

Handheld terminal market

- 1. Replacement of DOS-based terminals by Windows based terminals
- 2. WIFI becomes the standard
- 3. Need for easy and quick software solutions
- 4. Bespoke software often too expensive for medium or small installations
- 5. Price war pulls overall price & margin down.





The challenge

- 1. Resellers want to offer a complete solution which is easy and quick to integrate
- 2. Programming skills are sometimes limited or programming tools too complicated
- 3. Create more margins by offering a solution instead of "Hardware" only
- 4. Pricing needs to be very competitive



SRD650 SOLUTION READY DESIGN

The answer

Access to pre-made apps:

- ✓ Inventory Manager
- ✓ Quality check
- ✓ Asset management
- ✓ And many more...



Easy Application generator

(Sysdev Kalipso Basic)

Solution Ready Design (SRD)



Unitech's Terminal





The package SRD650

- ... is a solution
- ... is a toolkit that supports quick & easy implementations
- ... is access to free pre made applications
- ... is less need for extended of development skills and time
- ... is WiFi or batch based
- ... is the most price competitive offer in current market
- ... is a way to earn more
- ... is everything in one box
- ... is a Solution Ready Design (SRD)





The practical usage

Access to pre-made apps:

- ✓ Inventory Manager
- ✓ Quality check
- ✓ Asset management
- ✓ And many more...

or

Easy and fast application generator

- ✓ Create your own app
- ✓ Customize a pre-made app
- ✓ Easy drag & drop





The value

"We want to differentiate and offer true additional value. The SRD650 is a solution including access to pre-made applications, as well as a state of the art development tool embedded

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In this way we offer a solution ready design to answer current market needs".

This SRD650 is Unitech's first official Windows based solution package.

