

UMD's newsletter on Edgeware products & solutions.

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2010 Outlook

It has become a tradition that we provide an outlook at the start of each year, and we already have a sense that this year is going to be busy for all of us.

No doubt we are all glad to see the end of 2009 and we have started to already notice the recovery had commenced from Q4 of last year.

The demand for real time visibility in every industry continues to drive our business, industry and partners. In order to achieve real time visibility you in essence need to add "eyes" and "ears" to software via automatic data capture and intelligence sensing technology like RFID and barcoding.

Though RFID is coming from a low base, RFID is finally here and deliverable. We now receive daily enquiries for RFID products and services resulting in an expanding product and service offering. In particular our "**solutions as a service**" offering now has over 2 years experience in providing RFID managed services.

UMD will continue to invest in engineering, professional services and our key agencies. Also watch out for our new improved customer service tools this year.

Geoffrey Ramadan
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Honeywell

Honeywell

As part of the recent Honeywell channel restructure, UMD has been appointed a "**Platinum Business Partner**" of *Honeywell's Scanning and Mobility*. This includes the full Honeywell range of scanning and mobility products.

UMD will be focussing on value adding.

This has also resulted in significantly new lower pricing. (see following examples)

We will also be using the Vendor's original part numbers for ordering. Please see our web page for current codes.

There is still some work to update our web pages, as only some of the Honeywell scanning products are listed.

Please contact mailto:sales@umd.com.au for any specific requests.



<http://www.honeywellaidc.com/>

IT3200i

Part Number	Model Number	Description	RRP	
			Inc GST	Ex GST
3200-04USBKITE	IT3200i-USB	Hand Held Linear Imager Kit, ivory, USB cable	\$176.00	\$160.00
3200-04KBWKITE	IT3200i-W6	Hand Held Linear Imager Kit, ivory, KBW cable	\$176.00	\$160.00
3200-14USBKITE	IT3200b-USB	Hand Held Linear Imager Kit, black, USB cable	\$176.00	\$160.00
3200-14KBWKITE	IT3200b-W6	Hand Held Linear Imager Kit, black, KBW cable	\$176.00	\$160.00

MS7120 Orbit

Part Number	Model Number	Description	RRP	
			Inc GST	Ex GST
MK7120-31F47	MS7120Kb-W6/PS	KBW Kit: black scanner (MS7120-47-3), mounting plate (45-45619), 2.9m (9.5') straight wedge KB cable (59-59002x-3), AU power supply (46-00528) and documentation	\$462.00	\$420.00
MK7120-71F47	MK7120Kg-W6/PS	KBW Kit: light gray scanner (MS7120-47), mounting plate (45-45619), 2.9m (9.5') straight wedge KB cable (59-59002x-3), AU power supply (46-00528) and documentation	\$462.00	\$420.00
MK7120-71F41	MK7120Kg-RS/PS	RS232 Kit: light gray scanner (MS7120-41), mounting plate (45-45619), 2.9m (9.5') straight RS232 cable (59-59000x-3), AU power supply (46-00528) and documentation	\$462.00	\$420.00

MS9535 Cordless

Part Number	Model Number	Description	RRP	
			Inc GST	Ex GST
MK9535-39F547	MS9535Kb-W6	KBW Kit: black scanner (MS9535-5-3), cordless charge base (MI9535-547-3), AU power supply (46-46882), KBW cable (57-57002x-3)	\$580.80	\$528.00
MK9535-79F547	MS9535Kg-W6	KBW Kit: light gray scanner (MS9535-5), cordless charge base (MI9535-547), AU power supply (46-46882), KBW cable (57-57002x-3)	\$580.80	\$528.00
MK9535-79F5M47	MS9535MKg-W6	KBW Kit w/ Memory: light gray scanner (MS9535-5M), cordless charge base (MI9535-547), AU power supply (46-46882), KBW cable (57-57002x-3)	\$580.80	\$528.00
MK9535-79F5M14	MS9535MKg-RS	RS232 Kit: light gray scanner w/memory (MS9535-5M), cordless charge base (MI9535-514), AU power supply (46-46882), straight RS232 cable (59-59000x-N-3)	\$580.80	\$528.00
MK9535-79F5M38	MS9535MKg-USB	USB Kit w/ Memory: light gray scanner (MS9535-5M), cordless charge base (MI9535-538), AU power supply (46-46882), low speed USB cable (52-52828x-3-RW)	\$580.80	\$528.00

As usual, please contact mailto:sales@umd.com.au for any queries.

Kind Regards,

Customer Service Team

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