

**ADVANTECH**

*Enabling an Intelligent Planet*

# Мобильные устройства Advantech

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Ведущий менеджер по продажам  
Advantech Technology LLC



# ADVANTECH

Миссия

Enabling an Intelligent Planet

Оборот

USD \$1.76 Миллиарда (2019)

Рыночная капитализация

USD\$7.07 Миллиарда (Декабрь 2019)

Основные направления развития

Industry 4.0, Industry IoT,

Embedded Computing,

Smart City (Medical, Retail, Logistics)

Serve Worldwide IoT Solution Integrators



# Представительства по всему миру

**3** Производственных центра

**4** Центра логистики

**14** Центров по ремонту

**27** Стран

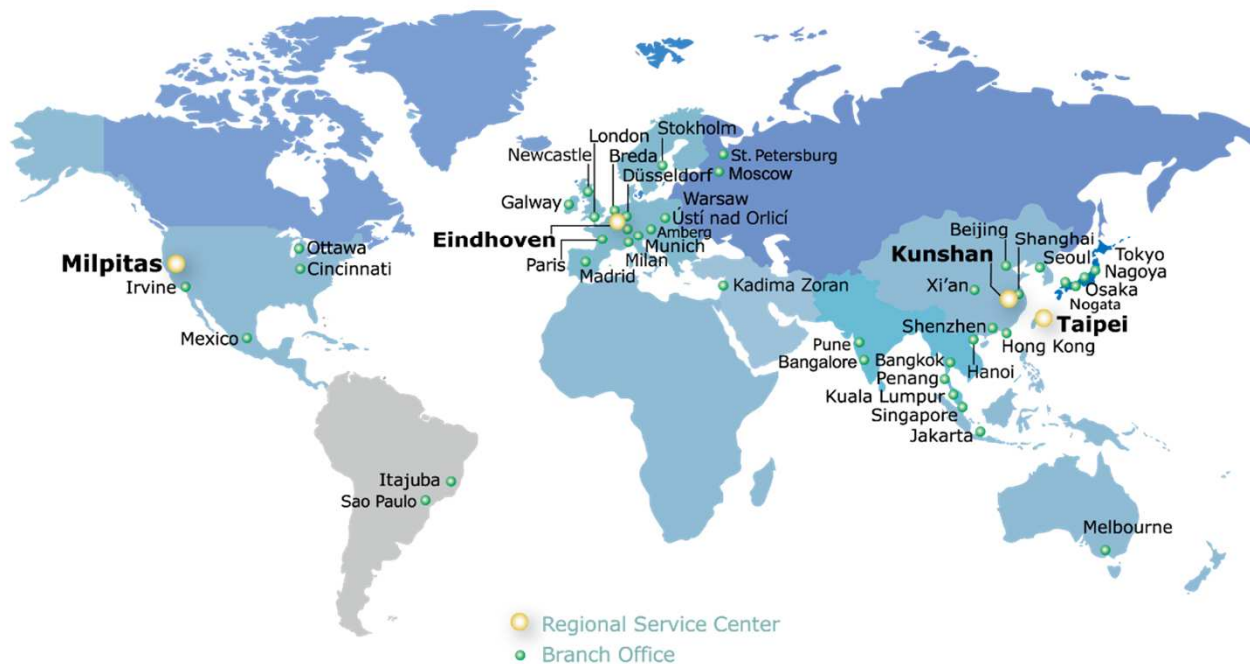
Америка  
550pp

Европа  
540pp

Китай  
3,100pp

Тайвань  
3,400pp

Сев. Азия & др.  
500pp



# Подразделение Service-IoT



All-in-One Panel PC



Open frame Panel PC



Point of Service



Mobile Tablet



Self-Service Kiosk



Signage/control PC

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# Промышленные мобильные устройства



