



Magellan 2200VS

Product Overview

Product Positioning Statement

The Magellan 2200VS is PSC's newest vertical, single plane scanner, featuring technology from the Magellan 8000 series of scanners. It is for customers seeking high performance in a compact, vertical scanning solution for medium to high volume point-of-sale applications. Unlike the Symbol LS5700 and the Metrologic MS7320 Invista, the Magellan 2200VS offers category leading scanning performance for superior ergonomics and throughput, unique value added software features like Productivity Index Reporting™, and advanced FirstStrike™ decoding software. When customers demand value and the best single plane vertical scanning performance, the Magellan 2200VS is *the* choice!



General Availability

Units have been available to order worldwide since March 31, 2003.

General Description

The Magellan 2200VS is PSC's low cost, compact, single plane vertical scanning solution for medium to high-volume point-of-sale applications. It leverages technology developed for the Magellan 8000 series scanners. The Magellan 2200VS maximizes productivity in a multitude of ways utilizing:

- Best-in-class vertical scanning technology
- Advanced FirstStrike decoding software with optional RSS
- Easily accessed flash memory
- Multi-function RS232 auxiliary port
- Optional Productivity Index Reporting
- Multi-Interface Solution
- Optional EAS deactivation
- Host diagnostics reporting
- Host download
- Quality construction designed for the POS environment
- Ease of serviceability

With these outstanding features, combined with its competitive price point, the Magellan 2200VS sets a new standard for single plane vertical POS scanners.

The Magellan 2200VS features an impressive 20-line scan volume aligned in a broad but dense pattern, enabling outstanding performance on all types of bar codes. Combined with a fast 6,000RPM motor, the Magellan 2200VS has 2,000 scan lines per second, which aggressively scan items for faster throughput. No other competitive vertical scanner can outperform it.

The Magellan 2200VS is also equipped with PSC's patented FirstStrike advanced decoding software for reading damaged, wrinkled, and poorly printed labels. With FirstStrike, labels can be quickly stitched together by piecing together information captured from any one of its 20 scan lines. Additionally, FirstStrike uses some of the most advanced character correlation algorithms available to reconstruct damaged or missing bar code data. FirstStrike does all of this in a split second to speed throughput on hard to read labels and, most importantly, improves first-pass-read-rates on even tough items like egg cartons. As a result, the Magellan 2200VS is one of the best tools for improving productivity at the point-of-sale.

The Magellan 2200VS's flash memory and auxiliary port make it versatile. Flash memory allows for easy software upgrades. New decoding capabilities, software based features, or new symbologies can all be updated in flash through the scanner's auxiliary or host port ensuring convenient migration and future industry compatibility. The auxiliary port can be utilized in a



variety of ways, including adding RS232 handhelds, programming and configuring the scanner, or accessing the scanners label data output. A PSC handheld can plug in and power right off of the powered port for an ergonomic solution to the problem of reading items which are too large or heavy to load onto checkstands.

For applications requiring electronic article surveillance (EAS), the Magellan 2200VS can be equipped with Checkpoint EAS and can support Sensormatic EAS systems with good read acknowledgement via the aux RS232 port. Checkpoint Interlock is also supported and provides the store EAS system with a good-read signal to link a good-read on a bar code with security tag deactivation. If a cashier covers a bar code while scanning, preventing a good-read, the security tag cannot be deactivated and the cashier's "sweetheart" will be stopped by alarms at the door. Checkpoint EAS with Interlock, when combined with a Magellan 2200VS, is a great system to prevent theft at the point-of-sale. The Magellan 2200VS supports Checkpoint versions IV, V, VI, and VII.

With an install base of over 320,000 vertical scanners around the world, PSC knows how to design scanners for the retail environment and the Magellan 2200VS is no exception. However, in the event of a problem, the Magellan 2200VS was also designed to be easy to service and to be a low cost of ownership leader. In addition to the audible diagnostic "beeps" of previous vertical scanners, the Magellan 2200VS can report diagnostic information directly to its host. In a networked environment, a problem can be detected and communicated instantaneously to the appropriate service/maintenance center to prevent or minimize downtime.

Servicing the Magellan 2200VS, as you would expect, is also very straightforward. All field replaceable units (FRU's) have been designed for easy, no-nonsense installation and the Magellan 2200VS's Mean-Time-To-Repair is an industry leading 20 minutes. However, everything about the Magellan 2200VS has been designed to perform reliably, using the highest quality parts to minimize problems. For example, its vertical window is made from tempered, scratch resistant glass where competitors use plastic.

With the Magellan 2200VS the PSC legacy continues. It's design encompasses the knowledge and experience from over 27 years of "being in the business" and having built over a million fixed POS scanners, with the newest technologies and latest innovations available. The result is a new standard for vertical scanning. No other vertical scanner features so much performance for such an affordable price.

