

A guide to assessing the right mobile solution for your needs.

RUGGED MOBILITY BUYERS GUIDE



Finn&Conway

MOBILE SOLUTIONS





OVERVIEW

In a fast-paced physical work environment, rugged mobility is essential. Technology has never been more powerful when it comes to workplace operations, granting us access to real-time information such as inventory reporting, maps, and more at the touch of a finger. But in rough-and-tumble work environments such as factories or construction sites, expensive technology is a risky proposition. Most technology isn't built to survive the physical impact of an industrial workspace.

That's where rugged mobility comes in. The latest developments in industrial technology are processors that bring together technological capability with workplace functionality--machines that will move with your operation, last through a 10-hour shift, survive cold and dust and impact on concrete, all while providing your team the information they need to get the job done.

Not all rugged technology is created equal, however. For every work environment, there's a rugged tablet, PDA, or vehicle mount terminal (VMT) that can serve its unique needs. We created this guide to help you determine which technology best serves your operation, and get your workplace moving and your operations at optimal efficiency.

KEY CATEGORIES

When it comes to rugged mobility, there are a few key categories: PDAs, tablets, and computers. Read on to learn the different features of each category, and determine which is right for your needs:



PDAs

PDAs, or personal digital assistants, are handheld devices that combine computing, messaging, and Internet features. Somewhere between a smartphone and a computer, PDAs are great for team communications and small-scale computing such as mapping, price or inventory reference, and email. Their compact size make PDAs the ideal fit for a highly mobile workforce.



TABLETS

Tablets are mid-sized computing devices, usually operated by touch with either finger or stylus. Tablets bring together the computing features of a larger device with the mobility features and convenience of a smaller, touch-centered option. Tablets are best for a workforce with significant computer processing needs that still want mobility and ease of use from their technology.



VEHICLE MOUNT TERMINALS

Vehicle mount computers are specifically designed to work with your workplace vehicle. Built for a variety of factory vehicles, vehicle mount computers have all the functions of a stationary computer and are ideal for warehouse, distribution center and manufacturing environments, where real-time access to information is essential.



What to look for when selecting a PDA

PDA's serve an important function in a physical workplace environment. These handheld devices fuse function with convenience, granting your workers the information and technology they need in an easy-to-carry casing. But not all rugged PDA's are created equal. Here's what you should consider when buying a rugged PDA:

Durability

Think about your workplace environment. Is it tech-friendly? One of the perks of a rugged PDA is that it's resilient, even in a physically-taxing environment. It's wise to get a shock-resistant PDA that will survive high drops--accidents happen--but there are also workplace-specific needs to consider. Will your PDA be exposed to water or dust? Extreme hot or cold? Make sure your PDA can function in your work area.

Functional and Technical Needs

What are your technological needs? From the office to the work site and back, a PDA can carry you through every step of your work process. Think about what that process entails before committing to a PDA--and don't get one without the functions that will serve your business. Also determine what operating system you will need - for example, are you working within a Windows environment or will you need an Android operating system

Battery Power

While PDA's are convenient, they're no good if their battery is dead. Consider the battery life of a PDA in relation to your workday. If you're out in the field, you may need a PDA that can last 8 hours or more without charging.

Accessories

Added features make a PDA customizable to your needs. A vehicle cradle is useful for motor-heavy work, while an additional grip may be essential if your workers wear gloves. There are all kinds of accessories that will make your PDA the perfect tool, so be sure to review all the options before selecting a PDA without the gear that works for you.



COMARK PDA's



COMARK-5

The COMARK-5 is housed in an impact resistant casing and certified for IP54 protection against water and dust. The COMARK-5 is designed to survive the demands your mobile workforce requires in the warehouse or in the field providing your business with the flexibility to collect and share data across the entire enterprise. The COMARK-5 is rated for multiple 5 feet drops to concrete.



COMARK-6

The COMARK-6 ruggedized PDA is perfect for Logistics, Field Services and Hospitality and Retail Applications. This Rugged PDA features a 7.2" PCAP Industrial Touchscreen (720 x 1280), a 1D/2D Barcode Scanner, and more. Operating on Windows 10 OS.

COMARK

Trust built in.

What to look for when selecting a rugged tablet

Rugged tablets have become a true value to various industries providing the ease of mobile computing and the reliability of a rugged tablet. Rugged tablets mobility, durability, and cutting-edge technology make them ideal for retail, factory, warehouse and POS applications to name a few. Not all tablets are created equal, however, and there are many considerations when deciding which tablet is right for your operation. Here's what to look for when selecting a rugged tablet.

Technology Capabilities

It's important to consider the technology needs of your business. Wi Fi, Bluetooth and cellular capability are standard. Supporting accessories such as Bluetooth scanners is essential. Also consider compatibility with company-specific applications, as many tablets are used for both commercial and logistical work. Remember to think carefully about what technology your operations requires--in some cases a pricey, tech-heavy tablet is required, but in others you can cut costs by choosing tablets with more limited applications. Operating systems should also be considered. Does your application require Windows, Android or Linux? What is the working environment? Does it need to be sunlight readable?

Durability

A rough-and-tumble work environment requires a dependable device. Look for a tablet that's impact-resistant, even on hard materials like concrete. Water- and dust-resistant tablets are valuable in outdoor work environments and certain factory environments. Finally, consider the temperature of your workspace--tablets that can operate in below-freezing and very hot temperatures without slowing down are essential for certain outdoor operations.

