



COMPETITIVE SELLING GUIDE



GRYPHON™ C	GFS4400
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# **MOTOROLA DS457**





# Features

PERFORMANCE			
Max Resolution (1D / 2D)	4 mil / 7 mil	STD: 5 mil / 7.5 mil HD: 3 mil / 4 mil	
Reading Symbologies	1D Linear, 2D, Stacked and Postal Codes	1D Linear, 2D, Stacked and Postal Codes	
Max Reading Distance (EAN 13 / 100% UPC)	41.9 cm / 16.6 in	38.9 cm / 15.3 in	
Reading Depth-of-Field (EAN13 / 13 mil)	39.4 cm / 15.5 in	35.1 cm / 13.8 in	
Reading Depth-of-Field (Data Matrix 15 mil)	23.4 cm / 9.2 in	23.6 cm / 9.3 in	
Reading Field-of-View	40° horizontal; 26° vertical	STD: 39.6° horizontal; 25.7 vertical HD: 38.4° horizontal; 24.9 vertical	
PHYSICAL CHARACTERISTICS			
Dimensions	3.9 x 5.7 x 5.8 cm / 1.5 x 2.2 x 2.3 in	2.92 x 5.84 x 6.2 cm / 1.15 x 2.3 x 2.44 in	
Weight	USB: 170 g / 6.3 oz RS-232: 204 g / 7.2 oz (cable included)	111 g / 3.9 oz (without cable)	
ENVIRONMENTAL			
Operating Temperature	-20 to 50 °C / -4 to 122 °F	-20 to 50 °C / -4 to 122 °F (aimer disabled above 45 °C / 113 °F)	
Storage Temperature	-20 to 70 °C / -4 to 158 °F	-40 to 70 °C / -40 to 158 °F	
Drop	76 cm / 2.5 ft to concrete	76 cm / 2.5 ft to concrete	
Sealing	IP54	IP54	
ELECTRICAL AND MIX FEATURES			
Aiming	Laser (central cross + four dots)	Laser (central cross)	
Communication Interface	RS-232, USB (USB-COM; USB-HID; USB-OEM)	RS-232 (TTL levels), USB	
SW Configuration	Aladdin™	123Scan	
User interface	Datalogic's patented 'Green Spot' technology; 3 LEDs: Power/Good read/Trigger; Digital I/O; Trigger; Beeper	/; Bi-color LED (red and green); Trigger; Beeper	
Additional Distinctive Features	Remote Host Download; Driver License Parsing	Driver License Parsing on a dedicated model (DL)	
FACTORY WARRANTY	3 years	3 years	

#### **Datalogic Advantages:**

- Size: Although the dimensions of the DS457 scanner body are smaller, they do not include the connector shell on the mating cable. The Gryphon™ GFS4400 scanner has a hard-wired cable with no connector shell and a smaller overall size.
- Driver License Parsing is included in the standard model (dedicated model with different optic and higher list price for Motorola).
- Datalogic's patented 'Green Spot' technology for good-read feedback: Intuitive confirmation of successful reading.

#### **Competitor Weaknesses:**

• Cable: The connector for the interface is bulky and awkward.

#### Synopsis:

The Gryphon GFS4400 scan module completes the OEM offering from Datalogic ADC. It features the latest and most powerful 2D imaging technology and includes easy integration, intuitive usage and small size. These features have been the key drivers for the product development. It is equipped with an intuitive aimer, four dots with a central cross and offers Datalogic's patented 'Green Spot' technology for good-read feedback. It is designed for easy integration by system designers who have little experience with scanning technology. Its small size and high performance make it an excellent choice both for 'as is' use or for integration into kiosks, vending machines, medical equipment or ticketing applications.