Relationship to other PSC Products

The Magellan 2200VS is positioned in the middle of PSC's retail scanner product lines, offering excellent value and performance.

PSC Product	Market Niches
Magellan 8x00/9x00 Highest throughput & ergonomics, largest footprint	North American Supermarkets European Hypermarkets Mass Merchandisers
Magellan 2200VS Current HS/VS Medium to high throughput, medium footprint	European Grocery Latin American Grocery Asian and Japanese Grocery North American Drug Store Asia Pacific General Retail
Duet VS800 Low to medium throughput, small footprint	North American Drug & General Retail European Pharmacy and kiosk N. American C-store and European petrol forecourt Asia/Pacific General Retail



Comparison Chart of PSC Fixed POS Products

Features	Magellan 8100	HS1250	Magellan 2200VS	VS1200/1000	Duet
Warranty	1 year	1 year	1 Year	1 year	1 Year
Mounting	In Counter	In Counter	On Counter	On Counter	On Counter
Sides Read	5	3	4	3	3
Scan Lines	48	18	20	18/20	19/1
Motor RPM	4500	4500	6000	4500	4500
Scan Lines Per Second	3600	1350	2000	1350/1450	1425
Max Resolution	75 mil	75 mil	75 mil	75 mil	5 mil
Reading of Poorly Printed Codes	Good	Good	Good	Good	Good
All-Weighs Platter	Yes	No	No	No	No
Produce Bar Option	Any-Weighs Bar	No	No	No	No
Weight	20 lbs	5 lbs	2.5 lbs	3.5 lbs	1 lbs
Power Consumption					
Operational	9 Watts	6.4 Watts	4.5 Watts	6.4 Watts	3 Watts
Standby Mode	4 Watts	4.4 Watts	2.0 Watts	4.4 Watts	1 Watt
Horizontal Window					
Tin-Oxide Coated	Standard	Standard	N/A	N/A	N/A
Diamond Like Carbon (DLC)	Optional	Optional	N/A	N/A	N/A
Sapphire Laminated	Optional	Optional	N/A	N/A	N/A
Vertical Window	SR Glass	N/A	SR Glass	SR Glass	Acrylic
EAS Deactivation	Optional	Optional	Optional	Optional	Optional
EAS Interlock	Optional	Optional	Optional	Optional	Optional
S/W Upgrades via Aux/Host Port	Yes	No	Yes	No	Host Port
Host Diagnostic Reporting	Yes	No	Yes	No	No
Productivity Index Reporting	No	No	Yes	No	No
Cashier Training S/W	No	No	No	No	No
Multi-Host Interface	No	No	Yes	No	No
IBM USB POS Power of Terminal	Yes	No	Yes	No	Yes
Mean Time to Repair	20 minutes	20 minutes	20 minutes	20 Minutes	20 Minutes
Handheld Port	RS232	Undecoded	RS232	Undecoded	N/A
RSS Decoding	Yes (optional)	Yes (optional)	Yes (optional)	No	Yes (optional)







Features and Benefits

Feature	Benefit
Best-In-Class Vertical Scan Volume	<ul style="list-style-type: none"> • 10% or better throughput performance than the competition • Increases productivity by increasing First-Pass-Read-Rates, throughput, and ergonomics • The scan pattern is optimized for both sweep and presentation scanning
Leverages Magellan Platform	<ul style="list-style-type: none"> • New electronics provide faster data acquisition and processing • Magellan 8000 series Value Added Software Features are available to improve POS productivity • Symbolologies, features, and operating software can easily be upgraded in Flash memory
FirstStrike™ Decoding Software	<ul style="list-style-type: none"> • Faster throughput on industrial symbolologies • Higher read rate with truncated and poor quality labels • All popular retail and supply chain symbolologies are supported including RSS decoding • Autodiscriminates all supported symbolologies
Productivity Index Reporting™	<ul style="list-style-type: none"> • Helps identify poorly printed labels • May lead to improved read rate and throughput • Detects poor performing scanners and cashiers
Flash Memory	<ul style="list-style-type: none"> • Scanner operating software is easily upgraded • Memory can be accessed via the host port (through USB or RS232) or the aux port • New features, symbolologies, or updates for existing symbolologies are easily added
New Speaker Design	<ul style="list-style-type: none"> • Speaker design is heard even when ambient noise levels at the POS reach there loudest • The four volume increments and three tone settings can easily be adjusted to each cashier's preference at the touch of a button
RSS Decoding Option	<ul style="list-style-type: none"> • Improved throughput and productivity when implemented • Improved inventory management of produce and meat • Reduces the need for cashier training by eliminating manual sku number entry
Host Diagnostic Reporting	<ul style="list-style-type: none"> • Early warning of possible impending failures • Reduces downtime • Improved preventative maintenance
Low Power Consumption	<ul style="list-style-type: none"> • Up to 70% less energy costs vs competitive products • Can power off the most popular host terminals eliminating the need for a separate power supply
Auxiliary RS232 Port	<ul style="list-style-type: none"> • Easily add a handheld scanner for large or heavy items • Alternative port for accessing scanners label output, diagnostic information, and flash memory • Enables CheckPoint Interlock capability
Configurable "Sleep" Mode	<ul style="list-style-type: none"> • Extends laser and motor life • Conveniently conserves energy and helps minimize electricity expenses
EAS Deactivation	<ul style="list-style-type: none"> • Includes connectivity for CheckPoint EAS sensor antennae and Interlock cable • Provides a one step solution for scanning and security tag deactivation • Supports good read acknowledgement with Sensormatic systems
Easy Serviceability and Maintenance	<ul style="list-style-type: none"> • Built-In diagnostics and host diagnostic reporting can quickly identify failed assemblies and can identify problems before they happen • Modular components allow no hassle field replacement by trained technicians • Mean Time to Repair is an average 20 minutes