Котроль автопарка



Обслуживание оборудования



Складской учет



Автопроизводство



Безопасность



Производство



Нефтегаз



Universal Cover



Office/VESA Docking



Vehicle Docking



Extension Module



Multi Tablet Charging Station



Charging Station



Battery Pack



PWS-472  
5" Android Handheld



AIM-65  
8" Semi-rugged Tablet



AIM-68  
10" Semi-rugged Tablet



PWS-872  
10" Fully-rugged Tablet

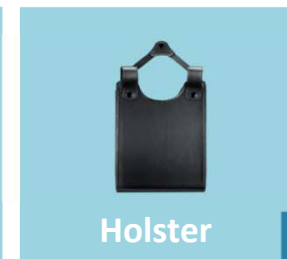
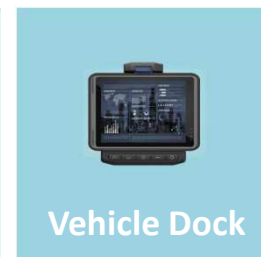
# Позиционирование на рынке планшетов AIM



## Обзор возможностей AIM-65 / 68



- Intel: Atom x5-Z8350 QC / Atom x7-Z8750 QC
- Dual OS: Win10 IoT / Android 6.0
- Camera: Front 2M, Rear 5M
- Swappable battery: Embedded battery meter, 3.8V 18.6W, 6~8 hrs (AIM-68 only)
- Ruggedness: 4ft drop / IP65 / Working Temp: -10 ~ 50°C
- LCD display: Gorilla Glass 3, 800 nits/ 380nits
- Wireless: Wi-Fi 802.11a/b/g/n/ac, Bluetooth v4.1 , optional integrated 4G LTE/GPS combo module with AGPS



# Информация о продукте PWS 872

- 7th gen Intel® Core™ i3/i5/i7/Celeron w/ Intel Turbo Boost technology
- 10.1" high-brightness WUXGA LCD w/ Corning Gorilla Glass 3 T/S (support for gloved operation)
- 4G LTE, WLAN (802.11 a/b/g/n/ac), Bluetooth 4.1, and GPS modules with BeiDou/GLONASS support
- Built-in front and rear cameras, 1D/2D barcode scanner, and NFC RFID reader
- Hot-swappable battery supports up to 11 hours operation\*
- Microsoft® Windows 10 OS
- Optional peripherals include desk docking station, and multiple extension modules





# Обзор функций PWS-872



Intel 7<sup>th</sup> Gen Core i CPU  
Win 10 IoT



10.1" LED, HD 1200x800



Communications  
WIFI 802.11ac wave2  
/BT/4G/GPS



11 hr  
Long battery Life



Built-in 1D/2D Barcode,  
Front/Rear Camera,  
RFID Reader



Application Oriented  
Peripherals



Light Weight design  
1.4 kg



IP65 Rating  
4ft Drop Protection  
-20°C ~ 50°C

PWS-872

# Тач-панель с покрытием Gorilla Glass

CORNING  
Gorilla® Glass

9H surface hardness



# Периферия для PWS-872



Universal cover  
(hand carry/ desktop)



Universal cover



One hand  
docking/  
undocking



Vehicle /  
Wall  
mount  
charging



Shoulder  
strap



Hand strap



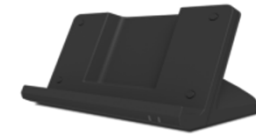
Universal cover



I/O Extension



MSR & Smart card  
reader Extension



Desk docking station



Muti-battery  
charging station



Stylus

PWS-872

# Поддержка работы в перчатках



Thickness: 0.25 mm  
Material: Nylon  
Cover glass limitation: < 8.0 mm



Thickness: 1.0 mm  
Material: Synthetic leather  
Cover glass limitation: < 3.0 mm



Thickness: 1.0 mm  
Material: Leather  
Cover glass limitation: < 3.0 mm



Thickness: 0.3 mm  
Material: Rubber  
Cover glass limitation: < 8.0 mm



Thickness: 1.5 mm  
Material: Synthetic leather  
Cover glass limitation: < 2.0 mm



