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Product & Sales Kit



PA690

See more

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because we care

Content Product Kit

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Management Summary

See more

The PA690 brings a unique screen feature to the market of rugged mobile computers. Its 3.8 inch Wide VGA screen ensures users can see more on one single screen view. No need for scrolling anymore! Furthermore, the PA690 is equipped with all the latest modern technologies users expect from a PDA. Both inside (Wi-Fi) as well as outside the four walls (3.5G, GPS) the PA690 delivers powerful wireless performance. The PA690 can be equipped with a 1D laser, 2D imager or HF-RFID reader depending on the specific market's needs. This flexibility combined with the durable construction of IP65 and 1.5 meter drop makes the PA690 the perfect device for any situation.

1. Product overview

It's never easy to be the successor of something that brought great value to many types of businesses. But the PA690 has what it takes. It will perform every task it's been asked for, but only better.

Screen size does matter!
This mobile computer has what it takes to make the difference in your applications. Complete in every important aspect a modern PDA should bring to businesses, unique in features that bring just that little bit of extra. Unlike the industry's standard touch screens of today, PA690 offers a large 3.8 Wide VGA outdoor LCD for the future of tomorrow. This brings massive user benefits in basically any application. Order taking has never been so easy and straightforward. Multi-tasking is not only designated to human beings. PA690 can show the mobile worker both the latest customer data as well as route directions to the point of service, in one single screen view.

Everything a mobile worker needs
Mobile workers need tools that facilitate their daily job. Mobility solutions should reduce the administrative burden, show the shortest route to the customer and easy to work with. The PA690 covers all of these demands. Whether you want to track and trace your containers in the field or collect reliable meter data. The PA690 encompasses all modern technologies that bring the efficiency you are looking for. With its 802.11 a/b/g Wifi radio and 3.5G modem the PA690 makes sure the mobile worker can perform both inside and outside the four walls. Extra flexibility can be added by connecting third party hardware such as mobile printers by utilizing the USB or Bluetooth connection. Proof of service or condition has never been taken so clearly because the PA690 has a 5.0 mega pixels camera with autofocus and flash light. Route directions to any ad hoc service requests are handled efficiently by the U-blox 6 GPS with Kickstart and SuperSense technologies.

Earn back your investment... fast!
Merging mobility solutions into your business processes is not only about the initial investment. Choosing the PA690 is a guarantee that the chance on unexpected costs is reduced to a minimum. With its IP65 rating and drop test to concrete of 1.5 meter, the rugged PA690 offers the durability that you expect from an industrial grade PDA. A very rich set of accessories, including a gun grip and car kit solution, adds up to the total amount of efficiency the PA690 brings to your business.

2. Fulfilment of needs

With the latest technologies on board and a unique screen feature the PA690 fulfils the needs of different stakeholders at end users in various demanding verticals.

Mobile workers today are looking for

- Easy to handle keypad with straightforward data entry
- Multiple communication options reducing amount of time in the office
- Fully integrated data capture functions
- Large outdoor LCD screen to see more
- Access to real-time customer data at service location
- High quality camera with auto focus to capture proof of service
- Short communication lines with back office while in the field
- Long lasting battery lifetime for full shift operation

Besides the large screen feature there are other features matching target markets' needs.



Fulfilment of management requirements

- Reduction of operational costs
- Timely service by mobile workers thus increasing customer satisfaction
- Digital signatures for immediate invoicing to customer improve efficiency
- Mobile workers only use applications necessary for daily business
- Proof of condition of promotional material or billboard advertising
- Low cost of ownership offered by easy to maintain software solutions
- Future proof technologies offering investment preservation
- More efficient, accurate and speedy reports from the field

3. Main features

- Industrial grade PDA
- 3.8" Wide VGA outdoor LCD for excellent viewing experience
- 5.0 megapixels camera with autofocus and flash
- 1D laser scanner reads all common barcodes (2D imager and HF-RFID reader to be announced)
- All latest wireless technologies such as GPS, Wifi and WWAN
- 2.200mAH battery and an optional 4.000mAH battery
- 1.5m drop test to concrete, IP65 sealing
- Rich set of accessories such as 4-slot Ethernet cradle, gun grip, car kit and head set

Bundle at purchase

- PA690 Main Unit
- Main Battery 2200mAH
- USB holder cable
- Power Adaptor with Universal Plug
- Stylus
- Stylus bungee cord
- Hand strap
- CD for QRG and UM

4. Product positioning

The PA690 brings a unique 3.8 inch Wide VGA feature to the market but still has an ergonomic design. It has an impressive IP65 sealing and a 1.5m free drop test to concrete. Together these features make the PA690 a device that's suitable for multiple applications in many different markets.

