



EXECUTIVE SUMMARY

Partner Designation

- Registered Channel Partner
- Cisco Technology Developer Program
- BAPP Pilot Partner

Associated Cisco Solution

- Cisco PCI Solution for Retail
- Cisco Self-Defending Network

Customer Benefits

- Improve customer service
- Respond to peaks in customer traffic and accelerate checkout
- Minimize dedicate checkout locations to maximize store floor selling space
- Enhance risk management capabilities and company security posture
- Strengthen customer data security

Targeted Industries

- Retail

Geographical Regions Served

- Worldwide

Intermec Retail Mobile POS Solution

Intermec Inc. (NYSE:IN) is a leader in global supply chain solutions and in the development, manufacture, and integration of wired and wireless automated data collection, Intermec radio frequency identification (RFID), mobile computing systems, bar code printers, and label media. The company's products and services are used by customers to improve productivity, quality, and responsiveness of business operations, from supply chain management and enterprise resource planning to field sales and service. The company has 2,100 employees with operations in more than 70 countries.

Partner Solution Description

The Intermec Retail Mobile Point-of-sale (POS) solution enables retailers to deploy innovative applications that provide exceptional service to customers while improving employee productivity anywhere in the store. The Retail Mobile POS solution integrates data from mobile computers with the stores' point-of-sale systems to keep data updated in real time. Store associates can check out customers anywhere in the store, improving customer service, better supporting promotions, accelerating checkout, and eliminating customers having to wait for information.

Intermec's Retail Mobile POS solution combines state-of-the-art computing with application software to reduce labor costs and increase front-line workers' efficiency, productivity, and profitability. It has been tested to work with the Cisco® PCI for Retail Solution, a set of recommended and configured architectures that incorporate Cisco and partner technology to support highly secure transport for POS traffic, such as credit card data, cardholder information, transaction logs, and database records.

Core Components of the Partner Solution

The Intermec Retail Mobile POS solution is built around Intermec's innovative CN3 mobile computer, which includes communication capabilities that enable access to voice and high-speed data anywhere.

CN3 Mobile Computer

With standard Wi-Fi, Bluetooth, and choice of integrated, network-independent GPS receiver and WAN voice and data services, the CN3 connects employees to company systems for improving efficiencies and increasing asset visibility. Store associates gain access to information when and where they need it. A thin, rugged form factor is ideal for mobile workers.

Related Cisco Products

- **Routing and Switching:** Cisco Integrated Service Router with advanced communications and security capabilities
- **Network Management:** Cisco Security Monitoring, Analysis, and Response System and other products support network reporting, provisioning, policy and change management, and workflow tracking
- **Security:** Cisco ASA 5500 Series Adaptive Security Appliances offer firewall, Anti-X, intrusion prevention, and VPN capabilities
- **Wireless Networking:** The Cisco Unified Wireless Network with support for mobility services and offering simple, secure connectivity for Intermec Cisco-compatible handhelds and devices.

Related Partner Information

White paper: Meeting the Retail Challenge: Solutions from Intermec (http://epsfiles.intermec.com/eps_files/eps_brochure/Retail_borchure_web.pdf)

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