



[www.avalonintegration.com](http://www.avalonintegration.com)

**Industry Solutions for the Supply Chain**

# ABOUT US

Founded in 2001 and located in Lebanon, New Jersey, Avalon Integration helps companies leverage mobile and wireless technologies to increase productivity and efficiency while automating more processes and creating seamless operations.

We specialize in designing, installing, and supporting hardware and software solutions with a special focus on extending the life of systems and maximizing your investment for the benefit of your business.

Our experts serve companies and organizations of all sizes, including small businesses, 50 of the Fortune 500, and the U.S. Department of Defense.

We can provide all the services to meet your technology needs and tackle specific projects—from consultation and system design to installation, support, and life cycle management.

We can also function as a project team and extension of your business, fulfilling functions and providing skills and resources your IT staff may not have.

To ensure you are equipped with the latest in affordable and powerful technologies, we partner with global leaders in mobility and automation, including the world's top manufacturers of bar code scanners, handheld computers, tablets, printers, RFID, wireless infrastructure, and supplies.

Our team also delivers, configures, and implements the latest software solutions, including off-the-shelf and customized solutions for your specific needs.

If you are a manufacturer, retailer, warehouse operator, or any organization with a need for greater accuracy, efficiency, and productivity in your operations, Avalon Integration is here to help.



3 Werner Way #200  
Lebanon, NJ 08833  
888-958-5747  
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**“Partner of the Year 2015”**

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## INDUSTRY SOLUTIONS FOR THE SUPPLY CHAIN

Building efficiency. Growing economies. These are the goals of manufacturers. To make these a reality, manufacturers need technology solutions that connect them to the real-time enterprise asset intelligence they need to shave off seconds, drive down defects, and work more safely.

The right solutions should allow manufacturers to do the following:



### **Connect Operators, Technicians, and Machines with Intelligent Production**

To streamline operations, you need a workforce that can communicate with each other, with the machines they operate, and with the materials they process, in real time. Our solutions create deeper, broader integration points across manufacturing processes, so you can enhance safety, increase quality, and consistently surpass production targets.



### **Convert Inventory into Revenue with Flawless Fulfillment**

The more visibility you have, the faster you turn inventory into revenue. Count on our solutions to capture, verify, and mobilize the data you need to more accurately fill internal and external customer orders with held inventory, so you can turn products into revenue quickly and flawlessly.



### **Build Customer Loyalty with Dynamic Service**

To customers, field workers are the face of your operation. With that in mind, help your field operations personnel deliver a higher level of service at a lower cost per interaction, with devices and applications that dynamically connect them to one another, to your supply chain, and to your customers—all in real time.



# Solution

## Inventory and Materials Management



There is a constant and critical need to move materials into, within, and out of warehouses, distribution centers, and plants. Doing this efficiently is critical to the success of your business—operating at anything less than peak efficiency will result in longer cycle times and higher cost of goods sold, and can ultimately impact your ability to compete.

Our Inventory & Materials Management solutions provide real-time inventory visibility by quickly and accurately capturing data using mobile computers, advanced barcode scanners, and RFID readers. Electronic picking orders are sent instantly to the mobile device so workers can respond quickly to changes in production demands. Errors and bottlenecks are reduced by ensuring materials are stored in the right location and the right products are picked to replenish raw materials on the plant floor or to fulfill customer orders. Enhanced visibility and real-time

processes enable you to increase inventory turns, lower operating costs, and enhance customer satisfaction. The result?

- Improved overall material handling efficiency, reducing labor costs
- Reduced inventory stocking-level requirements and storage costs
- Enabled efficient and accurate material tracking across all processes
- Increased return on assets and inventory turns
- Increased quality of finished goods
- Improved shipping accuracy

### SUPPORTING PRODUCTS



#### HANDHELD COMPUTERS

Single-device simplicity designed for manufacturing results in handheld technology that extends organizational knowledge instantly and accurately.



#### WEARABLE COMPUTERS

Our lightweight, yet rugged wearable computers are built with the latest data capture and voice technology. They keep workers' hands and eyes on the task at hand.



#### VEHICLE COMPUTERS

From the loading dock to the warehouse and into the yard, vehicle computers provide up-to-the-minute data when and where you need it.