Competitive Matrix

Magellan 2200VS

Page 1

Feature Description	PSC Magellan 2200VS	PSC VS1200	Symbol LS5700	Metrologic MS7320 InVista
<u>Evaluation Criteria:</u> This evaluation is based on comparisons of laboratory measurements, product data sheets, web site information, press releases and trade show product demos and discussions. PSC is not aware of recent specification changes or revisions. These comparisons are subject to change.				
Warranty	1 Year	1 Year	1 Year	2 Year
Physical				
Height	15.2 cm (6.0")	15.2 cm (6.0")	15.2 cm (6.2")	18.5 cm (7.3")
Width	15.2 cm (6.0")	16.5 cm (6.5")	15.2 cm (6.0")	16.8 cm (6.6")
Depth	9.7 cm (3.8")	10.8 cm (4.3")	9.7 cm (3.8")	9.9 cm (3.9")
Weight	11 kg (2.5 lbs)	1.6 kg (3.5 lbs)	1.1 kg (2.7 lbs)	1.2 kg (2.65 lbs)
Electrical				
Operational Power	4.0 Watts	6.4 Watts	3.5 Watts	19 Watts
Standby Power	2.5 Watts	4.4 Watts	N/A	N/A
Operational				
Number Scan lines	20	Sweep18 / Pres. 20	16	20
Motor RPM	6,000	4,500	6,000	6,000
Scan Lines per Second	2,000	Sweep1,350 /1,500	1,600	2,000
Depth-Of-Field (DOF)				
Maximum Resolution	75mil	75mil	75mil	5.2mil
UPC Label Size	100% (13 mil)	100% (13 mil)	100% (13 mil)	100% (13 mil)
Distance (S & P)	21.5 cm (8.5")	Sweep12.7 cm (5.0") Presentation Ver. 2 - 20 cm (0.8 - 7.8")	20.5 cm (8.0")	21.5 cm (8.5")
Software				
Multi-Host Interface	Yes	No (Single & Dual)	Yes (Synapse)	Yes
Programmable	Yes	No	Yes	Yes
Upgradeable Software	Yes	No	No	Yes
Productivity Index Reporting	Yes	No	No	No
Host Diagnostics	Yes	No	No	No
Decode Capability				
EAN/UPC/JAN	Yes	Yes	Yes	Yes
Over / Under Print	Yes (FirstStrike)	Yes (Adaptive)	Yes	Yes
Torn / Disfigured	Yes (FirstStrike)	Yes (Edge)	Yes	Yes
Marginless	Yes (FirstStrike)	Yes (Adaptive)	Yes	Yes
Code 39	Yes	Yes	Yes	Yes
Code 128	Yes	Yes	Yes	Yes
Codabar	Yes	Yes	No	Yes
ITF (12 of 5)	Yes	Yes	Yes	Yes
Code 93	Yes	No	No	Yes
MSI Plessey	Yes	No	No	Yes
P2 & P5 Add ons (Opt. / Req.)	Yes	Yes	Yes	Yes
Two Label Reads	Yes	Yes	Yes	Yes
RSS-14, expanded, stacked	Yes	No	No	No
Italian Pharmacode	Yes	No	No	Yes
Vertical Window				
Material	SR Glass	SR Glass	SR Glass	Plastic
End-User Replacable	No	Yes	Yes	Yes
Mounts				
Riser or Tilt Mount Kit	Yes	Yes	Yes	Yes
Other				
Sealed Optics	Yes	Yes	Yes	No
Volume Switch	Yes	Yes	Yes	Yes
Integrated EAS antenna option	Yes	Yes	Yes	Yes
Aux Port	RS232	Undecoded	RS232	RS232
Mean Time to Repair (MTTR)	20 Minutes	20 Minutes	N/A	N/A

