

Are *you* ready for the Wireless LAN revolution?

Straight answers
to tough questions



symbol[®]

Symbol puts information where you really need it.

At your fingertips.

The most valuable asset in your organization may very well be information. Up-to-date, *accurate* information that you can put to use. No wonder wireless local area network (LAN) technology is being enthusiastically adopted by so many bottom line-oriented companies and organizations.

A wireless LAN, which is an extension of your Ethernet backbone or a standalone network, can help organizations like yours raise profits, cut costs, and stay ahead of the competition. That's why now is the perfect time to find out more about wireless LAN technology and how it can put vital information to work in real-time for *you*.



Wireless LAN technology. The right choice for today's mobile workforce.

These days, people can't be chained to their desks and totally reliant on desktop PC's for information. Today's workforce is on the move — more mobile than ever before.

This means people want access to information anytime or anywhere and they want it via instant voice and data communications.

These new demands have led to the creation of a wide variety of innovative devices. Everything from laptops and PDAs, to Web-enabled cell phones and Web kiosks.

Wireless LAN technology facilitates the movement of vital data between these and other devices, all across the enterprise. The result? Enhanced productivity, lower costs, and dramatically increased efficiency.

Symbol is proud of the fact that it helps all kinds of organizations use wireless LAN technology to solve their toughest challenges. Symbol works closely with customers on the move in many industries, including:

- Education and Corporate Training
- Retail
- Transportation and Logistics
- Warehousing and Distribution
- Office and Public Space Environments
- Manufacturing
- Government
- Healthcare
- Hospitality

It's important to know that wireless networks offer many organizations a host of key competitive advantages. For example, they provide the flexibility to rapidly and wirelessly transfer large data files and high-resolution images, to access the World Wide Web, to support wireless video conferencing, wireless e-mail, and to rapidly reconfigure high-bandwidth sites. And that's just for starters.

Symbol can also help with just-in-time inventory infrastructures, real-time information management, customer service, access to vital network resources, and a whole lot more.

Some Symbol history.

Over the last decade, wireless local area networks have become a *lot* more important. And from the beginning, Symbol Technologies has been a true leader in this rapidly expanding industry.

Today, its engineers and system designers are recognized for having been first-to-market with a portfolio of award-winning technologies. These IEEE standards, supporting innovative, real-world implementa-



tions, meet the demands of a wide range of industries.

Based on its cornerstone Spectrum24[®] wireless LAN solution, Symbol offers customer solutions that best support application needs including combined data transaction and voice-over-IP solutions, Ethernet speed high data-rate transmissions, and more.

The bottom line?

Wireless LANs have proven that they can help organizations of all kinds boost productivity, cut costs, and dramatically increase profitability.

Isn't it time *you* join the wireless LAN revolution?



Straight answers to tough questions.

"Why is it so important for me to learn more about wireless LAN technology?"

Today's highly demanding and competitive marketplace environment has become extremely data-intensive. Wireless LAN technology was specifically developed to help move large amounts of data quickly and cost effectively. No wonder organizations and enterprises on the move are turning to wireless LAN technology to solve their toughest competitive challenges. Now is the time to find out more about how wireless LAN technology can go to work for you.

"What kinds of organizations can benefit best from a wireless LAN solution?"

One of the exciting things about wireless LAN technology is that it can be used by a wide variety of organizations



to meet their unique challenges. For example, the healthcare industry uses wireless LAN solutions to speed up the transfer of vital, lifesaving medical information. In the extremely competitive hospitality market, wireless LANs are used to provide "value added" services for guests and administrative associates, and are the keys to increasing productivity and reducing costs. Education and corporate training departments, government agencies, and countless other organizations are now part of the wireless LAN revolution. In addition, small business and corporate environments benefit through:

- Use of a stand-alone wireless network
- Ad-hoc networking for project teams and workgroups can be assembled, work-space configured, and conference rooms made network-ready without extensive rewiring of corporate offices.



"Can you give me a quick introduction to your latest wireless LAN technology?"

Spectrum24 High Rate Wireless LAN from Symbol Technologies provides real-time access to information and images when and where it is needed. Spectrum24 High Rate is an open-architecture solution designed to support IEEE 802.11b high rate wireless LAN standards and operate in the 2.4 GHz band using spread-spectrum modulation. What these technical specifications mean is that Spectrum24 High Rate is ideal for supporting applications involving large files like multimedia presentations, graphics, and other information intensive applications. Symbol's standards-based approach ensures global, seamless, high-speed wireless connectivity for organizations world wide. Our broad range of wireless LAN solutions means you can leverage your investment in your network and extend its reach to the mobile user.