Durability definitions and rankings
The PA690 is a very rugged device bringing extra durability to your application. Yet it's still easy to handle because of the great ergonomics created by the designers of Unitech. The table below explains the different classifications for mobile terminals, ranging from consumer grade products to heavy industrial ones.

Fragile	Consumer Grade Products	• No IP sealing • No Drop Proof specifications • No Specific Design aspects to • Protect vulnerable parts
Durable	Cross Enterprise / Light Industrial Products	• No sealing or only specific parts • 1 Meter Drop Proof specifications • Typical office environment
Rugged	Heavy Industrial Products	• IP sealing (IP54 minimum) • 1.2, 1.5 or 1.8 Meter Multiple Drop proof • Ergonomic design for industrial use • Specific elements supporting Rugged

Ruggedness offers mobile enterprises and their users a wide range of benefits:

- Reduced total cost of ownership
- Substantially more protection
- A reduced amount of repairs resulting in higher end-user experience and lower costs
- A smaller chance of downtime
- Built to handle the toughest environments without thought
- Longer product lifecycles compared to consumer grade products

"See more, get more" really fits the PA690. See more with the large 3.8" Wide VGA screen; get more with all the specs the PA690 is equipped with. Mobile workers will perceive great user experience when working with task lists on the large screen. They can communicate anywhere, anytime utilizing the different wireless options. The ergonomic design and many additional accessories make the PA690 the perfect design for an impressive amount of applications in field service, sales automation, hospitality, healthcare and logistics.

PA690 positioning within Unitech mobile computer range



5. User Experience

PA690 Front View

Speaker - Clear route navigation instructions for driver.

3.8 Wide VGA touch screen – Unique feature in the market allowing good viewing of task lists or route directions and customer info at the same time

Scan button – Easy scanning of products or spare parts during service in the field

Microphone – Noise cancellation and echo reduction for VOIP applications and high quality sound

Connector - High quality connector for multiple interface options



Double scanner button - Allows both left and right handed scanning

Windows Embedded Handheld 6.5 - Intuitive operation with latest Windows OS

Profile button – Quickly change sound profile of user

Expansion slot - Micro SD support SDHC up to 32GB

QWERTY or numeric keypad – durable and optimal positioned keypad minimizes device downtime and increases worker efficiency

5. User Experience

PA690 Rear View

Antenna – Both WWAN and WLAN for communication anytime, anywhere

Laser or imager and HF-RFID – Scan engine scans all common 1D, 2D barcodes and RFID tags

Stylus pocket holder – Easy access to stylus when needed for quick data entry

5 Megapixel camera – Allows high quality pictures in applications where proof or delivery of condition is mandatory. With flash and auto-focus



Hand strap connection – Allows better fixation of the terminal in workers'hands

3.5mm headset Jack – Headset connector allows handsfree operation. Supports push talk button

Volume bottom – Quick volume control

Field installable gun grip – these six points can attach a gun grip for scan intensive applications such as in warehouses

Battery – Maximum worker efficiency with powerful 2200mAh battery or optional 4000mAh battery

6. Accessories

The launch of the PA690 is accompanied by a set of accessories to ensure that the mobile worker can stay in operation for a full day facilitating his daily activities.