	GRYPHON™ GFS4400	MOTOROLA MS4400	
eatures			
PERFORMANCE			
Max Resolution (1D / 2D)	4 mil / 7 mil	5 mil / N.D.	
Reading Symbologies	1D Linear, 2D, Stacked and Postal Codes	1D, 2D, Postal, DPM	
Max Reading Distance (EAN 13 / 100% UPC)	41.9 cm / 16.6 in	34.3 cm / 13.5 in	
Reading Depth-of-Field (EAN13 / 13 mil)	39.4 cm / 15.5 in	27.6 cm / 10.75 in	
Reading Depth-of-Field (Data Matrix 15 mil)	23.4 cm / 9.2 in	N.D.	
Reading Field-of-View	40° horizontal; 26° vertical	32.2° horizontal; 24.5° vertical	
PHYSICAL CHARACTERISTICS			
Dimensions	3.9 x 5.7 x 5.8 cm / 1.5 x 2.2 x 2.3 in	2.5 x 4.85 x 5.5 cm / 1.0 x 1.9 x 2.2 in	
Weight	USB: 170 g / 6.3 oz RS-232: 204 g / 7.2 oz (cable included)	51 g / 1.8 oz (without cable)	
ENVIRONMENTAL			
Operating Temperature	-20 to 50 °C / -4 to 122 °F	-20 to 50 °C / -4 to 122 °F	
Storage Temperature	-20 to 70 °C / -4 to 158 °F	-40 to 70 °C / -40 to 158 °F	
Drop	76 cm / 2.5 ft to concrete	76 cm / 2.5 ft to concrete	
Sealing	IP54	N.D.	
ELECTRICAL AND MIX FEATURES			
Aiming	Laser (central cross + four dots)	Laser (central + frame)	
Communication Interface	RS-232, USB (USB-COM; USB-HID; USB-OEM)	RS-232, USB	
SW Configuration	Aladdin™	N.D.	
User interface	Datalogic's patented 'Green Spot' technology; 3 LEDs: Power/Good read/Trigger; Digital I/O; Trigger; Beeper	Beeper	
Additional Distinctive Features	Remote Host Download; Driver License Parsing	DPM code	
ACTORY WARRANTY	3 years	1 year	

- Size: Although the dimensions of the MS4400 scanner body are smaller, they do not include the connector shell on the mating cable. The Gryphon™ GFS4400 scan module has a hard wired cable with no connector shell and a smaller overall size.
- Longer Depth-of-field: makes reading of codes easier and intuitive.
- Datalogic's patented 'Green Spot' technology for good-read feedback: Intuitive confirmation of successful reading.

#### **Competitor Weaknesses:**

- Just 1 year warranty.
- Old product; not easy to find documentation (apparently this is no longer supported on the Motorola web site).

#### Synopsis:

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	GRYPHON™ GFS4400	HONEYWELL VUQUEST 3310G		
Features				
PERFORMANCE				
Max Resolution (1D / 2D)	4 mil / 7 mil	5 mil / 7 mil		
Reading Symbologies	1D Linear, 2D, Stacked and Postal Codes	1D, Stacked, 2D, Postal, OCR		
Max Reading Distance (EAN 13 / 100% UPC)	41.9 cm / 16.6 in	43.5 cm / 17.1 ft		
Reading Depth-of-Field (EAN13 / 13 mil)	39.4 cm / 15.5 in	39.6 cm / 15.5 in		
Reading Depth-of-Field (Data Matrix 15 mil)	23.4 cm / 9.2 in	16.9 cm / 6.4 in (Data Matrix 10 mil)		
Reading Field-of-View	40° horizontal; 26° vertical	42.4° horizontal; 33° vertical		
PHYSICAL CHARACTERISTICS				
Dimensions	3.9 x 5.7 x 5.8 cm / 1.5 x 2.2 x 2.3 in	2.6 x 5.0 x 7.4 cm / 1.0 x 1.9 x 2.9 in		
Weight	USB: 170 g / 6.3 oz RS-232: 204 g / 7.2 oz (cable included)	75 g / 2.7 oz (without cable)		
ENVIRONMENTAL				
Operating Temperature	-20 to 50 °C / -4 to 122 °F	0 to 40 °C / 32 to 104 °F		
Storage Temperature	-20 to 70 °C / -4 to 158 °F	-20 to 70 °C / -4 to 158 °F		
Drop	76 cm / 2.5 ft to concrete	1.5 m / 5 ft		
Sealing	IP54	IP53		
ELECTRICAL AND MIX FEATURES				
Aiming	Laser (central cross + four dots)	LED illuminated horizontal band		
Communication Interface	RS-232, USB (USB-COM; USB-HID; USB-OEM)	RS-232, USB, Keyboard Wedge		
SW Configuration	Aladdin™	N/A		
User interface	Datalogic's patented 'Green Spot' technology; 3 LEDs: Power/Good read/Trigger; Digital I/O; Trigger; Beeper Digital I/O; Trigger; Beeper			
Additional Distinctive Features	Remote Host Download; Driver License Parsing	OCR		
FACTORY WARRANTY	3 years	2 years		