Thickness: 1.5 mm  
Material: Leather  
Cover glass limitation: < 2.0 mm



# Обзор функций PWS-472



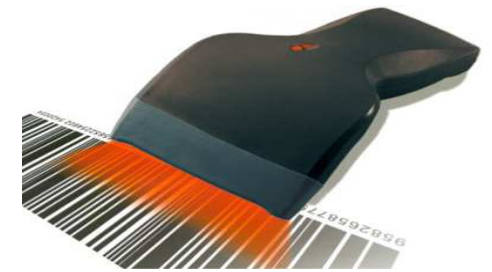
**5" HD  
1280\*720 display**



**Cortex-A53,64bits  
4 core 1.3GHz CPU**



**Communications  
WIFI dual-band/BT/ 4G**



**Data Capture  
1D/2D barcode, NFC**



**13 megapixel  
autofocus  
camera**



**Light  
Weight  
295g**



**Android 5.1**



**IP65 /4ft  
-20 ~ +60° C**

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# Позиционирование PWS-472

## Ключевые рынки

- Обслуживание оборудования
- Логистика
- Склады
- Ритейл



# RoadMap

10 Inch  
8 Inch  
5 Inch

## PWS-870

- Intel Core i3/i5/i7 4xxxU (Haswell) Dual-Core 1.7/1.9GHz
- 10.1" HD (1366x768), PCap. T/S
- DDR3L 8GB, mSATA SSD 32~256GB
- BT / WLAN / WWAN LTE / GNSS
- 1D/2D Barcode, 2M/5M Camera
- NFC, Fingerprint, Extension module
- Windows
- IP65 & 4 ft Drop
- MIL-STD-810G
- Hot-Swap battery
- CE, FCC, CCC



## DLT-M8110

- Intel Atom Bay Trail E3827 Dual-Core 1.75GHz
- 10.4" XGA (1024x768), Res. & PCap. T/S
- DDR3 4GB, mSATA SSD 32~128GB
- BT / WLAN
- 1D/2D Barcode, 5M Rear Camera
- WE7S, Win 7 Pro, WES8, Win 8.1 Industry
- IP65 & 4 ft Drop on Concrete
- MIL-STD-810F & 5M3
- Hot-Swap battery
- CE, FCC, CCC



## AIM-65

- Intel Atom x5-Z8350 (Cherry Trail T3) Quad-Core 1.44GHz
- 8" WUXGA (1200x1920), PCap. T/S
- LPDDR3 2/4GB, eMMC 32/64GB
- BT / WLAN / WWAN LTE / GNSS
- NFC, 2M/5M Camera, Extension Module, Vehicle Docking Station
- Windows 10 IoT Enterprise and AIM Android 6.0
- IP65 & 4 ft Drop
- CE, FCC, CCC



## PWS-472

- MTK MT6735 Cortex-A53 Quad-Core 1.3GHz
- 5" HD (1280x720), PCap. T/S
- LPDDR3 2GB, eMMC 16GB
- BT / WLAN (802.11 a/b/g/n) / WWAN LTE / GNSS
- 1D/2D Barcode, 13M Camera, NFC, 4 Hotkey
- Android 5.1
- IP65 and 3 ft Drop
- FCC, CCC, BSMI



## PWS-872

All features follow PWS-870, except the following:

- Intel Celeron 3965U, Core i3/i5/i7 7xxxU (Kaby Lake) Dual-Core 2.2/2.8GHz
- 10.1" HD (1200x800) 300 nits
- DDR4 4~8GB
- 8M Rear Camera
- 5 Hotkeys
- Windows 10



## AIM-68

- Intel Atom x7-Z8750 Quad-Core 1.6GHz
- 10.1" WUXGA (1200x1920), PCap. T/S
- LPDDR3 4/8GB, eMMC 64/128GB
- BT / WLAN / WWAN LTE / GNSS
- NFC, 2M/5M Camera, Extension Module, Vehicle Docking Station
- Windows 10 IoT Enterprise and AIM Android 6.0
- IP65 & 4 ft Drop
- CE, FCC, CCC



MP

2019

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# План развития продуктов AIM

8"



10.1"



WISE-PaaS/DeviceOn

WISE-PaaS/AndroidDM



SCANDIT

SDK Kit



Google Play

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## AIM-66S/H/I (Android10 w/GMS)

- 8" 1200x1920 P-CAP touch, 400nits
- Qualcomm SDA660 + Sierra LTE Module
- Android 10 w/GMS
- 4GB RAM; 64GB eMMC
- 802.11 a/b/g/n/ac, BT5.0, NFC, GPS, Optional LTE
- 5M/8M Camera
- Swappable Battery
- IP65, 0C~50C, 1.2m drop
- USB 3.1 Type C I/O

