

End Of Sale Product Marketing Bulletin – PMB 2937

Revised Channel Return Dates

Date: May 5, 2017

Business Segment: ☐ EMC ☒ DCS ☐ ENC ☐ Other

Business Unit(s): ADC

Contact: Ron Ethe

Telephone: 631-738-3702

E-Mail: ron.ethe@zebra.com

Urgency Level	Notice applies to regions:	Government:	Published for:
General Information	<input checked="" type="checkbox"/> North America <input checked="" type="checkbox"/> EMEA <input checked="" type="checkbox"/> Latin America <input checked="" type="checkbox"/> Asia Pacific	<input checked="" type="checkbox"/> Federal <input checked="" type="checkbox"/> North America State & Local	<input checked="" type="checkbox"/> Associates <input checked="" type="checkbox"/> Partners <input checked="" type="checkbox"/> Distributors

Description:	DS6707 / DS6708: End of Sale (EOS) Announcement
Reason for Change:	PMB2937: End of Sale of DS6707 / DS6708 and Transition to DS8108

1. Transition Overview

With the introduction of the DS8108 2D general-purpose handheld scanner, Zebra is announcing we will no longer promote or market the DS6707 and DS6708.

DS6707 / DS6708: Last book date July 31, 2017. Last ship date October 31, 2017.

The DS8108 offers the fastest scanning performance in its class, innovative new features to empower workers at the point of sale, and Zebra's unrivaled manageability tools. It is ideally suited for those who place a high value on improving productivity at the point-of-sale and creating a more satisfying checkout experience for their customers.

2. Product Transition Timeline and Mapping Table

Product Transition Timeline*	Date
Planned PMB release date	February 20, 2017
First RMA Request Date for Channel Returns	June 8, 2017
Last RMA Request Date for Channel Returns	June 15, 2017
Last Channel Return Date	July 15, 2017
Last Book Date	July 31, 2017

Last Ship Date	October 31, 2017
End of Engineering Support Date	April 30, 2018
End of Service Date	October 31, 2022
Availability of [replacement product(s)]	DS8108: APRIL 2017

*** Note: Any changes to above timeline will be communicated via a revised Distributor Notice (DN) and/or Product Marketing Bulletin (PMB).**

Discontinued P/N	Description	Direct Replacement P/N	Description
<u>DS6707 Corded Scanner Only SKUs (Worldwide)</u>			
DS6707-SR20007ZZR	Scanner Only: USB/RS232, Standard Range Focus, Black	DS8108-SR00007ZZWW	DS8108: Area Imager, Standard Range, Corded, Twilight Black
DS6707-SR20001ZZR	Scanner Only: USB/RS232, Standard Range Focus, White	DS8108-SR00006ZZWW	DS8108: Area Imager, Standard Range, Corded, Nova White
DS6707-SR20007ZZY	DS6707-SR: USB/RS232, Standard Range, Twilight Black - INDIA ONLY	DS8108-SR00007ZZK	DS8108: Area Imager, Standard Range, Corded, Twilight Black - Korea and India
DS6707-DC20007ZZR	Scanner Only: USB/RS232, Document Capture - Black	DS8108-SR00007ZZWW	DS8108: Area Imager, Standard Range, Corded, Twilight Black
DS6707-DC20001ZZR	Scanner Only: USB/RS232, Document Capture - White	DS8108-SR00006ZZWW	DS8108: Area Imager, Standard Range, Corded, Nova White
DS6707-HD20007ZZR	Scanner Only: USB/RS232, High Density - Black	DS8108-HD40007ZZWW	DS8108: Area Imager, High Density, Corded, Twilight Black
DS6707-HD20001ZZR	Scanner Only: USB/RS232, High Density - White	DS8108-HC4000BVZWW (Cable Sold Separately)	DS8108: Area Imager, Healthcare, Corded, HC White, Vibration Motor
DS6707-DP20001ZZR	CLASS 4 RESTRICTED PRODUCT – ONLY ZEBRA DPM CERTIFIED PARTNERS CAN PURCHASE AND RE-SELL. DS6707 DPM Imager: USB/RS232, Cash Register White	DS3608-DP20003VZWW DS3678-DP2F003VZWW	DS3608: Rugged, Area Imager, Direct Part Marking, Corded, Industrial Green, Vibration Motor DS3678: Rugged, Area Imager, Direct Part Marking, Cordless, FIPS, Industrial Green, Vibration Motor
<u>DS6707 Corded Kit SKUs (Worldwide)</u>			
DS6707-SRBU0100ZR	DS6707-SR Black USB Kit: DS6707-SR20007ZZR Scanner, CBA-U01-S07ZAR USB Cable	DS8108-SR7U2100AZW	DS8108-SR Black USB KIT: DS8108-SR00007ZZWW Scanner, CBA-U21-S07ZBR Shielded USB Cable
DS6707-SRWU0100ZR	DS6707-SR White USB Kit: DS6707-SR20001ZZR	DS8108-SR6U2100AZW	DS8108-SR White USB KIT: DS8108-SR00006ZZWW