- 4-slots multi-bay Ethernet cradle
- 4-slots battery charger
- Gun grip (field installable)
- Desktop USB cradle with spare battery charger
- Desktop Ethernet cradle with spare battery charger
- Main Battery (2000mAh or 4000mAh)
- USB communication and charging cup holder, idiot proof design
- AC adaptor with Universal power plugs
- Vehicle cigarette charger
- Mono 3.5mm headset
- Car kit



Desktop cradle with spare battery charcher (USB or Ethernet)



Battery



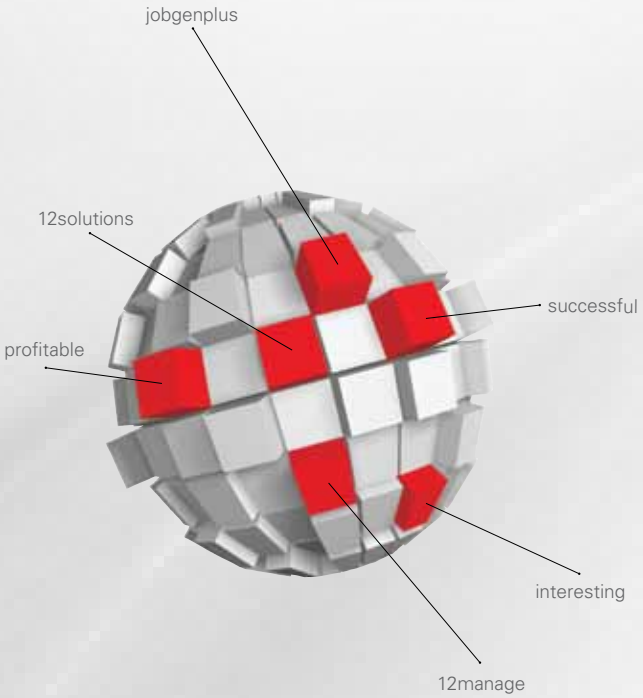
USB communication and charching cable

7. Software options

The total cost of ownership is composed out of various components. Besides hardware and accessories costs, it also includes services costs, implementation and helpdesk cost. Equally important are the software costs. The PA690 is equipped with a rich feature set all coming with specific software integration needs. Unitech has developed a wide range of tools and solutions to reduce the overall time spent to implement mobile computers easily and smoothly into end-user applications.

These in-house developed solutions by Unitech are called 12[want; to] Solutions, providing great enhancements to user experience and management needs. Most of the 12Solutions coming with Unitech devices are available in source code allowing a programmer to implement the code into his own developed application. This will minimize your software development times.

12Solutions are making your choice to work with Unitech even more interesting, profitable and successful.



Device management

12Manage

12Manage is an internet based device management system. It will allow 24/7 access to a portal giving instant views on the complete install base of mobile computers. 12Manage is built on open industry standards with no need for proprietary hardware or software to be installed. It only requires an internet connection. Updating quick and easy user applications or even locking down the device are just a few options available in 12Manage reducing the total cost of ownership.

12Solutions

12Capture
12Capture allows the device operator to make on-device screen captures. This will be of great help to do error reporting or preparation for user-documentation and guidelines.

12KnowWhere
12KnowWhere is a GPS solution showing the current device-GPS location on Google Maps. In addition it gives all relevant GPS receiver information such as number of satellites 'in sight', signal strength and RAW NMEA data.

12SNote
12Note is allowing the device operator to instantly edit and save TXT, LOG, INI and CSV files.

Utilities

12Connect
A toolset of multiple tools managing on-board radios such as the Bluetooth, WiFi or GSM/GPRS radio. It gives full control from within your own software solution, allowing power savings and zero-end user-configuration requirements.

12Lock
12Lock offers a keypad and screen lock. It can be integrated in your own application limiting user access at desired moments.

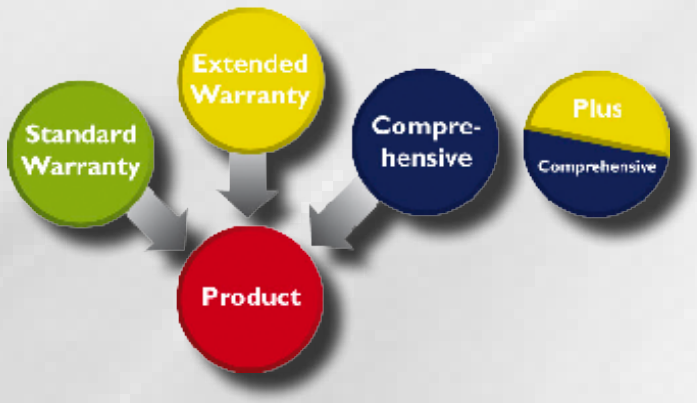
12BT
12BT will connect a Bluetooth device using its defined BT Mac Address. You can simply skip the "lengthy" discovery/connect process. It also allows you to scan a barcode containing the MAC address of a printer and it will simply connect.