Competitive Matrix

Magellan 2200VS

Page 2

Feature Description	PSC Magellan 2200VS	Metrologic MS7220 Argus	NCR 7883
<p><u>Evaluation Criteria:</u> This evaluation is based on comparisons of laboratory measurements, product data sheets, web site information, press releases and trade show product demos and discussions. PSC is not aware of recent specification changes or revisions. These comparisons are subject to change.</p>			
Warranty	1 Year	2 Year	1 Year
Physical			
Height	15.2 cm (6.0")	12.3 cm (4.8")	6.5" (16.5 cm)
Width	15.2 cm (6.0")	16.8 cm (6.6")	6.5" (16.5 cm)
Depth	9.7 cm (3.8")	6.5 cm (2.6")	3.0" (7.60 cm)
Weight	11 kg (2.5 lbs)	91 kg (2.0 lbs)	2.5 lbs (113 kg)
Electrical			
Operational Power	4.0 Watts	19 Watts	6 Watts
Standby Power	2.5 Watts	N/A	N/A
Operational			
Number Scan lines	20	20	24
Motor RPM	6,000	6,000	5,500
Scan Lines per Second	2,000	2,000	2,200
Depth-Of-Field (DOF)			
Maximum Resolution	75mil	5.2mil	75mil
UPC Label Size	100% (13 mil)	100% (13 mil)	100% (13 mil)
Distance (S & P)	21.5 cm (8.5")	21.5 cm (8.5")	17.5 cm (7")
Software			
Multi-Host Interface	Yes	Yes	No
Programmable	Yes	Yes	Yes
Upgradeable Software	Yes	Yes	No
Productivity Index Reporting	Yes	No	PaceSetter III
Host Diagnostics	Yes	No	No
Decode Capability			
EAN/UPC/JAN	Yes	Yes	Yes
Over / Under Print	Yes (FirstStrike)	Yes	Yes (PaceSetter)
Torn / Disfigured	Yes (FirstStrike)	Yes	Yes (PaceSetter)
Marginless	Yes (FirstStrike)	Yes	Yes (PaceSetter)
Code 39	Yes	Yes	Yes
Code 128	Yes	Yes	Yes
Codabar	Yes	Yes	No
ITF (12 of 5)	Yes	Yes	Yes
Code 93	Yes	Yes	No
MSI Plessey	Yes	Yes	No
P2 & P5 Add ons (Opt. / Req)	Yes	Yes	Yes
Two Label Reads	Yes	Yes	Yes
RSS-14, expanded, stacked	Yes	No	Yes
Italian Pharmacode	Yes	Yes	No
Vertical Window			
Material	SR Glass	Plastic	Plastic
End-User Replacable	No	No	No
Mounts			
Riser or Tilt Mount Kit	Yes	Yes	Yes
Other			
Sealed Optics	Yes	No	No
Volume Switch	Yes	Yes	No
Integrated EAS antenna option	Yes	No	Yes
Aux Port	RS232	RS233	RS232
Mean Time to Repair (MTTR)	20 Minutes	N/A	N/A

For more information, contact: PSC Inc., Product Marketing, Eugene, Oregon: 541-683-5700 / USA: 800-695-5700
or visit the PSC website at www.pscnet.com

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Competitive Feature Comparison

PSC Magellan 2200VS vs. the Symbol LS5700

The closest competitor to the new Magellan 2200VS is Symbol's LS5700. Though the LS5700 has been around for many years, it still performs well on good quality UPC/EAN labels. However, when harder to read labels are involved such as RSS, add-ons, and industrials, the Magellan 2200VS is clearly the superior performer and cashier's will notice the difference.