## AIM-68S/H/I (Android 10 w/GMS)

- 10.1" 1200x1920 P-CAP touch, support glove, 380nits & 800nits
- Qualcomm SD660
- Android 10 w/GMS
- 4GB RAM; 64GB eMMC
- Battery run 8+ hours
- 802.11 a/b/g/n/ac WiFi fast roaming, BT5.0, NFC, GPS, Optional LTE
- 5M/8M Camera
- Hot Swappable Battery. Battery cover easy to change
- IP65, -10C~50C, 1.2m drop to concrete
- SAE J1455 & 5M3
- USB 3.1 Type C I/O

## AIM35/55/65 (Windows 10 IOT)

- 8" 1200x1920 P-CAP touch, 400nits
- Intel Atom x5-Z8350 + Sierra LTE Module
- Windows 10 IOT
- 4GB RAM; 64GB eMMC
- 802.11 a/b/g/n/ac, BT4.2 NFC, GPS, Optional LTE
- 2M/5M Camera
- Swappable Battery
- IP65, 0C~50C, 1.2m drop

## AIM38/58/68 (Windows 10 IOT)

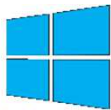
- 10" 1200x1920 P-CAP touch, 380nits default, 800nits (optional)
- Intel Atom x7-Z8750 + Sierra LTE Module
- Windows 10 IOT
- 4GB RAM; 64GB eMMC
- 802.11 a/b/g/n/ac, BT4.2, NFC, GPS, Optional LTE
- 2M/5M Camera
- Hot Swappable Battery
- IP65, 0C~50C, 1.2m drop