The solutions and utilities mentioned above is a subset of the complete range of 12Solutions that Unitech offers. It matches the main feature set of the PA690. For the complete range of 12Solutions we kindly refer to our Software Selection Guide or http://www.unitechnical.info
software development times resulting in a shorter 'time to market'. 12Solutions can also be used for demonstrations and proof of concept purposes giving Unitech Value Adding Solution Partners and Business Partners a competitive position in their market space.

12Solutions are making your choice to work with Unitech even more interesting, profitable and successful.

8. UnitCare

Understanding the business and service needs of each industry where Unitech's mobile computers are running has been the base of UnitCare, a complete package of service levels offering business continuality. UnitCare will keep your mobile computers running at peak performance.



Unitech's service program, UnitCare, offers customers a high level of security by a reliable, high-quality and effective program for getting your devices serviced quickly. It also drives the hidden costs out of your installations.

UnitCare is an answer to customer demands to keep operations running efficiently as well as cost effectively resulting in an increase of customer satisfaction. UnitCare goes beyond the standard warranty, with a complete service offer for different needs. There are different UnitCare warranty options:

UnitCare Extended Warranty
UnitCare Extended Warranty extends your default warranty up to 3 years, providing easiness on service and maintenance and assuring a guaranteed return time of 5 days.

UnitCare Comprehensive
UnitCare Comprehensive coverage includes normal wear and tear, and accidental breakage during use and virtually eliminates any surprise repair costs for a significantly lower TCO.

Unitcare Comprehensive Plus
Unitech Comprehensive Plus will give a guaranteed percentage of buy-back at the end of your 5 years deployment. It reduces the Total Cost Ownership and at the same time allows you to lift your installations up to the next stage of technology available at that time.

UnitCare, we take care of your unit
More info: www.unitcare.info



9. United

{ju:naltld}
<> Formed or produced by the uniting of things and or persons; with - powers • Bringing all forces together

United is Unitech's dedicated Channel Partner Program. It has been designed with all players of the supply chain in mind, working together, being united in one program. United is designed to provide better profitability and growth for partners. United members can benefit from business development programs, excellent sales support, tailor made marketing support and additional program features based on various partner status levels. Regardless they are directly or indirectly purchasing from Unitech.

The completely new developed United Channel Partner Program reinforces Unitech's commitment to its direct and indirect channel partners across EMEA, aiming on growth and improving their bottom line. In addition this program underlines Unitech's channel centric 'go to market' strategy by recognizing those Partners that generate demand in their market space. United, already indicated by its name, unites Unitech and the channel partner for common purposes and actions and will share resources. Unitech understands channel partners are Key to the successful implementation of its products at end-users. Not only will they provide customer services once the implementation is done, they will also guide the end-users through their manufacturer selection process. United contributes to all these stages of engagement.

Unlike other Partner Programs, united is focused on both Unitech's Direct AND Indirect Partners.

More info: http://united.unitech.eu



Value Adding Distributors

Valua Adding Solution Partners

Business Partners

Independent Software Vendors

10. PQT Testing

Part of the total cost of ownership is being determined by the quality and service which needs to be provided during the implementation lifetime. When releasing a new product Unitech conducts a series of tests ensuring top-performance. Each test is aiming on quality assurance and specific needs by the mobile worker. Extensive testing takes place when Unitech releases a new product.



Key pad lifetime test

To simulate the actual key-stroke usage in a year. After the testing it may not have any broken or bad contact result from each tested key.



Vibration test

To ensure the construction and design of the tested object can withstand the normal usage conditions (such as truck driving) and will still perform all functions.



Temperature test

To ensure the tested object will be functioning normally including electronic and mechanical components. The PA690 will operate from -10°C to 50°C.



Cradle insertion test

This test will identify if over time there are any issues to be expected with insertion of the PA690 into the cradle. Even abnormal insertion is simulated.



Drop test

To ensure the construction and design of the tested object can withstand a sudden impact from a defined height. The PA690 is tested to survive multiple drops from 1.5 meter.

