

Upsell Opportunities with the DS3600-KD Ultra-Rugged Scanner

New keypad and color display. Enhanced ultra-rugged specs. More productivity tools.

The 3600 Series set the bar for ultra-rugged design and unstoppable performance in some of the toughest environments and applications. With the new DS3600-KD, you can offer your customers the unstoppable performance of the 3600 Series combined with the versatility of a keypad and color display — helping organizations of all sizes reach new levels of workflow efficiency.

New DS3600-KD model with keypad and color display

- Tap into new sales prospects with an ultra-rugged scanner that lets workers key in information
- Ideal for streamlining specific use cases like scanning multiple quantities
- Pre-built applications are ready to use out of the box for unparalleled simplicity

Enhanced ultra-rugged specs (available on all 3600 Series models)

- Higher drop spec: 10 ft./3 m drops to concrete
- Enhanced 7,500 tumble spec
- Higher IP65/IP68 sealing

New productivity tools (available on all 3600 Series models*)

- Virtual Tether helps prevent downtime by keeping cordless scanners in range
- New parsing tools make it easy to capture more kinds of data: UDI Scan+, Blood Bag Parse+ and Label Parse+
- AutoConfig lets you easily handle multiple workflows with one scanner: simply pair a cordless scanner to a different base to configure it for a new host app
- Remote Diagnostics Logging Agent offers up-to-the-minute insight into every aspect of your scanners



While the MT2070 is not going EOL at this time, the DS3600-KD provides an **upgrade opportunity** for MT2070 customers that are interested in a new platform. If your customer does not require an operating system, they can transition to the DS3600-KD and get the ultra-rugged specs of the 3600 Series, along with an embedded app framework that's simple to deploy.

* Parsing tools not available on 3600 Series linear imagers