



CASE STUDY

CipherLab Customer Spotlight: Trakware Solutions

Trakware and CipherLab Create Complete Mobile Data Capture Solution

Profile

U.K.-based Trakware Solutions has the hardware and software expertise required for its customers to implement complete IT networks and solutions. Its proprietary Active Studio is a unique software development kit for mobile computing platforms. Trakware and CipherLab have established a partnership that enables Active Studio to be easily used with Cipherlab's wireless handheld devices, from the entry level 8071 wireless portable terminal to the company's newest, Microsoft® Windows®-compatible portable terminal family, the 9500 series.

Deployment

Active Studio quickly loads onto a PC and, through applications wizards, gives resellers the ability to create tailored data capture programs in any language (Visual Basic, C++, etc.). Users can then control the functionality of the CipherLab terminals to design a comprehensive auto ID system for a broad range of retail and warehouse applications such as stock control, asset tracking, queue busting and mobile shopping.

"The combination of CipherLab's products with Active Studio enables us to offer our reseller base not just a standard piece of equipment, but a powerful mobile development tool and a route to a solution, all at a competitive price," noted CipherLab U.K.'s sales and marketing director Ray Marsh.

Steve Egginton, managing director at Trakware, added, "We are very excited about our new partnership with CipherLab, as it is recognized as one of the leading players in the data capture market. This is a key milestone in our company development and it opens up tremendous business opportunities for the future."

About the 8071 Wireless Portable Terminal

CipherLab's 8071 leads the industry as a hand-held, pocket-sized terminal with integrated scanner that offers Class 1 connectivity to a wireless access point. It can be used within a radius of as much as 400 feet – making it ideal for transitioning from the loading dock to the warehouse. Additionally, CipherLab's 8071 is easily integrated into existing networks, including those running Microsoft Windows applications. Although small in size and lightweight, it delivers more than 100 working hours per battery recharge.

About the 8071 Wireless Portable Terminal

CipherLab's 9500 Series offers long-range imager and laser versions for 2D barcode reading and supports the latest RFID warehouse tracking applications. Its large LED-backlit color touch display, ergonomic design, fast Intel® XScale PXA 270 processor and large memory capacity (up to 128MB SDRAM and SD flash expandability) make it easy for customers to benefit from the full power of Microsoft Windows CE or Pocket PC 2003 2nd Edition for retail data capture applications. Products are available in Bluetooth® V1.2 or 802.11b wireless standards.

About CipherLab

CipherLab is a global leader in the design, manufacture, and marketing of Automatic Identification and Data Capture/Collection products and systems. The company's mobile computers and scanners are integrated into the networks of some of the world's best known logistics, retail, distribution, government installations, and healthcare companies, helping them run more efficiently and effectively onsite and on the road. Headquartered in Taipei, Taiwan with offices in China, Germany, UK, and USA with operations worldwide, CipherLab is publicly traded on the Taiwan stock exchange (Taiwan OTC: 6160). For more information, please visit <http://cipherlab.com>