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Sales Kit



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1. Target Markets

The PA690 combines a unique screen size feature with a rich set of other important specifications to be successful in modern day data collection applications. The PA690 fits many today's key markets and is future proof for any other upcoming markets or applications where data needs to be collected. The PA690 fulfils management needs in important verticals such as field service and healthcare but also hospitality and logistics. All utilize either the 1D, 2D or RFID reading capabilities of the PA690. With all wireless options enabled the PA690 guarantees that management can react instantly on information from the field.

PA690 typical target verticals and applications

Although suitable for many verticals the most likely target markets for the PA690 are field service, healthcare, hospitality and logistics.



2. Competition

All specifications of the products below are referenced from their respective website and or product sheets.

Competitive product	Specification overview	Unitech sales arguments
Motorola MC65 	• Windows Mobile 6.5 • 600 MHz, 256 RAM/1GB ROM • 3.5" Full VGA, QWERTY or numeric • 2D imager • Optional 3.2 MP camera, autofocus • BT, Wi-Fi, 3.5G, GPS • 3600mAh battery • 359g, 1.8 drop, IP64	1. 3.8" Wide VGA screen offers more flexibility to the applications running on the device 2. PA690 can be deployed in markets where a RFID reader is demanded, e.g. healthcare 3. With a more powerful processor the PA690 is better capable to run complex applications
Motorola MC55A 	• Windows Mobile 6.5 Classic • 806MHz, 256 RAM/1GB ROM • 3.5" VGA, QWERTY or numeric • 1D laser or 2D imager • 3.2 MP camera, auto focus • BT, Wi-Fi • 2400mAh battery • 315g, 1.8 drop, IP64	1. PA690 can be fully used as a mobile phone to give calls to back office department from the field 2. The 5.0 MP camera with autofocus allows clearer capture of proof of service and video's 3. 3.8" Wide VGA screen offers more flexibility to the applications running on the device
Datalogic Elf 	• Windows Mobile 6.5 • 624MHz, 256 RAM/256 ROM • 3.5" VGA, QWERTY and numeric • 1D laser, 2D imager, RFID • 3 MP camera, autofocus • BT, Wi-Fi, 3.5G, GPS • 3000mAh battery • 440g, 1.5 drop, IP64	1. With a more powerful processor the PA690 is better capable to run complex applications 2. Datalogic not known from outside-4-walls applications. Elf gets strange snap on antenna for 3.5G radio 3. 3.8" Wide VGA screen offers more flexibility to the applications running on the device
Honeywell Dolphin 9700 	• Windows Mobile 6.5 • 624MHz, 256 RAM/1GB ROM • 3.7" VGA, QWERTY and numeric • 2D imager • 2 MP camera • BT, Wi-Fi, 3.5G, GPS • 486g, 1.5 drop, IP64	1. PA690 can be deployed in markets where a RFID reader is demanded, e.g. healthcare 2. The 5.0 MP camera with autofocus allows clearer shooting of proof of service and video's 3. PA690 has a weight advantage which makes is more ideal for field service engineers or other mobile workers
Psion EP10 	• Windows Embedded Handheld 6.5.3 • 800MHz, 256 RAM/2GB ROM • 3.7" VGA, QWERTY and numeric • 2D imager • 3.2 MP camera, autofocus • BT, Wi-Fi, 3.8G, GPS • 2400mAh battery • 345g, 1.5 drop, IP54	1. PA690 can be deployed in markets where a RFID reader is demanded, e.g. healthcare 2. With an IP65 rating the PA690 is better protected against dust and water impact 3. Optional 4400mAh battery and gun grip bring more efficiency and flexibility to applications
Intermec CN50 	• Windows Mobile 6.1 • 2x 528MHz, 256 RAM/512 ROM • 3.5" QVGA, QWERTY and numeric • 2D imager • 3.1 MP camera, autofocus • BT, Wi-Fi, 3.75G, GPS • 1950mAh battery • 310g, 1.5, IP54	1. PA690 has a a/b/g radio which makes it more suitable in urban areas with many Wi-Fi hotspots (hospitality) 2. The 5.0 MP camera with autofocus allows clearer shooting of proof of service and video's 3. PA690 offers more ruggedness and battery power to stay effective in the field for a full day