Where Do We Win?	Why?
Faster Throughput	The Magellan 2200VS scan pattern is a totally new design that optimizes performance for both presentation and sweep scanning styles. We also utilize Magellan 8000 series electronics for extremely fast label processing and FirstStrike advanced decoding software improves performance on poor quality labels. Testing shows the Magellan 2200VS to be 11% faster than the LS5700 on average and even faster when add-ons are being used. Cashiers will notice the difference and management should measure faster transaction times.
Versatility	Class leading scanning performance with either presentation or sweep style scanning. Our multi-interface solution will support the most popular host interfaces out of the box vs Symbol's more costly Synapse cable solution. Our accessible flash ROM allows for easy software upgrades, where the LS5700 would require a costly circuit board upgrade. Additionally, we can communicate failure and usage information to the host terminal with host diagnostic reporting. Symbol has no similar feature. Lastly, we support more symbologies.
Value Added Software Features	Standard value added features include host diagnostic reporting for improved service and maintenance and our host download capability, which enables easy "no touch" software upgrades through the POS host. Also, when equipped with optional Productivity Index Reporting software the Magellan 2200VS can improve POS productivity by identifying poor performing labels, cashiers, and scanners. Lastly, because it's a Magellan, any software development done for any of the Magellan 8000 or 9000 series products will be compatible with the Magellan 2200VS. No other competitive scanners have these advanced software capabilities available.
Easy to Service and Maintenance	Service and maintenance has never been easier for a vertical scanner with the Magellan 2200VS. The scanner is capable of communicating several usage metrics and FRU failures directly to its host, so problems can be detected before they cause a failure or should a failure occur, it can also be reported to the scanner's host and identified to ensure a fast and accurate repair. Additionally, the Magellan 2200VS also flashes its on board LED with audible beeps for on the spot FRU failure identification and trouble shooting. Mean Time to Repair is a short 20 minutes.
RSS Decoding	The LS5700 has no support for RSS.
FirstStrike™ Decoding Software	With FirstStrike, the Magellan 2200VS can easily read torn, poorly printed, and disfigured bar code labels of all types out of the box. The LS5700 is also very slow when reading add-ons. When add-ons are enabled, the Mgl 2200VS has been tested to be more than 30% faster than the LS5700. Additionally, we support Codabar, Code 93, MSI/ Plessey, Italian Pharmacode, and RSS symbologies and the LS5700 doesn't.
Where Do They Win?	How to Overcome It
More Interface Options, Including KBW, OCIA, & WE	There Synapse interface cables tend to be costly, so we should be able to be competitive even using a decoder or converter cable for unsupported interfaces. (1) – Try to connect using RS232, IBM 46xx, or IBM USB. All new terminals support one of these interfaces. If it's an older terminal, some will support RS232 or 46XX. (2) – For KBW or WE, a PSC decoder would need to be used with an RS232 scanner. Contact PSC tech support for assistance with this solution. (3) – For OCIA, a PSC decoder or third party converter cable (see www.wrenchman.com) can be used. Again, contact PSC tech support for assistance with this solution.
End-User Replaceable Vertical Window	An end-user replaceable window isn't necessary in a vertical scanner. We use a scratch resistant tempered glass that is more than adequate for the abuse vertical windows will receive. In the rare event the window needs to be replaced, it is a simple and fast depot repair that only involves removing four Torx screws.
Configurable Depth-of-Field	This handy software feature enables the LS5700 depth-of-field to be shortened for space-constrained presentation scanning applications. The Magellan 2200VS does not have a similar feature, however, it the opportunity is large enough, a special short depth-of-field version may be able to be created by the PSC Specials and Continuation group to meet specific customer specifications. Contact the Specials Group for more information. Also, the PSC Duet or VS800 may be better suited for shorter depth-of-field application.



Competitive Feature Comparison

PSC Magellan 2200VS vs. the Metrologic MS7320 InVista

The new InVista replaces the legacy MS700i vertical scanner and while it offers some impressive features, its scanning performance is consistently worse than the Magellan 2200VS and LS5700. Customers are drawn to this product for its low price and competitive features. The key to beating the InVista with the Mgl 2200VS is to focus on actual throughput performance and quality/reliability. Not only does the Magellan have considerably faster scanning performance but its build quality is also superior to the InVista. The old adage “you get what you pay for” definitely applies here.

Where Do We Win?	Why?
Faster Throughput	The Magellan 2200VS scan pattern is a totally new design that optimizes performance for both presentation and sweep scanning styles. We also utilize Magellan 8000 series electronics for extremely fast label processing and FirstStrike advanced decoding software improves performance on poor quality labels. Testing shows the Magellan 2200VS to be 18% faster than the InVista on average and is over 24% faster during presentation scanning. These are considerable differences that any cashier should be able to notice during a trial comparison.
Value-Added Software Features	Standard value added features include host diagnostic reporting for improved service and maintenance and our host download capability, which enables easy “no touch” software upgrades through the POS host. Also, when equipped with optional Productivity Index Reporting software the Magellan 2200VS can improve POS productivity by identifying poor performing labels, cashiers, and scanners. Lastly, because it's a Magellan, any software development done for any of the Magellan 8000 or 9000 series products will be compatible with the Magellan 2200VS. No other competitive scanners have these advanced software capabilities available.
Versatility	Class leading scanning performance with either presentation or sweep style scanning. Also, we can communicate failure and usage information to the host terminal with host diagnostic reporting. The InVista has no similar feature.
Easy to Service and Maintenance	Service and maintenance has never been easier for a vertical scanner with the Magellan 2200VS. The scanner is capable of communicating several usage metrics and FRU failures directly to its host, so problems can be detected before they cause a failure or should a failure occur, it can also be reported to the scanner's host and identified to ensure a fast and accurate repair. Additionally, the Magellan 2200VS also flashes its on board LED with audible beeps for on the spot FRU failure identification and trouble shooting. Mean Time to Repair is a short 20 minutes.
Build Quality	The Magellan 2200VS is subjected to over twenty rigorous environmental tests that include punishing drop and vibration tests – these are the exact same tests our older VS products were subjected to. The Mgl 2200VS is well suited for years of use in even the most demanding POS applications. The InVista is built very cheaply and has obvious design flaws that would cause it to fail the same tests we pass. For example, the InVista uses a plastic vertical scan window, which is very susceptible to scratching where we use glass. In addition, the scan optics and circuit boards of the InVista are very susceptible to dust and moisture infiltration. The Mgl 2200VS has a sealed design.
RSS Decoding	The InVista has no support for RSS.
FirstStrike™ Decoding Software	With FirstStrike, the Magellan 2200VS can easily read torn, poorly printed, and disfigured bar code labels of all types out of the box. The InVista is also slower when reading add-ons. When add-ons are enabled, the Mgl 2200VS has been tested to be more than 13% faster. Additionally, we support RSS symbologies and the InVista doesn't.