	Scanner, CBA-U01-S07ZAR USB Cable		Scanner, CBA-U21-S07ZBR Shielded USB Cable
DS6707-SRBU0100ZY	DS6707-SR Black USB Kit - INDIA ONLY: DS6707- SR20007ZZY Scanner, CBA-U01-S07ZAR USB Cable	DS8108-SR00007ZZK (Cable Sold Separately)	DS8108: Area Imager, Standard Range, Corded, Twilight Black - INDIA & KOREA ONLY
DS6707-DCBU0100ZR	DS6707-DC BLACK USB KIT: DS6707-DC20007ZZR SCANNER, CBA-U01- S07ZAR USB CABLE	DS8108-SR7U2100AZW	DS8108-SR Black USB KIT: DS8108-SR00007ZZWW Scanner, CBA-U21-S07ZBR Shielded USB Cable
DS6707-SRBU0300ZR	DS6707-SR Black PowerPlus Kit: DS6707- SR20007ZZR Scanner, CBA-U03-S07ZAR USB PowerPlus Cable	DS8108-SR00007ZZWW (Cable Sold Separately)	DS8108: Area Imager, Standard Range, Corded, Twilight Black
DS6707-SRBR0100AR	DS6707-SR Black Serial Kit: DS6707-SR20007ZZR Scanner, CBA-R01-S07PAR Serial Cable, PWRS-14000- 253R Power Supply (USA, CA, MX, JP, TW)	DS8108-SR7U2100AZW (Power Supply Sold Separately)	DS8108-SR Black USB KIT: DS8108-SR00007ZZWW Scanner, CBA-U21-S07ZBR Shielded USB Cable
DS6707-SRBR0100BR	DS6707-SR Black Serial Kit - EMEA: DS6707- SR20007ZZR Scanner, CBA-R01-S07PAR Serial Cable, PWRS-14000-256R Power Supply (EU, UK, EMEA, RU, ZA)	DS8108-SR7U2100AZW (Power Supply Sold Separately)	DS8108-SR Black USB KIT: DS8108-SR00007ZZWW Scanner, CBA-U21-S07ZBR Shielded USB Cable
<u>DS6708 Corded Scanner Only SKUs (Worldwide)</u>			
DS6708-SR20007ZZR	Scanner Only: Multi- Interface, Standard Range Focus, Black	DS8108-SR00007ZZWW	DS8108: Area Imager, Standard Range, Corded, Twilight Black
DS6708-SR20001ZZR	Scanner Only: Multi- Interface, Standard Range Focus, White	DS8108-SR00006ZZWW	DS8108: Area Imager, Standard Range, Corded, Nova White
DS6708-SR20007NSR	2D Image Scanner, Multi- Interface with Foot Stand attached, Black	DS8108-SR700000SGW	DS8108-SR Black (with Stand) (Cable Not Included) KIT: DS8108-SR00007ZZWW Scanner, 20-71043-04R Stand
DS6708-DL20007ZZR	Scanner Only: Multi- Interface, PDF-417 bar code reader for US Driver's License, Twilight Black	DS8108-DL00007ZZWW	DS8108: Area Imager, Standard Range, DL Parsing, Corded, Twilight Black
DS6708-DL20001ZZR	Scanner Only: Multi- Interface, PDF-417 bar code reader for US Driver's License, Cash Register White	DS8108-DL00006ZZWW	DS8108: Area Imager, Standard Range, DL Parsing, Corded, Nova White
<u>DS6708 Corded Kit SKUs (Worldwide)</u>			

