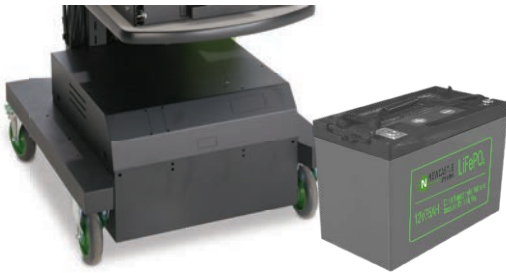


ADVANTAGES OF UPGRADING TO A LITHIUM POWER SOURCE

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



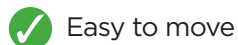
Reduced waste



Our LiFePO4 batteries weigh just 21-53 pounds each



Lightweight



Easy to move

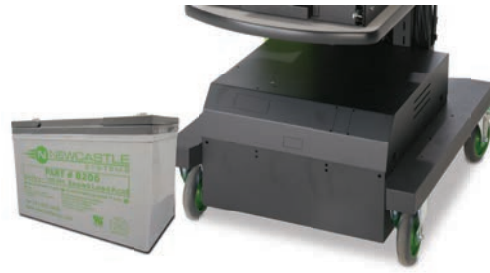


x 3,000

Our LiFePO4 batteries last 3,000 charge/discharge cycles

SLA

Sealed Lead Acid



SLA batteries need to be replaced every 1-2 years



SLA batteries weigh in at a hefty 70-210 pounds



More difficult to move/swap



x 300

They can handle 300 charge/discharge cycles


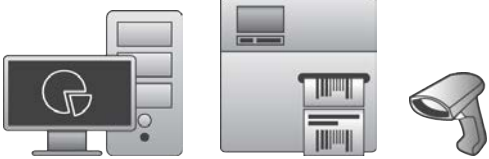

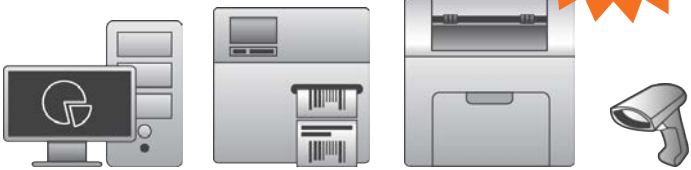
TOTAL COST OF OWNERSHIP SCENARIO

Medium Usage Profile: Laptop, barcode printer & scanner for 8+ hours	NB430-LI with LiFePO4 Fixed Battery	NB430 with Standard SLA Battery
Initial Investment	\$4,215	\$3,435
Battery Weight (lbs)	21	70
Battery Cycles	3,000 (8-10 years)	300 (18-24 months)
ROI (months)*	6.3	5.4
8 Year Ownership	\$4,215	\$4,856**
8 Year Average	\$527	\$607

*Based on saving 10 minutes per hour, 40 hours per week, \$22 per hour

**Cost of SLA battery replacements: \$335 (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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