- Size: the dimensions of the Vuquest 3310G are already bigger compared to the Gryphon™ GFS4400 scan module and in addition they do not . include the connector shell on the mating cable. The GFS4400 scan module has a hard wired cable with no connector shell and a smaller overall size.
- Datalogic's patented 'Green Spot' technology for good-read feedback: Intuitive confirmation of successful reading.

#### **Competitor Weaknesses:**

- Aiming system: the green band defines the horizontal Field-of-View but does not provide information about the vertical Field-of-View  $\rightarrow$  omnidirectional • operation is not intuitive.
- Limited working temperature range.

#### Synopsis:

The Gryphon GFS4400 scan module completes the OEM offering from Datalogic ADC. It features the latest and most powerful 2D imaging technology and includes easy integration, intuitive usage and small size. These features have been the key drivers for the product development. It is equipped with an intuitive aimer, four dots with a central cross and offers Datalogic's patented 'Green Spot' technology for good-read feedback. It is designed for easy integration by system designers who have little experience with scanning technology. Its small size and high performance make it an excellent choice both for 'as is' use or for integration into kiosks, vending machines, medical equipment or ticketing applications.

Datalogic ADC, Inc. **REVISION A** 



	GRYPHON™ GFS4400	HONEYWELL VUQUEST 4980		
Features				
PERFORMANCE				
Max Resolution (1D / 2D)	4 mil / 7 mil	5.2 mil / 7.5 mil		
Reading Symbologies	1D Linear, 2D, Stacked and Postal Codes	1D, Stacked, 2D, Postal, OCR		
Max Reading Distance (EAN 13 / 100% UPC)	41.9 cm / 16.6 in	30.0 cm / 11.8 in		
Reading Depth-of-Field (EAN13 / 13 mil)	39.4 cm / 15.5 in	25.4 cm / 10.2 in		
Reading Depth-of-Field (Data Matrix 15 mil)	23.4 cm / 9.2 in	25.3 cm / 10.2 in		
Reading Field-of-View	40° horizontal; 26° vertical	45° horizontal; 37.5° vertical		
PHYSICAL CHARACTERISTICS				
Dimensions	3.9 x 5.7 x 5.8 cm / 1.5 x 2.2 x 2.3 in	2.6 x 5.0 x 7.4 cm / 1.0 x 1.9 x 2.9 in		
Weight	USB: 170 g / 6.3 oz RS-232: 204 g / 7.2 oz (cable included)	70 g / 2.5 oz (without cable)		
ENVIRONMENTAL				
Operating Temperature	-20 to 50 °C / -4 to 122 °F	0 to 40 °C / 32 to 104 °F		
Storage Temperature	-20 to 70 °C / -4 to 158 °F	-20 to 70 °C / -4 to 158 °F		
Drop	76 cm / 2.5 ft to concrete	1.5 m / 5 ft		
Sealing	IP54	IP54		
ELECTRICAL AND MIX FEATURES				
Aiming	Laser (central cross + four dots)	LED illuminated horizontal band		
Communication Interface	RS-232, USB (USB-COM; USB-HID; USB-OEM)	RS-232, USB, Keyboard Wedge		
SW Configuration	Aladdin™	N/A		
User interface	Datalogic's patented 'Green Spot' technology; 3 LEDs: Power/Good read/Trigger; Digital I/O; Trigger; Beeper	OCR		
Additional Distinctive Features	Remote Host Download; Driver License Parsing	N/A		
FACTORY WARRANTY	3 years	2 years		

- Size: the dimensions of the Vuquest 4980 are already bigger compared to the Gryphon™ GFS4400 scan module and do not include the • connector shell on the mating cable. The Gryphon GFS4400 scan module has a hard wired cable with no connector shell and a smaller overall size.
- Digital I/O: increase the versatility of use in OEM installation. .
- Datalogic's patented 'Green Spot' technology for good-read feedback: Intuitive confirmation of successful reading.