DS6708-SMBK0100ZR	DS6708-SR Black Keyboard Wedge Kit: DS6708-SR20007ZZR Scanner, CBA-K01-S07PAR Keyboard Wedge Cable	DS8108-SR00007ZZWW (Cable Sold Separately)	DS8108: Area Imager, Standard Range, Corded, Twilight Black
<u>DS6X00 Stands/Holders (Worldwide)</u>			
20-66483-01R	Intellistand - DS6X00 (Cash Register White)	20-71043-04R	Gooseneck Intellistand – DS4308 (Black)
20-70738-02R	Gooseneck Intellistand - DS6X00 (Twilight Black)	20-71043-04R	Gooseneck Intellistand – DS4308 (Black)
20-85342-01	Imaging Stand - DS6700	STND-DC0081C-04	Document Capture Stand for use with DS8108

3. Accessories and Peripherals: Transition Timeline and Mapping Table

Not Applicable.

4a. Service and Support: Hardware End of Service Life Policy

Zebra Technologies Corporation (“Zebra”) will provide service and support for products manufactured by Zebra for a period of five years commencing on the last day of the product’s final shipment.

Zebra will make reasonable, commercial attempts to continue to repair products beyond the five-year period at Zebra’s option:

- To meet contract commitments
- Where a significant commercial requirement is identified
- Where Zebra judges that there is sufficient commercial reason to warrant continuance of repair and support

Should technology used in the product become discontinued, obsolete, or no longer available in the public domain, making parts or assemblies no longer available for these reasons, Zebra at its discretion will evaluate the impact and if significant, consider the feasibility and economics of a design change to enable continued repair.

The End of Service Life period may be changed at Zebra’s sole discretion.

4b. Service and Support: Software End of Service Life Policy

For software applications that have been announced End of Sale (EOS), conclusion of support for these products follows a defined timeline beginning from the product End of Sale announcement (the “EOS Announcement”). For those customers with products covered by an Enterprise Mobility Services agreement (the “Support Contract”) at the time of the EOS Announcement, the software maintenance portion of their Support Contract, as defined in the Service Description Document applicable to the product being EOS (the “Software Maintenance”), will continue for up to twelve (12) months from the EOS Announcement date. Zebra reserves the right, at its sole discretion, to end such Software Maintenance earlier than this date should conditions warrant.

For customers with products covered by a Support Contract at the time of the EOS Announcement, Technical Support, defined as telephone and e-mail support through Zebra's Global Customer Support Center, continues through the completion of the customer's software Support Contract, regardless of the availability of Software Maintenance on the EOS software product.

Customers with products covered by a Support Contract that are not using the most current release of the applicable software product on the EOS Announcement date may update to the most current release after the EOS Announcement, subject to this Statement and the terms of the Service Description Document applicable to customer's Support Contract.

As of the software product EOS Announcement date, any existing multi-year Support Contracts for that product will no longer be available. New customers may purchase any existing multi-year contracts up to and including the EOS effective date. Any request for a multi-year software Support Contract for an existing customer must be approved by both Zebra's Solutions Services and the applicable Product organization(s).

As of the EOS Announcement date, only annual Support Contracts and one-year renewal Support Contracts will be available without a special approval, as indicated above. Availability of Software Maintenance will be as described above. Technical Support, as described above, will continue up until the conclusion of the customer's Support Contract.

5. Software Support and Entitlement Process

As of April 11, 2016 under the consolidated Zebra warranty (www.zebra.com/warranty) customers will be entitled to access latest software releases and receive telephone and e-mail technical support for hardware or software issue diagnosis for 90 days from end user purchase date or if their products are covered under a Zebra Services Agreement.

Requests to download software releases are completed by submitting the "Request Download" form on Support Central or by calling the Zebra Global Services support center. The information will be routed directly to a dedicated team that will quickly validate customer entitlement. Customers will then receive an e-mail containing instructions on how to download the appropriate software.

Customers who wish to purchase a Zebra Global Services agreement can do so through the normal channels that they currently use to purchase Zebra products and services.

For more information:

- **Zebra employees:** please visit the [Zebra Global Services Marketing Software Support home page](#)
- **Partners:** please visit the Services tab on Product & Services Central page of [Partner Gateway](#)

6. Frequently Asked Questions

Q: Does the DS8108 replace any other scanners in the Zebra portfolio?

A: Yes. The DS8108 replaces the DS6707 / DS6708.