Competitive product	Key specification overview	Unitech sales arguments
Casio IT-800 	• Windows Mobile 6.5 • 624MHz, 128 RAM/256 ROM • 3.5" VGA, Numeric • 1D laser or 2D imager • 2 MP camera, autofocus • BT, Wi-Fi, optional 3.5G, GPS • 1850mAh battery • 350g, 1.5 drop, IP54	1. QWERTY keypad design allows familiar data input 2. PA690 can be deployed in markets where a RFID reader is demanded, e.g. healthcare 3. With a more powerful processor the PA690 is better capable to run complex applications
Pidion BIP-6000 	• Windows Mobile 6.1 or CE6.0 • 806MHz, 256 RAM/512 ROM • 3.5" (Q)VGA, QWERTY or numeric • 1D laser or 2D imager, RFID reader • 3 MP camera, autofocus • BT, Wi-Fi, 3.5G, GPS • 4400mAh battery • 407g, 1.8 drop, IP65	1. PA690 has a a/b/g radio which makes it more suitable in urban areas with many Wi-Fi hot-spots (hospitality) 2. Latest version of Windows operating system offers intuitive finger operation by mobile worker 3. 3.8" Wide VGA screen offers more flexibility to the applications running on the device
Handheld Nautiz X3 	• Windows mobile 6.5 • 806MHz, 256 RAM/512 ROM • 2.8 QVGA, 20 Alphanumeric keys • 1D laser or 2D imager • 3.0 MP Camera • Wi-Fi, 3.5G, GPS • 3300mAh battery • 260g, 1.8 drop, IP65	1. 3.8" Wide VGA screen offers more flexibility to the applications running on the device 2. PA690 has a a/b/g radio which makes it more suitable in urban areas with many Wi-Fi hot-spots (hospitality) 3. The 5.0 MP camera with autofocus allows clearer shooting of proof of service and video's

As the latest addition to the market for mobile computing and with its unique set of features the PA690 is ready to compete with any other device. What are the points to focus on when attacking install bases of the competition or when competing in totally new markets?

- Key aspect to focus on is definitely the 3.8 inch Wide VGA outdoor touch screen, allowing extra information on the screen, to truly see more. No other competitor device offers this unique feature
- Unitech offers the option to include a HF-RFID reader, something most competition with comparable devices is not capable of doing so. This makes Unitech the trusted supplier of mobile computing solutions for RFID, such as in healthcare blood tracking applications
- Very good pricing positioning compared to Motorola, Intermec, Datalogic and the other competitors. Unitech ensures partners a better margin with its products as well, making the PA690 a mobile computer to watch out for
- The Wi-Fi radio of the PA690 with a CCX4-certified 802.11 a/b/g radio is designed to keep up performance even in high density urban areas with many Wi-Fi hotspots. BIP-8000, Nautiz X3 and CN50 are all not equipped with such radio
- The PA690 offers better protection against dust and water compared to the EP10, CN50 and IT-800 ensuring a lower TCO in the end
- Encompassing a 806mHz processor the PA690 offers plenty of processing power for even very demanding applications. More powerful compared to MC65, Dolphin and Elf for instance
- The PA690 is at the start of its product life cycle ensuring that it will be kept in operation for several years from now
- Flexible in the choice for type of keypad (numeric or QWERTY) to offer the perfect data entry mode for any application. IT-800 and Nautiz X3 only offer numeric
- PA690 is equipped with the highest resolution autofocus camera currently on the market for mobile computers
- 12Solutions including 12Manage greatly enhance user experience. Unitech's solutions are free or charge and increase your value offering to the end-users and decrease software integration costs as well. For other device management systems users have to pay

3. PA690 unique selling points

With the PA690, Unitech combines all modern technologies to offer the most flexible and versatile mobile computer on the market today. There is no other device with a 3.8 inch Wide VGA screen bringing opportunities to execute two applications at the same time. See more and get more with the PA690!