"What is the IEEE 802.11b standard and why is it so important?"

The IEEE (Institute of Electrical and Electronic Engineers) is a worldwide organization that develops and publishes a variety of standards for communications systems. The 802.11b standard, which was finalized in 1999, is a complete standard that provides a common set of operational rules. These rules facilitate the interoperability of wireless LAN products from many different vendors. It's extremely important that the products you use meet these new standards. Symbol is proud of the fact that its Spectrum24 High Rate wireless network product family complies fully with the important new 802.11b standard.

"Can a wireless LAN grow right along with my organization?"

It's important to note that wireless LANs provide unmatched scalability. This means that systems can be configured in a variety of topologies which meet the needs of specific applications and installations. Configurations are easily changed and range from independent networks suitable for a small number of users, to full infrastructure networks comprised of hundreds or thousands of users who can roam over a large area.

"Who can help me implement a wireless LAN solution if I don't want to go it alone?"

Symbol Business Partners specialize in helping companies like yours implement a wireless LAN solution. All of our Business Partners undergo rigorous training and have the knowledge and expertise necessary to deal with all aspects of wireless LAN technology. These thoroughly trained Business Partners are always available to help you every step of the way — from site survey to configuration and installation. They offer:

- Project Services
- Integration Services
- Installation Services
- Software Services
- And more

These can all be combined as needed to support and ensure a successful implementation across your wireless LAN's life cycle.

"How much will a high-speed wireless LAN solution really cost? I'm very concerned about the bottom line."

The best way to get an accurate answer to this important question is to arrange for a Cost Analysis that can be conducted by Symbol Business Partners or our own representatives. They'll be able to measure the cost of the technology in proportion to the manpower hours you'll save. You'll be amazed by how little it costs to put a wireless LAN solution to work. Don't forget that wireless LAN solutions are extremely versatile. The same hardware can be used for several wireless communications needs in many different departments.



Spectrum24 High Rate Wireless LAN—

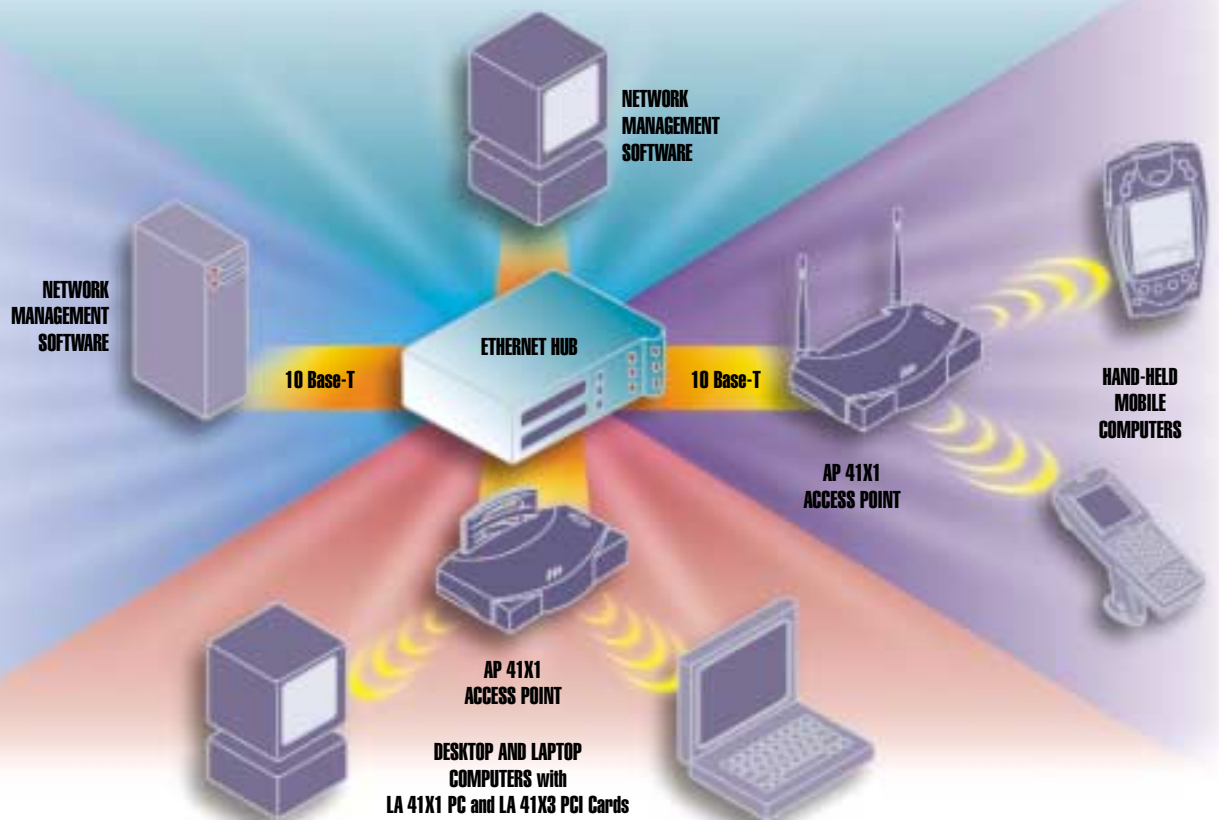
At the heart of a new technology.