#### **Competitor Weaknesses:**

- Aiming system. •
- Object sensing system (infrared): effective only when no objects fall into the infrared activation range (i.e. if something falls into the activation range, the activator is permanently triggered and is not able to notice any change when the code is inserted even at a shorter distance.
- Limited working temperature range.

# Synopsis:

The Gryphon GFS4400 scan module completes the OEM offering from Datalogic ADC. It features the latest and most powerful 2D imaging technology and includes easy integration, intuitive usage and small size. These features have been the key drivers for the product development. It is equipped with an intuitive aimer, four dots with a central cross and offers Datalogic's patented 'Green Spot' technology for good-read feedback. It is designed for easy integration by system designers who have little experience with scanning technology. Its small size and high performance make it an excellent choice both for 'as is' use or for integration into kiosks, vending machines, medical equipment or ticketing applications.



	<b>GRYPHON GFE4400</b>	MOTOROLA SE3300	MOTOROLA SE4400	MOTOROLA SE4500
Features				R
PERFORMANCE				
Max Resolution (1D / 2D)	4 mil / 7 mil	STD: 5 mil / 10 mil HD: 3 mil / 5 mil	5 mil / N.D.	STD: 5mil / N.D. HD: 3mil / ND
Reading Symbologies	1D Linear, 2D, Stacked and Postal Codes		1D, stacked, 2D, postal	1D, stacked, 2D, postal
Max Reading Dist. (EAN 13/ 100% UPC)	41.9 cm / 16.6 in	44.4 cm / 17.5 in	22.2 cm / 8.75 in	39.4 cm / 15.5 in
Reading Depth-of-Field (EAN13/13 mil)	39.4 cm / 15.5 in	39.5 cm / 15.6 in	16.5 cm / 6.5 in	35.3 cm / 13.9 in
Reading DOF (Data Matrix 15 mil)	23.4 cm / 9.2 in	N.D	N.D	N.D.
Reading Field-of-View	40° horizontal; 26° vertical	40° horiz.; 25° vert.	32.2° horiz.; 24.5° vert.	40° horiz.; 25° vert.
Dimensions	2.8 x 4.2 x 4.8 cm 1.1 x 1.65 x 1.89 in	1.7 x 3.0 x 1.7 cm 0.67 x 1.18 x 0.68 in	1.2 x 2.1 x 1.6 cm 0.46 x 0.85 x 0.64 in	1.2 x 2.1 x 1.6 cm 0.46 x 0.85 x 0.64 in
Weight (scanner only)	51.2 g / 1.8 oz	6.1 g / 0.22 oz	8.3 g / 0.29 oz	8.3 g / 0.29 oz
		<u> </u>		
Operating Temperature	-20 to 50 °C / -4 to 122 °F	0 to 50 °C / 32 to 122 °F	-20 to 55 °C / -4 to 131 °F	-30 to 55°C / -22 to 131 °F
Storage Temperature	-20 to 70 °C / -4 to 158 °F	-40 to 70°C / -40 to 158 °F	-40 to 70°C / -40 to 158 °F	-40 to 70°C / -40 to 158 °F
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Aiming	Laser (central cross + four dots)	LED spot	Laser (frame to identify the captured area)	Laser (central dot only)
Communication Interface	RS-232, USB (USB-COM; USB-HID; USB-OEM)	External decoder needed	Camera port (31 pin zif connector); external decoder needed	Camera port (21 pin zif connector); external decoder needed
SW Configuration	Aladdin™	N.D	N.D	N.D.
User Interface	Green Spot I/O lines to manage: LEDs, trigger and beeper	N/A	N/A	N/A
Additional Distinctive Features	Remote Host Download, Driver License Parsing	N/A	N/A	N/A
FACTORY WARRANTY	18 Months	N.D	15 Months	15 Months

**CIDOJATACGIC** 

AUTOMATIC DATA CAPTURE

Datalogic's solution is an 'all in one' scan engine that offers the ability of easy installation with just a couple of screws for mounting.

• Datalogic's solution offers all the features included in several Motorola models in a single scanning engine.