Operating system

- Latest version of Windows Embedded Handheld offers great user experience by intuitive finger operation
- Applications run quickly with the 806mHz processor, one of the highest CPU values currently on the market for rugged PDA's

Display

- Very large 3.8 inch Wide VGA screen makes the PA690 the perfect choice for ordering taking in hospitality, or combining route directions with CRM applications in logistics and sales automation. But also for capturing digital signatures in parcel delivery or working with structured task lists in field service and mobile nursing
- Transflective color LCD ensures good readability in direct sunlight, ideal for any outdoor application in the field
- Smart Light Sensor automatically detects environmental lightness. The mobile worker doesn't have to set the brightness himself ensuring savings in power consumption

Keypad

- Both available in QWERTY and numeric keypad design offering a suitable keypad depending on customer demand

Communication

- U-blox 6 GPS with KickStart and SuperSense technologies provides route direction anytime anywhere, even in urban areas with low GPS satellite signals
- Summit IEEE 802.11 a/b/g offers good roaming in areas with high Wi-Fi hotspot density such as city centers. Ideal Wi-Fi module for applications in hospitality
- CCX4-certified for safe data transfer from any hotspot to any location
- Dual external antennas for WWAN and WLAN ensures excellent wireless connectivity and performance
- Phone option allowing phone calls to back office departments
- Dual microphone designed with noise cancellation and echo reduction for clear voice communication. Ideal for VOIP applications for example in warehouse picking applications

Camera

- 5.0 megapixels camera with autofocus allows quality capturing of proof of condition and proof of service in applications such as law enforcement and sales automation. This camera is one of the best resolutions currently on the market
- Capture competitors' marketing exposure or cross selling opportunities on images or in video format to increase sales revenue

Enclosure

- IP65 provides plenty of durability to the PA690 in order to keep device uptime anytime in any extreme data collection application
- While a rugged industrial PDA this mobile computer still is very handy in terms of operating the device with one hand or when using it for longer periods of time all because of the relative low weight
- Where consumer grade devices can easily break down with accidental drops the 1.5 meter drop test of the PA690 provides the ruggedness needed for a good return on investment

Accessories

- Complete set of accessories allowing optimized deployment time in the field maximizing worker efficiency
- Optional 4000mAh battery is available to give extra flexibility to workers that cannot easily return to the office for charging the terminal
- 4-slots Ethernet cradle greatly improves the time workers can stay in operation during their shift
- Idiot-proof robust designed USB cup holder for charging and communication
- Durable car kit solution to facilitate true field service applications

Software

- 12Manage device management software greatly reduces the total costs of ownership of you hardware installations
- 12Solutions software provides unique enhancements in user experience and reduce the software integration costs
- Unitech software solutions and utilities come with our devices free of charge and add extra value to the total solution offered to the end user

4. Selling strategies

PA690 shakes up the current mobile computing environment with its specs and pricing positioning. Ideal for basically any market the PA690 is the solution to further professionalize businesses with state of the art technology and trusted reliability you expect from an Unitech device.

See more with the unique screen feature

Lots of standard screen sizes are seen in the market, such as 2.8 inch and 3.5 inch. Devices with these screens all have their benefit in their specific target markets. But thinking of situations where you need to see more, you need a bigger display. To really show off with your application Unitech adds a unique screen feature to the market. Now there's an opportunity to stand out of the crowd and make your application the standard. PA690 allows extra information with less handling, bringing extra efficiency. No need to scroll down to capture a digital signature anymore. Seeing customer information, while still benefiting from route directions is not an issue as well. The ease by with digital forms can be completed without continuously scrolling down in the menu greatly improves the satisfaction of both the external as well as your internal customers.

Other advantages of PA690's unique screen feature:

- Zooming option for text based applications
- Support for full feature web pages
- Nice and neat display of pictures and text

Communication at all times

No matter you need the PA690 inside or outside the four walls. Communicating with your colleagues or back end system is done utilizing one of the different options PA690 has to offer. Benefit from the high quality CCX4-certified Summit 802.11 a/b/g radio for safe and continuous data transfer, also at places with many Wi-Fi hotspots such as urban areas. This makes the PA690 ideal for hospitality applications in for example city bars or wellness centres in recreational areas. For outside the four walls the PA690 is equipped with a 3.5G modem ensuring your mobile workers stay in contact with back office any moment of the day. Track your employees and send them out to the closest point where immediate service is needed by utilizing the U-Blox 6 high performance GPS chipset with Kickstart and SuperSense technologies. This GPS feature ensures worldwide cover and positioning information even in hard to reach urban areas.

