. The utility sports a simple graphic user interface (GUI) and a patented wizard tool to streamline the setup process. It can update scanner firmware and parameters, stage large numbers of devices, display bar code data and images, and generate reports. Compatible with many of today's most popular office tools, 123Scan² enables users to generate and email configuration files, save bar code configuration sheets as Microsoft Word documents for easy re-branding – even archive asset tracking information directly to Microsoft Access.

EFFORTLESS ELECTRONIC STAGING IN RECORD TIME

With 123Scan², staging is faster and more accurate. This utility offers an industry first – the ability to automatically detect and establish 2-way communication with your scanners – without scanning a bar code. Users can download parameters and firmware in one easy step. Settings can be saved in a configuration file that can then be distributed via email, electronically downloaded to a scanner or printed as programming bar codes. In another

industry first, updating firmware no longer involves lost settings that prevent your scanner from communicating with its host – 123Scan² preserves and automatically re-loads your pre-upgrade settings. And the addition of one or more USB hubs enable batch staging – the simultaneous configuration of multiple scanners.

ABILITY TO DISPLAY IMAGES AND BAR CODE DATA

To assist in the debugging process 123Scan² can display scanned bar code data including non-printable characters. This information can be printed to a validation report. Paired with an imaging scanner, 123Scan² can capture, display and save images. It also supports the optimization of image capture settings.

ENSURE COMPATIBILITY WITH YOUR EXISTING LEGACY SYSTEMS

123Scan² enables easy integration of Motorola scanners into your existing environment, preserving your investment in hardware and applications. 123Scan² can program your scanner with an Advanced Data Formatting (ADF) rule, which insures application compatibility by formatting bar code data before it is transmitted to your host application. Staying up-to-date is easy: as new scanner models become available, you can download support with a click of a button.

COMPREHENSIVE AUDIT TRAIL

Activity and inventory reports provide confirmation that scanners were staged properly by serial number, model number, firmware version, date of manufacture and more. The parameter setting report identifies every parameter and its programmed value. For more information on the many time and cost-saving features of 123Scan², please visit us on the web at www.motorola.com/123Scan2 or access our global directory at www.motorola.com/enterprise/contactus



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3	9	6	8	7	4		5
			1			9	3
	3	9		2	5		
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		5	9		7		6
9	6			8		4	2

Difficult

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6				4		8	3

Imprint

Publisher: Jarltech Europe GmbH
Raiffeisenstr. 5-7 · 61250 Usingen · Germany
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Jarltech Europe GmbH

Print:

Friedrich Bischoff Druckerei GmbH, Frankfurt am Main
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