



**NOW, GET WIRELESS DATA COLLECTION AS A SEAMLESS, SECURE EXTENTION OF YOUR LAN.**



## GIVE YOUR BUSINESS **A SERIOUS COMPETITIVE EDGE.**



With today's razor-thin margins, businesses need to continually look for new ways to optimize supply chains, maximize factory productivity, increase sales and service levels, and reduce costs. In this hyper-competitive environment, think of the advantages if you could combine best-of-breed data collection and wireless networking technologies into a single, integrated solution that was a seamless, secure extension of your corporate LAN—not a separate or add-on system.

Now, Cisco Systems, Inc., the world's leading supplier of wired and wireless networks, and Intermec, a worldwide leader in Barcode and RFID technologies, enable you to achieve the best of both worlds. The result? Retailers, manufacturers, transportation, logistics, healthcare, and other organizations that require automated data collection can run leaner and faster than ever before.

### **Best of breed data collection solutions, seamlessly integrated for optimum performance**

Intermec develops, manufactures, and integrates both wired and wireless automated data collection, Intellitag® RFID (radio frequency identification), and mobile computing systems for companies worldwide. Its wireless data systems allow companies to identify, track, and monitor virtually anything that moves. Intermec's data collection devices, including fixed and handheld scanners, mobile computers, printers and RFID solutions, leverage the latest technology available today. The company's Intellitag RFID technology allows organizations to track items automatically with read and write capability unparalleled in the industry—without the line of sight requirements of traditional data collection.

As a leading Cisco Solutions Technology Integrator (STI), Intermec participates in the Cisco® Compatible Extensions (CCX) program. CCX is designed to ensure that wireless client devices from participating vendors are fully interoperable with Cisco WLAN infrastructure products. It also enables them to take advantage of all the innovative WLAN features pioneered by Cisco, providing far greater functionality at the edge of the network—and integrating them seamlessly into the network.

All new Intermec data collection devices—from mobile computers to printers and RFID readers—have been certified compatible by independent third party, Key Labs. As a result, Intermec client devices, when combined with a Cisco WLAN, can provide valuable added benefits, including:

- Virtual self-installation
- Faster response times by taking advantage of Cisco Quality of Service (QoS) to prioritize network traffic
- Detection and location of rogue access points
- Continuous scanning and monitoring of signal quality
- Detection, isolation, and location of network interference
- Simplified WLAN deployment with assisted site surveys
- High availability with self-healing WLANs

This means you'll enjoy a smarter, more manageable data collection solution that can reduce your IT support costs, minimize downtime, help provide airtight security, and maximize performance. That alone could make your business run more efficiently. Yet, that's only the beginning.

### One network is better than two

Traditionally, automated data collection solutions have required customers to install a specialized wireless network at the edge of the enterprise that uses a proprietary operating system (OS) and introduces new elements into the wiring closet or the data path. While these are sometimes less expensive to deploy initially, they add complexity, which increases Life Cycle support costs such as network management and maintenance. They also usually don't scale very well. And, they don't provide the same levels of network security—a critical consideration as wireless networks proliferate.

The Cisco® Structured Wireless-Aware Network (SWAN) extends the full functionality of your LAN to your WLAN and all of its applications, including data collection. It's a simpler, sounder approach that enables you to enjoy the same benefits from your wireless network that you have come to expect from your Cisco LAN, including:

- Convenient management of Cisco wireless access points and client devices with the same, familiar Cisco IOS
- Ease-of-deployment
- The highest levels of security
- Maximum reliability and scalability

### The world's leading wireless networking solution

Fully integrated with the world-class Intermec client devices at the edge of your network, Cisco wireless networking solutions include everything you need to maximize your WLAN investment and enjoy more efficient data collection, by providing you with:



#### ALPINE ELECTRONICS

*"We believe that customer satisfaction is achieved through quality, delivery, speed, and cost. And the cost of the Intermec/Cisco solution was really nominal, even negligible compared to the value we see from it day to day. The combination of Intermec handheld devices and Cisco access points has been just brilliant."*

—John Shank  
Network/Telecom  
Manager





### **JOHNSONVILLE SAUSAGE, LLC**

*"I believe this represents the first marriage of Intermec and Cisco Aironet technology, certainly the first time for this purpose. It's an excellent example of multivendor interoperability. The speed is always there and the signals are fast. It is much easier to find things and move product throughout the facility."*

**—Bob Meyers  
Network Systems  
Engineer, Coach**

- **Cisco Aironet® Series Access Points** – Offering secure, manageable, and reliable wireless connectivity, Cisco Aironet Access Points provide industry-leading Radio Frequency (RF) technology for the largest coverage area and high throughput. And, the Cisco Aironet 1200 Series supports multiple wireless standards, including 802.11g, 802.11b, and 802.11a environments.
- **Management and Security Servers** – The CiscoWorks Wireless LAN Solution Engine (WLSE) and an IEEE 802.1X authentication server enable you to manage and secure your wireless network, simplifying the deployment and management of the WLAN infrastructure and helping you implement an enterprise-class security solution.
- **Wireless ready switches and routers** – With “wireless aware” IOS Software included, Cisco switches and routers provide you with a unified system that extends to wireless traffic all of the enterprise-class scalability, security, reliability, and simplified manageability of the wired infrastructure. This enables you to implement a wireless solution without introducing unfamiliar or unproven WLAN point products into the network.

### **Minimize costs, maximize performance**

With one, proven network to manage and maintain instead of two, you can lower your total cost of ownership (TCO). And, you'll be able to tightly integrate front—and back—office functions in your organization, for maximum efficiency and faster sharing of critical data among all departments. That can help you run a more agile, responsive business—and stay a step ahead of the competition.

### **Enjoy worldwide leadership, service, and support**

Today, more organizations choose Cisco for their wired and wireless networking solutions than any other company. And, Intermec supplies the automation needs of over 70% of Fortune 500 companies and is the only end-to-end data collection solutions provider. When you combine the expertise of both companies, along with their worldwide 24/7 service and support, you'll enjoy a world-class wireless networking and data collection solution that can give your business a serious competitive edge—today and tomorrow.



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