Reduce operating costs

Operating costs can be greatly reduced with the PA690. Benefit from the field installable gun grip on busy moments in applications with lots of scanning activity. No need to hire extra personnel, just add this flexible gun grip feature. With its Bluetooth feature the PA690 can be easily connected with a mobile printer or any other wireless external device. Let your workers print labels and receipts on the spot without having them walking back to a centrally located printer, losing time and money. The optional 4000mAh battery allows longer operating time. This means your workers do not have to come back to the office to recharge the terminal. The PA690 has an impressive IP65 sealing and is drop tested to concrete from a height of 1.5 meter. Even in extremely demanding situations the PA690 is able to stay in operation bringing the TCO and ROI you expect from rugged mobile computers.

Flexible in all of its aspects

Depending on your need there is an alternative the PA690 has to offer. Configurations with or without scanning or even choose between laser and imager, if needed combined with RFID. For inside the four walls applications you can choose a configuration with Wi-Fi only. Don't forget to add the optional gun grip which is field installable in case you have to scan a lot of barcodes. For outside the four walls applications there are configurations with a 3.5G WWAN radio and GPS allowing instant data-exchange from the right location. The 5.0 megapixels camera with autofocus and flash delivers quality proof of service or condition. For every situation the PA690 has an answer.

Making sure you are ready for the future

Depending on the configuration you choose the PA690 is ready to bring your applications to a next level and into the future. Choose a configuration combining laser or imager with the HF-RFID reader. When integrating both into your mobile computer choice you ensure that any changing data collection demand is countered with the PA690 without having to make heavy new investments. Take healthcare as an example, where 2D barcodes already are very common on wristbands and drugs packaging. With a HF-RFID module inside as well you ensure that business is ready for blood tracking applications as well, where more and more RFID technology is used to have a reliable and safe tracking record of blood bags. RFID tags could be implemented in wristbands and drugs packaging as well. Choosing the right PA690 model now is saving money for later.

Other key points to reference

Minimizing paperwork and unnecessary kilometres is essential for companies that want to reduce their cost base and carbon footprint. A mobile computer such as the PA690 can realize these goals for your company. Mobile workers are constantly up to date with new information regarding their daily tasks, which ensures that routes are optimized. Unnecessary kilometres are history. New tasks are easily assigned by the back office system to the PA690. This reduces unnecessary time mobile workers spend at the office or on phone calls. And imagine the pile of paper that can be saved when replacing all the administration forms for their digital counterparts.

To conclude
The PA690 truly is a rugged mobile computer with its IP65 sealing and 1.5 meter drop test. Still it's lightweight enough to be used by mobile workers intensively. Its powerful processor and high memory capacity make sure any application runs smoothly. The rich set of additional accessories, including a 4-slots Ethernet cradle, smart car kit solution and field installable gun grip complete the total package of flexibility and efficiency the PA690 can bring to your business.

You buy a PA690 as a total package, including the terminal, battery, USB charging cable and AC adaptor with universal plugs. Unpack it and start working with the PA690 immediately. Any needed additional accessories are easily ordered and installed afterwards.

To summarize:

- See more... much more! With the large 3.8 inch Wide VGA screen
- Extra space on screen for digital signature, route directions, without the need to scroll down
- Ideal device for both inside as well as outside the four walls applications with CCX4-certified Wi-Fi and 3.5 WWAN modem
- All other wireless technologies are included with GPS for tracking and tracing and Bluetooth to connect with wireless devices
- Lightweight yet very rugged mobile computer with IP65 and 1.5 meter drop test rating delivering high level TCO and ROI
- Different configurations possible depending on your need. Choose between 1D laser, 2D imager and HF-RFID reader or a combination
- Reduce operating costs, carbon footprint and get rid of the big pile of paperwork you used to deal with
- The PA690 comes as a total package so you can start immediately after purchase

5. Why Unitech?

Reasons for choosing Unitech for your mobile hardware

- Continuous high investment in R&D
- United program to recruit new business together-United
- Local EMEA service & support
- Assigned sales professionals at your side helping you in all stages of the projects
- Value adding software tools as differentiator making software integration easy
- Customer satisfaction focused service programs
- Commercial support on local markets
- Unitech partners love to sell Unitech because its good value for money. Unitech guarantees margin for its partners
- Reseller recruitment to develop Unitech and distributor business



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