#### RFID PRINTERS

Our RFID printers print with traceable RFID tags to optimize supply chain management. From desktop to industrial printers, RFID printers can solve a variety of business applications.



#### INDUSTRIAL PRINTERS

For improved asset tracking with high-volume printing, we offer rugged industrial printers. Barcode label printing made easy, especially for asset tagging, warehouse labels, and packing slips.



#### DESKTOP PRINTERS

Our desktop printers are great for printing shipping or receiving labels as well as inventory or work-in-process tags. These tabletop printers are ideal for small- to mid-volume printing.



### **BARCODE LABEL SUPPLIES**

Barcode labels are a critical mechanism for operational efficiency, but not all thermal labels are created equal. Zebra's stock and custom supplies are high-quality, pre-tested, and proven reliable so you can be confident that your labels will be readable and scannable.



### **RUGGED SCANNERS**

Rugged handheld scanners combine industry-leading data capture technology with an exterior that is virtually impervious to damage.



### **TEKSPEECH PRO**

TekSpeech® Pro takes performance and flexibility to the next level for voice-directed warehouse applications with world-class, speaker-independent voice recognition, unsurpassed voice quality, and the freedom of choice—your choice of multi-modal mobile computers, accessories, application functions, and backend business systems.



### **MOBILE PRINTERS**

Mobile printers take label printing to the point of application. These can be used on the factory floor and in the warehouse for many label printing needs.



### **MOBILITY DNA**

A comprehensive suite of applications, utilities, and development tools to provide our customers with enterprise-grade capabilities. Designed specifically for Zebra Mobile Computers, the off-the-shelf, end-user apps, robust administration utilities, and effortless app development tools help you connect every strand of your mobility platform:

- Simplified deployment
- Reduced time, cost, risk, and complexity
- Increased ROI
- Improved productivity
- Increased customer satisfaction

# Solution

## Receiving and Sortation



Our Warehouse Receiving and Sortation Solutions combine our mobile technology with our partner applications to enable you to electronically capture data in real time, communicate it to your Warehouse Management System (WMS), and use ASN and GS1 information to reconcile order details quickly upon receipt of shipment. With these new warehouse sorting capabilities, you can ensure traceability for inbound materials and accelerate the identification of shortages, discrepancies, or damages before they

negatively impact your downstream warehouse processes as well as your ability to respond to customer demand and forecast future inventory needs. Lower your costs with more efficient inventory counts. Reduce errors and oversights resulting from managing your inventory manually. Increase staff productivity through the automation of time-consuming inventory management processes, and improve your ability to respond to customer demand.

### SUPPORTING PRODUCTS



#### MC9200 MOBILE COMPUTER

The MC9200 rugged mobile computer, the next generation of the industry-leading gold standard for mobility, has evolved to meet changing business needs, bringing you the same signature rugged design, best-in-class barcode scanning, and dependable operation.



#### IQ COLOR LABELS

Reduce the instances of mis-sortations and improve profitability by creating visual cues or highlighting important information in color on-demand, using Zebra's exclusive IQ Color labels and any Zebra printer.



#### RUGGED SCANNERS

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#### XI SERIES INDUSTRIAL PRINTERS

Built for high-volume applications and harsh environments, Xi Series label printers deliver superior print quality and reliability. Boost productivity with faster print and connection speeds, and reduce downtime with early warning.



#### BARCODE LABEL SUPPLIES

Barcode labels are a critical mechanism for operational efficiency, but not all thermal labels are created equal. Zebra's stock and custom supplies are high-quality, pre-tested, and proven reliable so you can be confident that your labels will be readable and scannable.



# Solution

## Quality and Traceability



From the moment raw materials are received to the moment finished goods are shipped, you need to track and trace parts or ingredients to safeguard quality and compliance. Knowing when defects are present, determining what caused them, and identifying which lots or batches are affected by them is crucial to minimizing risk, protecting your customer relationships, and driving accountability with suppliers.