2020

2024



Android 10



Windows 10 IoT



# Области применения AIM-65 & AIM-68

**Производство**



**Логистика и склады**



**Транспорт**



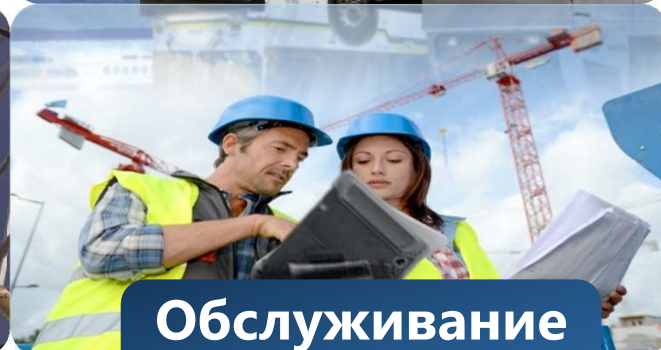
**Безопасность и медицина**



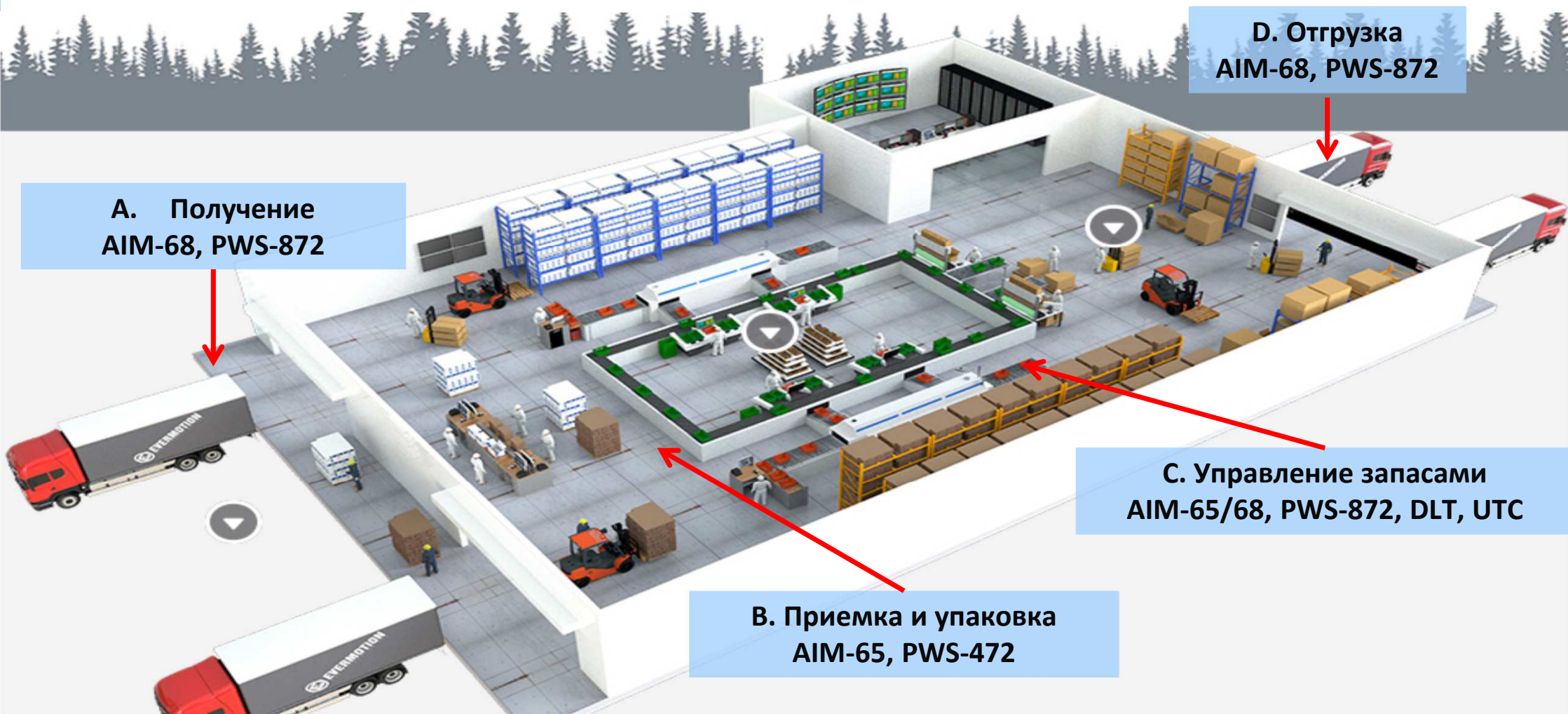
**Энергетика**



**Обслуживание оборудования**



# Устройства для управления складом



**А. Получение**  
AIM-68, PWS-872

**Д. Отгрузка**  
AIM-68, PWS-872

**С. Управление запасами**  
AIM-65/68, PWS-872, DLT, UTC

**В. Приемка и упаковка**  
AIM-65, PWS-472

# AIM-65 & AIM-68 для управления складом

## А. Получение

Беспроводное соединение и док-станция для погрузчика помогают работникам эффективно и точно выполнять свои транзакции при получении товара.

## В. Приемка и упаковка

Легкий вес, ручной ремешок, плечевой ремень обеспечивают свободу рук и мобильность. RFID-считыватель и считыватель штрих-кода повышают точность и эффективность.

## Д. Отгрузка

С планшетами AIM и док станцией для транспортных средств оптимизируйте планирование маршрута, чтобы уменьшить ежедневную загрузку доставки.

## С. Управление запасами

Сбор данных с помощью считывателя RFID и сканера штрих-кода позволяет отслеживать состояние товара в режиме реального времени, что позволяет дополнительно анализировать уровень запасов и обороты запасов. Док станция VESA повышает удобство использования..



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# Продукты серии DLT



# DLT-M8110 –3 в 1 съемный терминал для индустрии логистики

Replacing Vehicle Mount terminal + Scanner



Replacing Mobile Terminals



Tablet for Logistics Manager



# Разработаны для экстремальных условий окружающей среды

## German Design



Full IP66 Rating  
Water and dust protection



Fanless, Completely  
Sealed System



IK08 Touchscreen  
High durability

Wide Operating  
Temperature Range  
(-30 ~ 50 °C / -22 ~ 122 °F)



5M3 (EN 60721-3-5)  
Shock and vibration tolerance

Resistive touch or  
PCAP multi-touch



DLT-V83 Series



DLT-V6210

Gloved Operation Support

Standard VESA Mounting

Sunlight Readable Display

# DLT-M8110 для погрузчиков и работы на складе



- Высокая прочность как у стационарных решений
- Возможность использовать во в ручном режиме без погрузчика
- Быстрый, бесперебойный WiFi роуминг



