GRANIT™ ULTRA

Ultra-Rugged Cordless Area-Imaging Scanner

PRIMARY MARKET FOCUS

Warehouse/DC

- Picking
- Packing
- Shipping
- Assembly
- Material Handling

T&L

- Sortation
- Package tracking

Manufacturing

- Assembly
- Material Handing
- Shipping

CUSTOMER PROFILES*

- Corded: Users who prefer simple hardware implementation, and in use cases where the user remains close to their workstation.
- Cordless: Users who need to range extended distances from their workstation, or whose workflows are not compatible with cables
- Standard Range: Users reading all barcodes within arms length
- Expanded Range: Users who benefit from expanded range from contact to as far as 33’ (10m) on large barcodes (100 mil C39) or nearly 6’ (1.78m) on 13 mil UPC.
- *For ultralong range, Granit XP XLR models offer maximum range (ex. standard product labels read from a fork truck) or with mid-resolution rack labels*

FOCUS APPLICATIONS / USE CASES

- Packing and shipping: Rapid scanning, drop/tumble resistance for optimized uptime and low TCO
- Material handling: Extended range XR model for receiving, staging, putaway
- T&L: Parcel tracking and sortation. High speed multi-code scanning can track multiple packages at a time, or scan and output multiple codes on a single label at once.
- Manufacturing assembly: Ultra-durable design to address common failure points (scan window, cables) while offering robust scanning of difficult codes

SUMMARY OF THE BUSINESS CHALLENGES THE SOLUTION ADRESSES

Durability and Performance

Granit is designed to address hardware failures from use of lower durability scanners, leading to process downtime and increased service/replacement costs. In VOC, customers frequently note broken scan windows and failing cables as the top issues with competitive designs. Granit Ultra has a small, deeply recessed, chemically hardened glass window to dramatically increase durability. Cables are tested to 500K flex cycles, and cold storage versions tested at -30C with 300K flex cycles help address reliability concerns.

Honeywell Granit Ultra
Ultra-Rugged Mobile Computer

Throughput and productivity are important to customers; the ability to scan normal codes quickly is paramount. When scanners cannot read damaged and low-quality codes, users must resort to slow and error-prone manual data entry; Granit is designed to deliver premium scanning performance and solve these common customer challenges.

*Honeywell standard benchmark testing conducted on Granit Ultra SR and XR models vs.Granit XP on 6 collections of reference barcodes

Honeywell

ELEVATOR PITCH

Damaged or low-quality printed barcodes can cause many scanners' pace to decrease, or even force cumbersome (and error-prone) manual data entry.

Granit Ultra integrates high speed processing, AI algorithms, and decoding enhancements to result in an average 45% scanning speed increase vs. Granit XP*, enabling improved productivity.

In common rugged environments, a scanner must be durable enough to survive harsh treatment. Honeywell Granit Ultra is ready to deliver. 10' drops from fork trucks, docks, and picking trucks, 7,500 tumbles from 3'/1m (typical working height), and wide operating temperatures are no problem for Granit Ultra.

But great specs are meaningless if there are other weak links in the chain. As one example, customers often cite scratched and broken scan windows as a frequent failure point in competitive scanners. Honeywell Granit Ultra's small, deeply recessed, scratch- and impact-resistant scan window is designed to help ensure that the electronics and optics remain IP65/68 protected.

PRICE POSITIONING

- Granit Ultra is priced above Xenon Ultra handheld scanners in line with the increase in durability for harsh operating environments
- Granit Ultra is anticipated to have a street price slightly below Zebra DS36X8 models to win deals
- Granit Ultra is expected to be priced above Datalogic Powerscan models, with higher durability and performance to justify this position
- Granit Ultra is priced to match Granit XP

WHY CHOOSING HON VS. THE MAIN COMPETITOR?

Ultra Scan performance

Encourage your partners to do head-to-head testing to see the difference between Granit Ultra and the DS36X8 and see for themselves.

Ultra Durability

Beyond drop/tumble/sealing specs, scan window and cables are the most common customer complaints on failure points. Granit scan window design (deeply recessed, hardened glass) and ultra-rugged cables designed to address major concerns

Ultra Easy to Use

Cordless charge/communication base configurable for secure vertical/vehicle retention, or super-easy horizontal docking/undocking.

LAUNCH STRATEGY APPROACH

Priority one is seamlessly transitioning existing Granit customers to the higher-performance Granit Ultra.

Priority two is capturing new business with our compelling scan performance, durability, and user-friendly design.

GO TO MARKET APPROACH

Support small and mid-sized customer opportunities via channel partners.

Pursue major opportunities with direct engagement of sales team and solutions architects.