The following Quality & Traceability solutions are designed to automate the capture of data to ensure your customer always receives the right product, manufactured the right way. Combining mobile computers, advanced barcode scanners, RFID readers, and an electronic record of materials, your workers can provide efficient, error-proof track and trace for parts or ingredients at every point in the manufacturing

process, or even after delivery to the customer. With quality production processes standardized on mobile computers and instantly visible inspection results, you can expect to reap benefits:

- Gain better control over the quality of your products
- Prevent costly rework due to process or material non-compliance
- Protect consumer safety and customer satisfaction
- Enable cost-efficient regulatory compliance
- Enhance vendor/supplier accountability

Also, in the event of faulty or contaminated materials, this real-time information facilitates identification and quarantine of defective products and materials, protecting your company from the financial and brand impacts associated with a large-scale product recall.

### SUPPORTING PRODUCTS



#### HANDHELD COMPUTERS

Single-device simplicity designed for manufacturing results in handheld technology that extends organizational knowledge instantly and accurately.



#### RUGGED SCANNERS

Our rugged handheld scanners combine industry-leading data capture technology with an exterior that is virtually impervious to damage.



#### RFID READERS

From the warehouse and loading dock, a mobile, handheld, or fixed RFID reader can help you achieve maximum visibility into your enterprise assets.



#### INDUSTRIAL PRINTERS

We offer a variety of high-volume industrial printers to improve asset tracking. Barcode labeling made easy, especially for product quality, inventory, and other product labeling needs.



#### BARCODE LABEL SUPPLIES

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#### MOBILITY DNA

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- Reduced time, cost, risk, and complexity
- Increased ROI
- Improved productivity
- Increased customer satisfaction

# Solution

## Packing and Staging



Equipping your warehouse staff with voice recognition, multi-modal, and hands-free scanning functionality lets you replace error-prone manual processes and enable your workers to multi-task. Combined with RFID, which provides automatic tracking of materials and assets without human intervention, you can ensure all upstream processes in your warehouse have been performed correctly during the final link in the supply chain between you and your customers.

Through either wearable or fixed-mount presentation technologies, your workers at the packing, warehouse, or loading stages will be able to focus on their jobs and your products, driving improvements in productivity.

With the right mix of data capture options, you have the flexibility and range to continue to evolve and mature your operations, regardless of whether you use 1-D or 2-D barcodes or RFID. And with the right mix of mobile, wireless, and data capture technologies, packers, stagers, and loaders can help you achieve flawless fulfillment for your customers.

### SUPPORTING PRODUCTS



#### WORKABOUT PRO 4

Give your workers the mobile computer that can continually evolve to meet your ever-changing business needs with the Workabout Pro 4. Its modular design lets you buy the features you need now, and easily add new features later in your own facility.



#### ZT400

The ZT400 Series RFID printer/encoder offers advanced features for reliable printing and encoding, even in tough environments. Gain a competitive edge with greater tracking abilities, deeper visibility, and enterprise insights.



#### RUGGED SCANNERS

Rugged handheld scanners combine industry-leading data capture technology with an exterior that is virtually impervious to damage.



#### BARCODE LABEL SUPPLIES

Barcode labels are a critical mechanism for operational efficiency, but not all thermal labels are created equal. Zebra's stock and custom supplies are high-quality, pre-tested, and proven reliable so you can be confident that your labels will be readable and scannable.

A **14%**  
**INCREASE IN**  
**PRODUCTIVITY**  
**IT IS 100% POSSIBLE.**



From the back of the warehouse to the retail floor, productivity has never been more important. That is why Zebra is proud to introduce the TC8000, a mobile computer that will totally revolutionize warehouse productivity. With a breakthrough ergonomic design and an extensive list of productivity-enhancing innovations, the TC8000 Touch Mobile Computer will impact performance in ways you never thought possible:

- **Reduce** wrist motion by **55%**, eliminating the need to “tilt and verify.”
- **Decrease** overall muscle exertion by **15%**.
- **Increase** typing speed by **40%** and slash error rates by **60%** with an intuitive, all-touch keyboard.
- **Cut** fatigue thanks to a breakthrough ergonomic body that is **33%** lighter than traditional models.
- **Ensure** your TC8000 is in peak condition with Zebra *OneCare* coverage plans that go above and beyond the manufacturer's warranty to cover it all, including normal wear and tear and even accidental damage.