PSC Magellan 2200VS vs. the Metrologic MS7320 InVista (continued)

Where Do They Win?	How to Overcome It
More Interface Options, Including KBW, OCIA, & WE	The InVista has two multi-interface versions - one version with RS232, IBM, and OCIA and one version with RS232, WE, KBW, and USB. (1) – Try to connect using RS232, IBM 46xx, or IBM USB. All new terminals support one of these interfaces. If it's an older terminal, some will support RS232 or 46XX. (2) – For KBW or WE, a PSC decoder would need to be used with an RS232 version of the Mgl 2200VS. Contact PSC tech support for assistance with this solution. (3) – For OCIA, a PSC decoder or third party converter cable (see www.wrenchman.com) can be used. Again, contact PSC tech support for assistance with this solution.
2 Year Warranty	PSC Service offers a variety of programs to protect our customer's investment including extended warranties and quick replacement programs. Call PSC Service for more details on what's available in your area.
End-User Replaceable Vertical Window	This is more important for the InVista since it uses a plastic window. We use a scratch resistant tempered glass that is more than adequate for the abuse vertical windows will receive. In the rare event the window needs to be replaced, it is a simple and fast depot repair that only involves removing four Torx screws.
5 mil vs. 7mil Resolution	While the In Vista can read 5mil labels, its DOF is only a meager 0-1" (0-2.5cm). If 5mil reading is important, the PSC Duet or VS800 may be better suited for the application and is priced less.
Flexible Mount Included	We can offer our 2" (5cm) riser mount. However, we've found that approximately 80% of installations place the scanner directly on the counter.
Checkpoint EAS Included	We offer a CheckPoint EAS antenna for a minimal additional charge. Also, 10% or fewer installations actually use an EAS antenna, so we chose to make it an option.



Competitive Feature Comparison

PSC Magellan 2200VS vs. the NCR 7882/7883

The 7882 and 7883 is the “refresh” of the legacy 7880. The housing remains identical. For the update they have added four more scan lines (so they now have a total of 24 scan lines) and they now include their latest Pacesetter 3 software. The only difference between the 7882 and 7883 is that the 7883 supports RSS while the 7882 does not. (The 7883 is not available until June, 2003.) In addition, they have their pattern changing Optimizer feature, which changes the scan pattern for vertical or horizontal scanning applications, which would be a good feature if it worked. Unfortunately, by trying to provide a vertical and horizontal scanner in a single product they fail to deliver good scanning performance in either mode. Regardless of all the NCR marketing claims and hype, this scanner is a dog. It was the slowest scanner in both presentation and sweep throughput tests we conducted. Even the cheap Metrologic InVista was better. It simply cannot compete with the new Magellan 2200VS and it is priced higher!