Q: **What is the availability of the DS8108?**

A: DS8108: APRIL 2017

Q: **The DS6707 / 6708 had laser aimers. Do the DS8108 have any?**

A: There are no lasers in the DS8108. The circular aiming spot is generated by a LED.

Q: **Why would I choose the DS8108 over a competitor product?**

A: The DS8108 rises above the competition to deliver unprecedented scanning performance, innovative productivity enhancing tools and unrivaled manageability to keep your checkout lines moving and your cashiers free to deliver a more personal checkout experience. Refer to section 1 for further details on the attributes that define the DS8108.

Q: **What makes the DS8108 scan so fast?**

A: An 800 MHz processor combined with Zebra's proprietary PRZM technology powers the DS8108 to make it the fastest scanner available.

Q: **Aside from just scanning faster than conventional scanners, how else can the DS8108 help checkout lines move more quickly?**

A: In addition to an 800 MHz processor and PRZM technology, the DS8108 has a high resolution 1MP sensor that enables it to capture the most difficult dirty, damaged, faded, wrinkled or plastic wrapped barcodes quickly and easily, minimizing the need for a cashier to find a similar item with a good barcode or key in the item number, both of which cause checkout delays. The 24 inch (60 cm) scan range and bright aim spot work together with the 1MP sensor to make it easy for a cashier to scan items in a cart without having to walk around the checkout stand, saving valuable time at checkout. The DS8108 imaging system, which includes specially designed illumination, makes quick work of scanning mobile coupons, mobile loyalty club cards and mobile gift cards from a mobile phone screen.

Q: **Does the DS8108 require a new USB Cable?**

A: Yes. USB cable part number CBA-U21-S07ZBR should be utilized with all installations. CBA-U21-S07ZBR can be ordered separately or as part of a kit. Refer to section 2 for availability.

The older USB cable part number (CBA-U21-S07ZAR) will be phased out and replaced with the new CBA-U21-S07ZBR part number. All existing products that utilize the CBA-U21-S07ZAR part number will be compatible with the new CBA-U21-S07ZBR part number.

The DS8108 must use CBA-U21-S07ZBR.

Q: What accessories are available for the DS8108?

A: The DS8108 offers a document capture stand and gooseneck intellistand options. Refer to section 2 for availability.

Q: Can I use the DS4308 Gooseneck Intellistand with the DS8108?

A: Yes. You can use the DS4308 Gooseneck Intellistand (part number: 20-71043-04R) with the DS8108.

Q: What is the warranty on the DS8108?

A: The DS8108 corded scanners come with a five (5) year warranty.

Q: Will the DS8108 be offered in a healthcare variant?

A: Yes. The DS8108 will be offered in a healthcare variant. Available APRIL 2017.

SOFTWARE APPLICATIONS

Q: What types of software applications are available for the DS8108? Where can I get detailed information?

A: Zebra offers a complete set of software tools for device configuration, remote management and application development that may be used with the DS8108.

123Scan

- 123Scan is a software tool to simplify scanner set-up. Intuitive enough for first time users, 123Scan has a wizard that creates a single barcode for programming scanners. It can also be used to update firmware on a single device or stage a large number of devices, and can display and save both bar code data and images.

[1 Minute Product Tour](#) available on YouTube.com.

Scan-To-Connect Utility (cordless only)

- An industry first Zebra-exclusive companion app that enables users to leverage our 1-step pairing technology from their phone or tablet without the user having to modify their app.

Scanner Management Service

- The Scanner Management Service (SMS) enables the remote management of Zebra scanners. With no operator intervention required, the SMS enables you to remotely access scanner asset information, set parameters and update firmware.

[1 Minute Product Tour](#) available on YouTube.com.

Scanner SDK

- Our Zebra Scanner SDK can generate a fully-featured scanner application. The SDK includes documentation, drivers, test utilities, how-to videos and sample source code.

Available for Windows, Linux, Android and iOS.

[1 Minute Product Tour](#) available on YouTube.com.

Scanner Control Application

- The Scanner Control App allows a user to control their Bluetooth scanner from a phone / tablet.

The app supports single-step Scan-To-Connect technology.

It allows you to control your scanner to:

- Program beeper and LEDs
- Enable / disable symbologies
- Remotely trigger a scan

It can also display scanned bar code data, query scanner asset information and query battery health statistics.

Available on the Android Play store.

[1 Minute Product Tour](#) available on YouTube.com.

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