#### **Competitor Weaknesses:**

• Even though the optical portion is smaller compared to Datalogic's scan engine, all the proposed models are 'undecoded' and therefore require the addition of an external decoder. It can be a complete PCB (with all the related mounting and connection problems) or a single component (which requires significant skills for the integrator in the development of the PCB layout

#### Synopsis:

The Gryphon<sup>™</sup> GFE4400 scan engine is the right compromise between compactness and small dimensions. It features the latest and most powerful 2D imaging technology and allows easy integration for users with little experience in scanning technology. This scan engine is equipped with an intuitive aimer, four dots and a central cross and offers Datalogic's patented 'Green Spot' technology for good-read feedback. Its small size and high performance make it an excellent choice for integration into kiosks, vending machines, medical equipment or ticketing applications.



	GRYPHON GFE4400	HONEYWELL N5600	HONEYWELL 5X80
eatures			
PERFORMANCE			
Max Resolution (1D / 2D)	4 mil / 7 mil	HD: 3 mil / 5 mil SR: 5 mil / 6.7 mil ER: 5 mil / 7.5	SR: 8.8 mil / 15 mil SF: 7.5 mil / 8.3 mil
Reading Symbologies	1D Linear, 2D, Stacked and Postal Codes	1D, Stacked, 2D, Postal, OCR	1D, Stacked, 2D, Postal, OCR
Max Reading Distance (EAN 13 / 100% UPC)	41.9 cm / 16.6 in	SR model: 41.9 cm / 16.6 in	SR: 33.5 cm / 13.2 in
Reading Depth-of-Field (EAN13 / 13 mil)	39.4 cm / 15.5 in	SR: 37.3 cm / 14.7 in	SR: 28.2 cm / 11.1 in
Reading Depth-of-Field (Data Matrix 15 mil)	23.4 cm / 9.2 in	SR: 15 cm / 5.9 in (10 mil)	SR: 20.1 cm / 7.9 in
Reading Field-of-View	40° horizontal; 26° vertical	SR: 42.4 h ; 33° v	N/A
Dimensions	2.8 x 4.2 x 4.8 cm 1.1 x 1.65 x 1.89 in	1.94 x 3.98 x 2.82 cm 0.76 x 1.57 x 1.11 in	2.8 x 3.8 x 1.9 cm 1.11 x 1.51 0.76 in
Weight (scanner only)	51.2 g / 1.8 oz	20 g / 0.7 oz	28.3 g /1 oz
Operating temperature	-20 to 50 °C / -4 to 122 °F	-25 to 50 °C / -13to 122 °F	-30 to 50 °C / -22to 122 °F
Storage temperature	-20 to 70 °C / -4 to 158 °F	-40 to 85 °C / -40to 185 °F	-40 to 70 °C / -40to 158 °F
Sealing	N/A	N/A	N/A
Aiming	Laser (central cross + four dots)	LED or Laser	LED or Laser
Communication Interface	RS-232, USB (USB-COM; USB- HID; USB-OEM)	RS-232, USB	Undecoded model RS-232 (TTL only), USB
SW Configuration	Aladdin™	TotalFreedom	N/A
User Interface	Green Spot, I/O lines to manage: LEDs, trigger and beeper	Beeper,LED	Beeper, LED
Additional Distinctive Features	Remote Host Download, Driver License Parsing	OCR, Remote MasterMind, Optional color model	OCR, Remote MasterMind
ACTORY WARRANTY	18 Months	15 Months Ltd. Warranty	N/A

• One engine includes all features.

## **Competitor Weaknesses:**

- There are several models with different options (these should be included by default in all models). Different models include: capability of decoding 1D and Stacked codes only; 2D codes decoding only; Driver License Parsing only, etc.
- Several warnings about the declared working temperature (in particular for the model with laser aimer). It is specified that intense usage can cause relevant temperature increase and the possibility of laser failure.

#### Synopsis:

The Gryphon<sup>TM</sup> GFE4400 scan engine is the right compromise between compactness and small dimensions. It features the latest and most powerful 2D imaging technology and allows an easy integration for users with little experience in scanning technology. It is equipped with an intuitive aimer, four dots and a central cross and offers Datalogic's patented 'Green Spot' technology for good-read feedback. Its small size and high performance make it an excellent choice for integration into kiosks, vending machines, medical equipment or ticketing applications.





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Datalogic ADC, Inc. REVISION A