Where Do We Win?	Why?
Faster Throughput	The Magellan 2200VS scan pattern is a totally new design that optimizes performance for both presentation and sweep scanning styles. We also utilize Magellan 8000 series electronics for extremely fast label processing and FirstStrike advanced decoding software improves performance on poor quality labels. Testing shows the Magellan 2200VS to be over 33% faster than the 7882 on average and 24% faster when add-ons are being used. These are very noticeable differences that cashiers will notice and management should be able to measure shorter transaction times.
Versatility	Class leading scanning performance with either presentation or sweep style scanning. Our multi-interface solution will support the most popular host interfaces out of the box vs NCR's single interface options. Our accessible flash ROM allows for easy software upgrades, where the NCR 7882 would require a costly circuit board upgrade. Additionally, we can communicate failure and usage information to the host terminal with host diagnostic reporting. NCR has no similar feature. Lastly, we support more symbologies.
Value-Added Software Features	Standard value added features include host diagnostic reporting for improved service and maintenance and our host download capability, which enables easy “no touch” software upgrades through the POS host. Also, when equipped with optional Productivity Index Reporting software the Magellan 2200VS can improve POS productivity by identifying poor performing labels, cashiers, and scanners. Lastly, because it's a Magellan, any software development done for any of the Magellan 8000 or 9000 series products will be compatible with the Magellan 2200VS. No other competitive scanners have these advanced software capabilities available, though NCR offers its PaceSetter 3 software, which does have a poor quality label reporting feature.
Build Quality	The Magellan 2200VS is subjected to over twenty rigorous environmental tests that include punishing drop and vibration tests – these are the exact same tests our older VS products were subjected to. The Mgl 2200VS is well suited for years of use in even the most demanding POS applications. The 7882/7883 is built very cheaply and has obvious design flaws that would cause it to fail the same tests we pass. For example, some 7882/7883 models use a plastic vertical scan window, which is very susceptible to scratching. We use a more scratch resistant tempered glass. In addition, the scan optics and circuit boards of the NCR scanners are very susceptible to dust and moisture infiltration. The Mgl 2200VS has a sealed design.
Easy to Service and Maintenance	Service and maintenance has never been easier for a vertical scanner with the Magellan 2200VS. The scanner is capable of communicating several usage metrics and FRU failures directly to its host, so problems can be detected before they cause a failure or should a failure occur, it can also be reported to the scanner's host and identified to ensure a fast and accurate repair. Additionally, the Magellan 2200VS also flashes its on board LED with audible beeps for on the spot FRU failure identification and trouble shooting. Mean Time to Repair is a short 20 minutes.
RSS Decoding	The 7882 has no support for RSS. The 7883 supports RSS.
FirstStrike™ Decoding Software	With FirstStrike, the Magellan 2200VS can easily read torn, poorly printed, and disfigured bar code labels of all types out of the box. Even with PaceSetter 3 the 7882/7883 are slower scanners. Additionally, we support Codabar, Code 93, MSI/Plessey, and Italian Pharmacode, while the 7882 and 7883 do not.
Speaker Configuration	The volume and tone settings on the NCR scanners can only be changed by scanning bar codes.
Power Consumption	The 7882/7883 burns over three times as much power at 15 watts than the Magellan 2200VS does at 4 watts.

For more information, contact: PSC Inc., Product Marketing, Eugene, Oregon: 541-683-5700 / USA: 800-695-5700
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PSC Magellan 2200VS vs. the NCR 7882/7883 (continued)

Where Do They Win?	How to Overcome It
Offer KBW Interface	(1) – Try to connect using RS232, IBM 46xx, or IBM USB. All new terminals support one of these interfaces. If it's an older terminal, some will support RS232 or 46XX. (2) – For KBW, a PSC decoder would need to be used with an RS232 scanner. Contact PSC tech support for assistance with this solution.
Scan Pattern Statistics -- 2,200 scan patterns per second vs our 2,000 scan patterns per second. 24 lines vs our 20 lines	Specifications don't dictate performance. Bar code scanners are complex pieces of equipment with many variables that affect performance. We design our scanners to maximize actual scanning performance instead of focusing on impressive specifications.
Optimizer Switch -- It can convert the scan pattern for vertical and horizontal scanning applications	Most customers will never change between vertical or horizontal scanning and like to order their scanners pre-configured for either vertical or horizontal scanning to minimize installation time. Sounds like a nice feature but compromises performance in both modes.



Warranty, Service and Accessories

Warranty Plan

All Magellan 2200VS models including interface cables are warranted for one year against defects in workmanship and materials from the date of manufacture. The unit will be repaired or replaced at the discretion of PSC upon receipt of the failed unit.

Service Plan

PSC offers several service programs to fit varying customer needs. These include:

Technical Phone Support

Never more than a phone call or an e-mail away, Technical Support from PSC is the first place you should turn if you have a question about the performance, features, configuration, programming or specifications of your PSC product.

Whole Unit Flat Rate Repair

Easy and efficient repair of your product using approved parts, procedures and expertise right from the factory, Whole Unit Flat Rate repair provides dependable and economical support for PSC products.

Quick Replacement Warranty*

Provides next day scanner replacement for those customers who need more immediate service than what is offered through standard depot repair programs. This one-call coverage supplies a replacement scanner delivered to your site ready for immediate installation and use by your personnel.

*not available in all locations



Product Add Builders

15 Word

The Magellan® 2200VS is *the* choice for best-in-class vertical scanning performance and unique, productivity enhancing features!

25 Word

The Magellan® 2200VS features best-in-class vertical scanning performance and unique value added software features like Productivity Index Reporting™, providing the best value in vertical POS scanners.

50 Word

PSC's Magellan® 2200VS features best-in-class vertical scanning performance, software for improving POS productivity, and also comes equipped with advanced FirstStrike™ decoding software with optional RSS capability. With these great features, plus many more, and a very economical price-point, the Magellan 2200VS is *the* choice for vertical single-plane POS scanners.