Today, worldwide enterprises face difficult new challenges. They need to provide their fast-paced mobile workforces with instant, untethered access to vital network resources.

That's where Symbol's Spectrum24 High Rate Wireless LAN comes in. You see, it's a unique wireless LAN solution that provides the speed, advanced performance, and intelligent technology that's needed to extend the reach of the enterprise network.

Designed for next-generation performance.

Spectrum24 High Rate was designed to the IEEE 802.11b interoperability standards. This means it delivers data transmission of up to 11 Mbps. But Symbol didn't stop at defined standards. Super-smart algorithms, advanced



The Spectrum24 High Rate Wireless LAN provides real-time access to information and resources when and where needed.

mobility and security features, and much more combine to bring you the best in high-speed wireless LAN technology and services. Today and tomorrow.

You get more features for more wireless networking benefits.

Dynamic Rate Scaling for Reliable Data Throughput. Dynamic Rate Scaling makes sure your system always performs at an optimal speed. This ensures the highest level of service and the best continuity for data transmission.

WEP Encryption for High-Speed Security. Wired Equivalent Privacy (WEP) encryption provides powerful user authentication and data encryption and decryption capabilities for data security you can count on.

Mobile IP: Advanced Mobility for Seamless Roaming. Symbol's Spectrum24 High Rate Access Point supports mobile IP functionality, allowing seamless roaming across routers. This ensures uninterrupted connectivity as clients physically move from one Spectrum24 subnet to another.

A Selection of Antennas. Symbol's selection of omnidirectional and directional antennas provides different coverage patterns to meet your unique requirements.

AP 41X1 Access Point Series.

The AP 41X1 is known as the *intelligent* access point. Built beyond defined standards, it integrates features only available from the wireless engineering experts at Symbol. Advanced algorithms prioritize data, voice, and multimedia transmissions for uninterrupted quality service.



LA 41X1 PC Card and LA 41X3 PCI Card Client Adapters.

The Spectrum High Rate LA 41X1 slips into any laptop or other device with a PC card slot, providing high-performance, low-maintenance wireless network connectivity for on-the-move associates. Its one-piece PC card design, with an integrated antenna, supports transmit-and-receive antenna diversity for maximum range and throughput. The LA 41X3 PCI Card is perfect for PC compatible devices with a PCI interface.



SpectrumSoft™ Wireless Network Management System.

The SpectrumSoft Wireless Network Management System (WNMS) suite of software enables users to configure and manage the Spectrum24 High Rate wireless LAN and its clients through the same tools used to manage enterprise-wide networks. Used as a standalone system or with platforms such as OpenView, Tivoli, and Unicenter, companies can synchronize their enterprise-wide system administration, creating consistency across network operations while providing a familiar environment for network managers.



SPT 1740. Pocket-sized productivity for people on the move.

The SPT 1740 is a totally new concept in mobile computing that was designed for professionals on the go who need to collect and manage data of all kinds. For example, the SPT 1740 is ideal for everyone, from teachers who have to track attendance and student activity in class, to hotel employees who help guests with curbside check-in. The SPT 1740 is the perfect tool for anyone who needs instant, accurate, and reliable information at the touch of a button. For added flexibility, Symbol's mobile devices are available in platforms including Microsoft Pocket PC, Windows CE and Palm Computing®.