Encourage partners to conduct head-to-head performance tests with competition to gain confidence in Granit Ultra.

Leverage mobility and print opportunities to present rugged scanning, addressing the full set of customer requirements.

SUMMARY OF THE COMPETITIVE SITUATION

Zebra DS36X8

- Similar drop/tumble/sealing specs as Granit Ultra
- Large, vulnerable scan window creates a failure point
- Near field scan distance requires users to pull scanner away from common barcodes, increasing learning curve and decreasing ease of use
- Cordless models have status icons on top of the head, versus Granit's which are positioned in the users' line of sight
- Unprotected charge contacts on front of scan head create a potential failure point, vs. recessed contacts on scan foot on Granit
- Charge base requires positive pressure to dock, creating opportunity for user error

Datalogic PowerScan

- Large, vulnerable scan window creates a failure point
- Near field scan distance requires users to pull scanner away from common barcodes, increasing learning curve and decreasing ease of use
- Less energy-efficient contactless charging promoted as solution for durability, versus Granit articulating charge contacts as a simpler solution.
- Proprietary sub-1GHz alternative to Bluetooth; popular with some EU customers; Granit offers standards-based BT solution to potential interference.

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QUESTIONS TO GUIDE THE CONVERSATION WITH CUSTOMER PROSPECTS

Q. FAQ: What problems do you encounter with your current rugged scanning solution?

A. Common answers are scan window breakage, cable failures, and difficulty, creating opportunity to discuss Granit design features.

Q. How do legacy Granit SKUs translate to new SKUs?

A. 1990i => 2100i

A. 1991i => 2105i

A. SR => SR, XR => XR

Q. Will my existing configuration settings and barcodes work on Granit Ultra?

A. Yes. The programming settings from legacy Granit and Granit XP can be directly applied to Granit Ultra, simplifying transition from legacy to the new higher-performance Ultra models.

Q. Which accessories are backwards compatible from legacy Granit?

A. Cables, stands, holsters, take-up reel, vehicle mount holder, lanyard plate, cable o-ring, Bluetooth access point, heaters,

Q. Which accessories are not backwards/forwards compatible with legacy Granit?

A. Due to the upgraded charging architecture, Granit Ultra has several key accessories that are all new, and not compatible with prior generations: Charge/ communication base, battery, and power supplies, and battery end cap. Due to the redesigned scanner foot, the rigid presentation stand is not recommended for use with Granit Ultra.

Q. How is Granit Ultra priced versus Granit XP?

A. Granit Ultra is priced at the same point as Granit XP in order to simplify customer transition, and to position this high performance model to win against the competition

Q. Is an XLR model planned on the Granit Ultra platform?

A. Yes, this is planned for release in 2H 2025.

Q. Why does Granit Ultra XR have yellow-green illumination

A. During development, the team found that they were able to maximize brightness for further improvement to long range scanning performance by tailoring the color spectrum; this has the added benefit of improving user visibility to the field of view for the scanner at mid distance.

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QUESTIONS TO GUIDE THE CONVERSATION WITH CUSTOMER PROSPECTS

Q. Why do we list both IP65 and IP68 on the datasheet? Isn't IP68 a more stringent spec?

A. IPX5 specifies jetting water, while IPX8 specifies immersion. It is possible to pass one specification and not the other. Ultra-rugged Granit Ultra passes both standards, so both are listed on the datasheet.

Q. What is different about the charge and communication base?

A. The base has been substantially redesigned for performance and ease of use. Ease of insertion and security of retention have both been improved. The base can also be easily and without tools reconfigured for easy drop-in insertion and removal, improving user experience, reducing learning curve and making it easy for users to position the scanner for positive charging. Additionally, the new CCB has improved to IP65 sealing, and new recessed charge contacts to reduce abrasion and increase general durability.

Q. How do I get a demo?

A. SKUs are available in SFDC—place your demo order now.

Q. When will the old product be retired?

A. Plan for official retirement is roughly 6 months after the new models arrive. Based on improved performance, shared configuration codes, and backwards-compatibility of many accessories, the qualification process should be simple for most customers. Please begin the qualification/replacement discussion with your customers now to ensure they are well ahead of the discontinuation, and they can start benefiting from upgraded performance immediately.

Q. Why does Granit Ultra use Bluetooth 4.2 instead of 5 or greater?

A. Later versions of Bluetooth standards have few features of relevance to barcode scanner communications. Accordingly, while the hardware is capable of 5.0, we have chosen to release Granit Ultra with the proven 4.2 standard.

Honeywell Granit Ultra
Ultra-Rugged Mobile Computer

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