100 Word

The Magellan® 2200VS vertical POS scanner from PSC optimizes technology developed for the Magellan 8000 series for superior vertical single-plane scanning and a whole lot more. It not only delivers best-in-class scanning performance but it also has on board software that can make your point-of-sale more efficient. Like a watchdog for your bottom line, optional Productivity Index Reporting™ software can identify poor performing labels, cashiers, and lanes so management can take action. With these impressive features and a competitive price, it's no wonder why the Magellan 2200VS from PSC is *the* choice. The name says it all – it's a Magellan and nothing beats a Magellan.

150 Word

The Magellan® 2200VS vertical POS scanner from PSC is not *just* a scanner. It's a Magellan scanner! The Magellan 2200VS optimizes technology developed for the Magellan 8000 series for superior vertical single-plane scanning and a whole lot more. It not only delivers best-in-class scanning performance but it also has on board software that can make your point-of-sale more efficient. Like a watchdog for your bottom line, optional Productivity Index Reporting™ software can identify poor performing labels, cashiers, and lanes so management can take action to maximize productivity. In addition, advanced FirstStrike decoding software speeds performance on even poor quality labels to minimize transaction times. With these impressive features and a very competitive price, it's no wonder why nothing beats the Magellan 2200VS from PSC. The name says it all – it's a Magellan and nothing beats a Magellan.



One Page Product Description

The Magellan® 2200VS is PSC's highest performing vertical single plane scanner for medium to high volume POS applications. It features a totally redesigned vertical scan pattern, Magellan 8000 series electronics, value added software features, FirstStrike™ advanced decoding software, flash memory, and a host of other features all designed to increase retail checkout productivity and efficiency. With these great features, plus more, the Magellan 2200VS sets a new precedent in vertical scanning.

For starters, the Magellan 2200VS features an aggressive 20-line scan volume aligned in a broad but dense pattern enabling outstanding performance on all types of bar codes. Whether presentation or sweep scanning methods are used, it takes previous VS1000 and VS1200 performance even higher by combining the new 20-line scan pattern with a 6000RPM motor and our fast Magellan 8000 platform electronics. The result is an improved 2000 scan lines per second scan pattern that increases item throughput and reduces transaction times at the point-of-sale.

FirstStrike advanced decoding software further augments the impressive scan pattern by improving performance on poor quality labels. With FirstStrike, labels can be quickly stitched together by piecing together parts of a label captured from any one of the 20 scan lines. It can also reconstruct damaged or missing bar code data in a split second to speed throughput. In addition, with FirstStrike the Magellan 2200VS supports the most popular retail and industrial symbologies, including RSS, and can autodiscriminate between them all simultaneously. With FirstStrike, the Magellan 2200VS is one of the best tools for improving productivity.

The Magellan 2200VS also provides a distinct competitive advantage when Productivity Index Reporting™ software is implemented. Productivity Index Reporting (PIR) measures how long it takes to decode labels and reports this information to the host for analysis. Reports are generated to help identify problem labels, a poor performing scanner, or even poor cashier performance. With PIR the Magellan 2200VS not only offers class leading performance but it also provides valuable information for improving throughput, first-pass-read-rates, and ultimately, productivity at the front end of the retail supply chain.

The Magellan 2200VS is also a versatile tool. New decoding capabilities, software based features, or new symbologies can all be updated in its flash memory through the scanner's auxiliary or host port, ensuring convenient migration and future industry compatibility. Plus, the scanner also comes with a powered auxiliary port for handhelds, optional EAS capability, host diagnostic reporting, optional RSS decoding, and of course, the legendary reliability and serviceability that comes with every PSC Magellan.

Need the best vertical mini-slot performance at the POS? The Magellan 2200VS delivers! The PSC Magellan 2200VS combines the knowledge and experience from over 27 years of "being in the business" and having built over a million fixed POS scanners, with the newest technologies and latest innovations available. The result is a new standard for high-performance vertical scanning. The result is the Magellan 2200VS and nothing beats a Magellan.



Magellan® 2200VS Channel Bullets

Best-In-Class Vertical Scanning Performance

The Magellan® 2200VS beats the competition with 10% or better POS throughput performance.

Productivity Index Reporting™

Optional feature to identify poor performing labels, cashiers, and scanners to improve productivity at the point-of-sale

FirstStrike™ Advanced Decoding Software

Provides higher read rates on poor quality labels and autodiscriminates between all supported symbologies

Flash Memory

Symbologies, features, and operating software can easily be upgraded through the scanners host and auxiliary port

Optional RSS Decoding

The only vertical single-plane scanner optimized for reading RSS codes

Multiple Interface Solution

Each scanner supports IBM 46XX, RS232, and IBM USB out of the box

Powered RS232 Auxiliary Port

Easily add PSC handhelds for scanning the large and heavy items left in the shopping cart