#### DISCOVER THE TC8000



To find out even more about how Zebra is taking warehouse productivity to new heights, visit [zebra.com/TC8000](http://zebra.com/TC8000).



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# MOVE UP TO **MORE** RELIABILITY AND FLEXIBILITY.



Designed for years of top performance in a wide array of applications, Zebra's impressive ZT400™ industrial printer will help you increase productivity and decrease downtime, while it adapts to your ever-changing business needs.

- Powerful processor and extensive memory insures it can handle your long-term requirements.
- Continually-expanding suite of capabilities—plus secure and direct cloud interaction—ensures convenient printing and device management.
- Virtual Devices app enables printers to support well-known legacy and competitor printer languages.
- Expanded RFID capabilities are easy to install and simple to use.
- How-to videos and information resolve printer errors quickly.



To ensure consistent print quality and reduce downtime, always use genuine Zebra supplies.

You can also maximize printer performance with Zebra *OneCare* service. Coverage plans go above accidental damage.

Contact us today for even more ways to optimize your printing environment.



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# IMPROVE EFFICIENCIES ON THE GO.

Boost your productivity with Zebra's QLn™ Series mobile printers. Constructed with a seamless, one-piece design, they can withstand drops and falls common in any fast-paced environment. They are easy to carry, too.

- Large, easy-to-read, high-resolution screen for improved usability
- Convenient printing for price labels and tags, shipping labels, inventory labels, asset tags, and more
- Easy integration, management, and maintenance
- Peace of mind with Apple® iOS, Android, and Windows Mobile® compatibility
- Proactive printer alert messages, smart battery charge, and health status

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RAISING THE BAR FOR  
**RUGGED**  
KEY-BASED FIELD  
**MOBILITY**  
APPLICATIONS.

Enjoy the next evolution of Zebra's signature MC9000-K Series rugged mobile computers. The MC9500-K simply brings more of everything you value—rugged design, data capture options, intelligence, and processing power—together with better ergonomics.

- Rugged design includes IP67 sealing and exceeds applicable MIL-STD and IEC specs for drop, tumble, and other environmental parameters.
- Next-generation ergonomic design offers sleeker, smaller, easier-to-grip form factor for additional comfort and one-handed operation.
- Best-in-class 3.7" color high-resolution polycarbonate VGA display (640 x 480) includes digitizer and backlight.
- Powerful Marvell PXA320 @ 806 MHz microprocessor, larger memory footprint, and a user-accessible micro-SD card enables better performance.

To ensure consistently reliable operation and reduce downtime, always use genuine Zebra parts and accessories.

You can also maximize device performance with Zebra *OneCare* service. Coverage plans go above and beyond the manufacturer's warranty to cover it all, including normal wear and tear and even accidental damage.

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# YOUR FRONT LINE TO A SMARTER ENTERPRISE.

Want to work more efficiently and better serve your customers? Equip your employees with robust TC70/TC75 devices. These Android™ handheld computers are as refined as any consumer product, with today's most advanced enterprise-class features. Powered by Zebra's Mobility DNA, the industry's most comprehensive suite of end-user applications, robust administration utilities, and easy-to-use development tools, every strand of your mobility platform is simpler and richer. The enhanced performance of the TC70/TC75 includes:

- An intuitive and elegant smartphone experience with today's most advanced enterprise-class features
- An advanced family of accessories that allow for the reduction of device management costs, improvements to power management, and the ability to easily add new capabilities
- A suite of mobility-enabling applications, development tools, and utilities provided by Zebra's Mobility Extensions (Mx)
- An advanced scan engine that captures any bar code, signatures, high-resolution photos, high-resolution videos, video calls, and NFC
- A rugged design that incorporates IP67 sealing for dust and water protection, military standard drop rating, and CORNING® GORILLA® GLASS 2 for scratch and shatter resistance

**To ensure consistently reliable operation and reduce downtime, always use genuine Zebra parts and accessories.**

You can also maximize device performance with Zebra *OneCare* service. Coverage plans go above and beyond the manufacturer's warranty to cover it all, including normal wear and tear plus accidental damage.

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