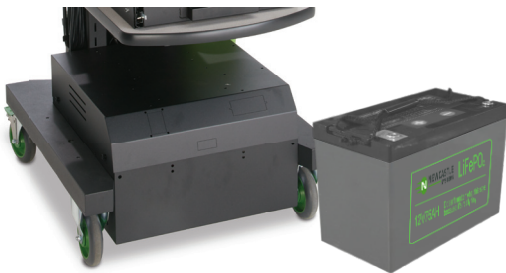


ADVANTAGES OF UPGRADING TO A LITHIUM POWER SOURCE

For many enterprises, the pressure to increase productivity while ensuring worker safety is higher than ever. Upgrading to our NEW fixed lithium power source has many proven benefits. Let's compare:

LiFePO4

Lithium Iron Phosphate



LiFePO4 batteries last 8-10 years before needing to be replaced

- ✓ Long life
- ✓ Reduced waste



Our LiFePO4 batteries weigh just 21-53 pounds each

- ✓ Lightweight
- ✓ Easy to move

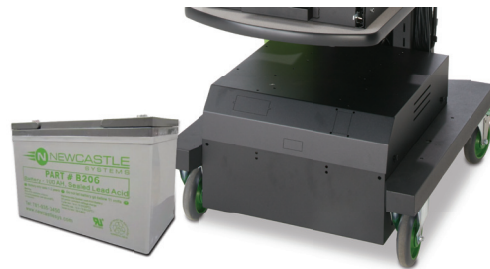


x 3,000

Our LiFePO4 batteries last 3,000 charge/discharge cycles

SLA

Sealed Lead Acid



SLA batteries need to be replaced every 1-2 years

- ✗ More difficult to move/swap



SLA batteries weigh in at a hefty 70-210 pounds



x 300

They can handle 300 charge/discharge cycles

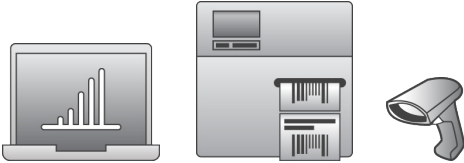
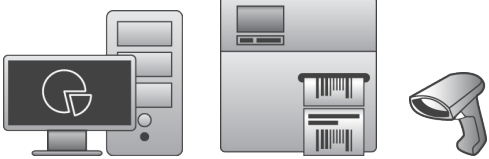

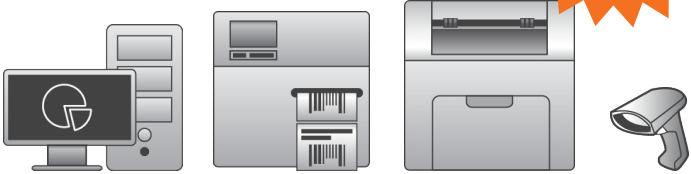
TOTAL COST OF OWNERSHIP SCENARIO

| Medium Usage Profile: Laptop, barcode printer & scanner for 8+ hours | NB430-LI with NEW LiFePO4 Fixed Battery | NB430 with Standard SLA Battery |
|--|--|------------------------------------|
| Initial Investment | \$3,476 | \$2,799 |
| Battery Weight (lbs) | 21 | 70 |
| Battery Cycles | 3,000 (8-10 years) | 300 (18-24 months) |
| ROI (months)* | 6.1 | 4.8 |
| 8 Year Ownership | \$3,476 | \$4,221** |
| 8 Year Average | \$435 | \$527 |

*Based on saving 10 minutes per hour, 40 hours per week, \$20 per hour

**Cost of SLA battery replacements: \$298 (1 SLA battery x 4.57 (8 years/21 months) + maintenance labor 4 (.5 hours) x \$30 = \$60)

CONFIGURATIONS, POWER & RUN TIME

| Models Available for Upgrade | Lithium Upgrade Kit Part No. | Typical Devices Powered for 8+ Hours | Weight Reduction |
|---|------------------------------|--|------------------|
| NB430 / NB430S PC510 / PC550 PP42 | B278 |  | -49 lbs |
| NB440 PC520 / PC554 PP45 | B279 |  | -108 lbs |
| NB480 PC536 / PC556 PP55 | B279 |  POWER LASER PRINTERS WITH LITHIUM! | -108 lbs |
| PC542 / PC562 | B280 |  | -157 lbs |

READY TO UPGRADE?

Contact your **account manager** or call us at (781) 935-3450 to get started.



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