## DLT-M8110 – Транспортная док-станция для погрузчиков и грузовиков

- ❑ Разработана, что бы противостоять вибрациям и ударам
- ❑ Усовершенствованная, надежная конструкция блока питания
- ❑ Соответствует уровню защиты IP54
- ❑ ввод / вывод для складских принадлежностей (сканеры, принтеры и т. д.)
- ❑ Замки предназначены для предотвращения краж безопасности
- ❑ 15,000 циклов установки / снятия
- ❑ Автоматическое переключение на внешнюю антенну





# Семейство терминалов DLT-V72



## Value proposition

- Supports customers latest IT environment
- Easy upgrade of existing mobile work places
- Individual requirements supported
- Range of mountings to a number of vehicles

### New ADLoG terminal front design

#### DLT-V7212 with 12" XGA display, 12 keys

- Resistive front for value
- Defroster front for humid and cold environments
- PCT front for maximum resistance against scratches and abrasion

#### DLT-V7212P+ with 12" XGA display

- Space saving design with large viewable area
- PCT front for maximum resistance against scratches and abrasion

#### DLT-V7210K with 10" WXGA display,

- PCT front for maximum resistance against scratches and abrasion
- 55-key keyboard and 12 side keys
- Defroster front for humid and cold environments

#### DLT-V7210 with 10" XGA display, 12 keys

- Resistive front for value
- Defroster front for humid and cold environments
- PCT front for maximum resistance against scratches and abrasion

UPS (uninterruptible power supply) optionally for all versions

# DLT-V83 – Ключевые функции



For applications need rugged PPC with full IP66, resistive touch, bigger display, or AC power supply

Resistive Touchscreen with IK08 certification

Full IP66, 5M3

26 Control buttons

10, 12, 15"



Intel® Celeron® 2980U Dual

-30 to +50 °C Operating Temp.

Windows 10 IoT/ Linux

UPS ,  
AC Power supply (for 15")

# DLT-V6210 – Ключевые функции →

For applications need rugged PPC with PCAP, small display, light-weight and compact design

PCAP Touchscreen with IK08 certification

Full IP65, 5M3

3 Control buttons

10.4"



Intel® Atom™ E3825 dual-core

-30 to +50 °C Operating Temp.

Windows 10 IoT/ Linux

Light Weight (3.2 kg)

# Выбор панельных терминалов DLT



## DLT-V83 Series

## DLT-V6210

Part Number	DLV8310-1CM1000FR0	DLV8312-1CM1000FR0	DLV8315-2CM3000FR0	DLV6210-1PE10000R0
Display Size	10.4"	12.1"	15.1"	10.4"
Processor	Intel® Celeron® 2980U dual-core, 1.6 GHz with 4GB RAM			Intel® Atom™ E3825 dual-core, 1.33 GHz with 4GB RAM
Memory	64GB Cfast			64GB Cfast
Touch	Resistive XGA with 26 x control buttons			PCT touchscreen with 3 front control buttons
I/O port	2 x RS-232(1 x RS-232 and RS-422/485) 4 x USB 2.0 (Hi-Speed™) bootable, 1 x service USB 1 x RJ45(Optional secondary Ethernet)			1 x RS-232; 2 x USB host Type A, 1 x RSMA 2 x RJ45
IP Protection	Full IP66, IK08, 5M3			Full IP65, IK08, 5M3
Operating Temp.	-30 to +50 °C			-30 to +50 °C
OS	Windows 10 IoT Enterprise, Linux			Windows 10 IoT Enterprise, Linux

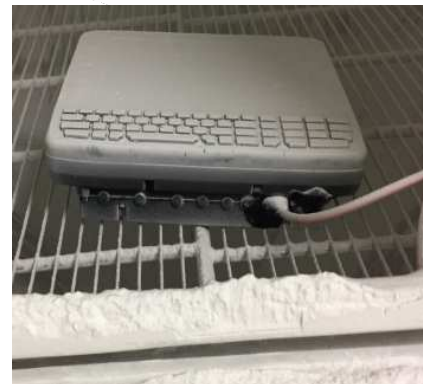
## Максимальная защита IP66

## Превосходная защита от влаги и пыли

Protected against high pressure water jets from any direction.