NetVision® Data Phone.

The NetVision Data Phone combines voice communication, data capture capabilities, bar code scanning, embedded thin client, and a radio card into a single, lightweight device. And while the NetVision Data Phone looks like a cellular phone, it employs Symbol's Spectrum24 industry standard wireless LAN to collect and transmit data and voice. When you start using the NetVision Data Phone, you'll find it's easy to increase productivity, improve service, and cut costs.



PDT 6840 Portable Data Terminal.

This new rugged, lightweight portable data terminal combines mobile computing and wireless communications with comfortable, well-balanced "forward scanning" ergonomics. The new PDT 6840 is perfect for harsh industrial environments like transportation and distribution. The retail version is small enough for scan-intensive applications, like inventory management and replenishment, price management and receiving.



We're proud that Spectrum24 High Rate Wireless LAN products are Wi-Fi™ Certified.



It's important that the wireless LAN products you purchase all work together seamlessly. That's why you'll be glad to know that Symbol Technologies was recently awarded Wi-Fi Interoperability Certification by the Wireless Ethernet Compatibility Alliance (WECA).

This means that Symbol's Spectrum24 High Rate 11 Mbps Access Point, Spectrum24 High Rate PC Card, and wireless devices, now bear the Wi-Fi™ logo — a mark granted as the official "seal of interoperability" to products that have passed rigorous interoperability testing conducted independently at the Silicon Valley Networking Lab, Inc.

The Wireless Ethernet Compatibility Alliance is a nonprofit organization formed in 1999 to certify interoperability of Wi-Fi (IEEE 802.11b High Rate) products and to promote Wi-Fi as the global wireless LAN standard across all market segments.

Work with the global leader. Symbol Technologies.

Symbol Technologies, Inc., winner of this year's National Medal of Technology, is a global leader in mobile data transaction systems. The company provides innovative customer solutions based on wireless local area networking for data and voice, application-specific mobile computing, and bar code data capture.

Symbol's wireless information appliances connect the physical world of people on the move, packages, paper and shipping pallets, to information systems and the Internet.

Today, some 10 million Symbol bar code scanners, mobile computers and wireless LANs are utilized worldwide in markets ranging from retailing to transportation and distribution logistics, manufacturing, parcel and postal delivery, government, healthcare and education.

Symbol's systems and products are used to increase productivity from the factory floor to the retail store, to the enterprise, and out to the home.

We're ready to help whenever you need us.

Have a question about how wireless LAN solutions can go to work for your organization? Give our Symbol Response Center a call. This unique Symbol unit does not make sales and does not take orders. Its only purpose is to help you determine how the power of wireless LANs and bar code data solutions can be harnessed by your business or organization. Our team is always at your service to:

- Discuss your specific application requirements.
- Introduce you to new technologies that can increase productivity.
- Answer any questions you may have about specific products.
- And that's just for starters!



"Want to find out what wireless LAN solutions can do for your business or organization? We'd be delighted to learn about your operation and then give you some practical ideas that could save you a lot of money. Please remember that we're not a sales unit. Our only job is to introduce forward-looking organizations like yours to exciting technologies that are proving themselves every day. We hope to hear from you soon!"

Peg Haigy
Symbol Response Center



Symbol Technologies, Inc.
Corporate Headquarters
One Symbol Plaza
Holtsville, NY 11742-1300
TEL: 1-800-722-6234/1-631-738-2400
FAX: 1-631-738-5990

For Europe, Middle East and Africa
Symbol Technologies
EMEA Division
Symbol Place, Winnersh Triangle
Berkshire, England RG41 5TP
TEL: 44-118-9457000
FAX: 44-118-9457500

For Asia Pacific
Symbol Technologies Asia Inc.
(Singapore Branch)
Asia Pacific Division
230 Victoria Street #04-05
Bugis Junction Office Tower
Singapore 188024
TEL: 65-337-6588 / FAX: 65-337-6488

For North America and Latin America
Symbol Technologies
The Americas
One Symbol Plaza
Holtsville, NY 11742-1300
TEL: 1-800-722-6234/1-631-738-2400
FAX: 1-631-738-5990

Symbol World Wide Web Internet Site
For a complete list of Symbol subsidiaries and Symbol Business Partners worldwide contact us at:
<http://www.symbol.com>
E-mail: webmaster@symbol.com