Accessory Compatibility

Will your tablet be hand-held? Attached to a vehicle? A machine? Accessory compatibility varies, so consider what types of accessories your application will require before purchasing.

Input Options

One of the benefits of tablets in the workplace is ease of use--a touchscreen makes for easy data input and navigation. How will your team use their tablet? If gloves are worn, consider stylus compatibility. Physical keys for power, volume, camera, and other operations also impact a tablet's ease of use--think about what your workplace demands in reference to a tablet's ergonomics.

Battery, Speed, Memory

Tablets with many features might take a hit when it comes to battery life, operating speed, and internal memory. If your workday is long or operations are time-sensitive, it's worth considering how a tablet's battery life and speed meet your needs. Screen brightness and bigger screens can mean a shorter battery life but improved visibility. A smaller tablet could mean more limited internal storage, but easier mobility. Consider exactly what your work environment demands--the best tablets will be able to tackle it all without sacrificing functionality.

COMARK RUGGED TABLETS



COMARK-8

The COMARK-8 not only survives the demands of a harsh industrial environment, but pleases the eyes of the discerning user with its sleek design. Built on common PC architecture, the COMARK-8 rugged tablet allows operating system independence through the full suite of Windows products as well as Android and Linux.



COMARK-10

The COMARK-10 is equipped with an industrial cover lens and is tested to take a 1/4 lb. ball bearing drop at 5.75 feet directly to the screen. In addition to an anti-glare, anti-fingerprint, and polarized PCAP touchscreen the LCD is viewable indoors or outdoors while in direct sunlight. An impact resistant housing is sure to withstand multiple 4 feet drops to concrete and is IP54 protected against water and dust.



COMARK-10.1

The COMARK-10.1 is a ruggedized feature-rich tablet perfect for Warehousing, Distribution, Hospitality and Retail applications. This tablet comes with a 10.1" Industrial Touchscreen, Extended, & Advance Long-Range Barcode Scanner, Payment Modules, 8MP Color Camera with Flash and the Android 9.0 Operating System.

What to look for when selecting a vehicle mount terminal

Vehicle mount computers are essential to warehouse, manufacturing and logistics operations. Specifically designed for forklifts, crates and shop floor automation, COMARK Vehicle Mount Computers improve productivity, efficiency and accuracy in the workplace. Here's what to look for when selecting a vehicle mount computer:

Durability

What are the hazards of your work environment? Any warehouse or out-of-doors workspace carries the risk of breakage. Consider the risks of your workspace when looking for durable vehicle mount computers. Will it break if it lands on concrete? Will it work in extreme cold or heat? Is it dust- and water-resistant? The right vehicle mount computer will be rugged enough to survive the harshest environments.

Technological Applications

Your work environment has specific needs. Does your warehouse operation involve a large team spread out across a big floor? Do you have a specialized Warehouse Management System? Many objects to scan? A vehicle mount computer can work as a system for directing workflow, a barcode scanner and a conduit to your company's IT system from the mobile workplace. Consider the needs of your team, and make sure that any vehicle mount computer can accommodate those needs.

Accessories

Vehicle mount computers can come with a variety of accessories to assist in functioning. Will your computer require an external keyboard? An antenna? External power supply? Many vehicle mount computers come with a selection of compatible accessories—remember that the computer is only as good as its compatible tools, and review accessory compatibility carefully.

Power

You want a computer that can last through long work days. After all, what good is cutting edge technology if it only lasts an hour into the day? Industrial applications usually require a great deal of power to sustain them. Make sure your vehicle mount computer can support the technology your operations need.

Compatibility and Flexibility

A factory environment means lots of physical, fast-paced work. Users might wear gloves, might not have a free set of hands, might be in contact with substances that could compromise technology. The best vehicle mount computers will have touch screen function, wireless, cellular and Bluetooth compatibility. The best vehicle mount computers are flexible, with diverse operation methods for a variety of work environments.

COMARK VEHICLE MOUNT TERMINALS



COMARK-9200

The COMARK-9200 has an attached industrial backlit ALPHA/NUMERIC keyboard that provides ease of use even with a work glove. This unit was designed with the forklift driver in mind and has the option of adding a heater to withstand extended temperature ranges. Built around an industrial Intel® processor the COMARK-9200 support the latest Windows 10 or Android 6.0 Marshmallow operating systems. Affordably priced this unit set the standard for reducing operational costs.



COMARK-9300

The COMARK-9300 internal modular design provides your business the flexibility to grow as applications require - and also includes the option of a heater to withstand extended temperature ranges. As advancements in Wi-Fi, RAM, and solid state drives increase so can the COMARK-9300 providing your business the right product for the future.



ABOUT FINN & CONWAY

Finn & Conway is a leading Manufacturer's Representative of industrial process equipment. We have a reputation for providing intensive sales and marketing coverage for our principals and a high level of technical application engineering assistance for our customer base. Dedication to complete customer satisfaction is the defining character of Finn & Conway.

We are more than a Manufacturer's Representative. We realize that our customers are purchasing "solutions" and not just hardware or software. Therefore, we offer application assistance, training, on-site installation assistance, calibration and repair services, and local stock to meet critical delivery situations.



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COMARK CORPORATION



OUR PHILOSOPHY

We will always strive to provide our valued principals the very best in sales representation. There are no short cuts. Hard work, dedication and excellence in performance are absolute musts.

"The most important line we will ever have is our reputation and we guard it above all else."



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