Totally protected against dust ingress



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# Продукты серии TREK



# Основные характеристики TREK-773



Wide working temp. **-30~60°C**  
fan less system design  
(w/o air flow test, committed  
component spec)  
**IP54 cover option.**



Vehicle grade power support  
**12V/24V/48V system certified**  
by ISO7637-2, SAE J1113



Rich built-in RF feature  
such as **GPS with AGPS, BT,**  
**WiFi , NFC(optional) & LTE**

**Wide viewing angle display &  
strengthened touch screen (3H, IK06)**



Advanced safety feature  
shock/vibration certified  
by **MIL-STD-810G &  
EN60721 (5M3)**



Vehicle peripheral  
integration  
(**Rear view monitor, TPMS,**  
card reader...)



In-vehicle communication  
- **CAN 2.0B, J1939, OBDII**  
- **J1708/J1587**

**Intel Automotive grade CPU Platform.**  
- Atom E3827, Dual core, 1.75GHz.  
- WES8/Win10  
- WES7/Linux



# Целевые рынки и применение

The all-in-one MDT, TREK-773, features **all of the fleet management functions**, required for the efficient and economical management of fleets

- Trucks & Trailers
- Corporate Fleets
- Container Ships
- Commercial & Freighter Aircrafts
- Other Heavy Duty Vehicles





# TREK-773 вид спереди и панели I/O



# TREK-773 вид сзади и разъёмов I/O



DRAM cover

VESA MOUNT



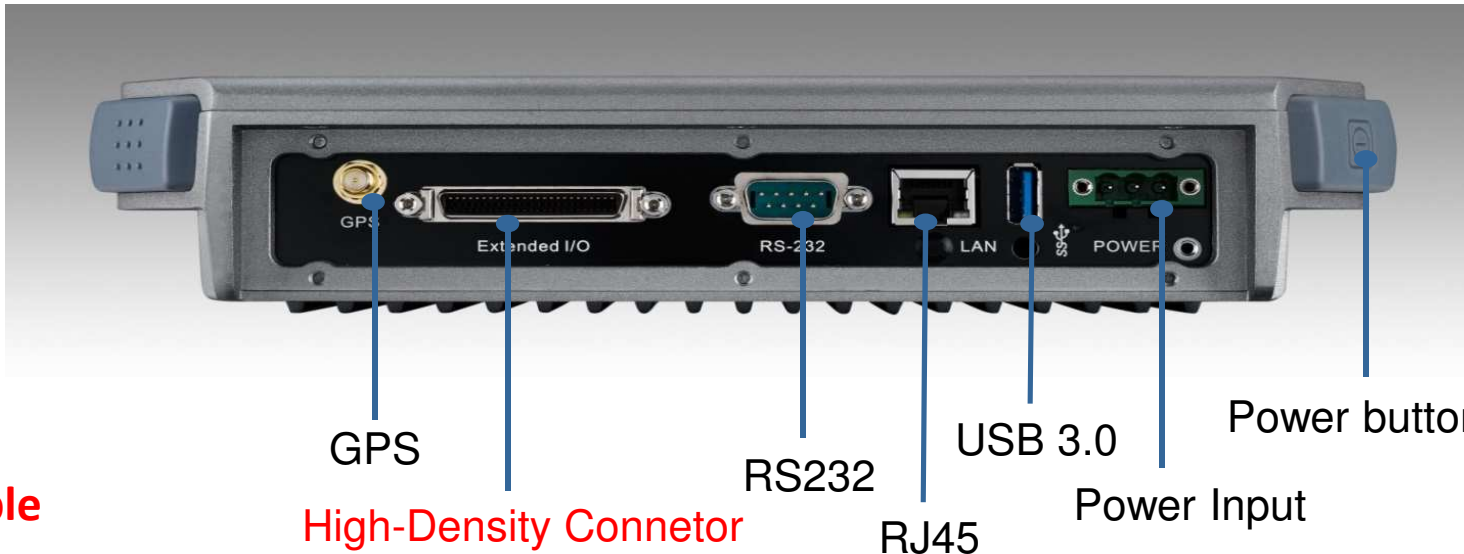
Reset Button

CFAST card slot

SIM card slot

SD card

# Вид снизу & назначения I/O



## High Density Cable



 CAN bus & J1708	 Video in	 USB2.0
 Power	 RS-485 4DI/4DO	 RS-232
		 Line in Line out Mic in

# TREK-676

Модульная и Защищенная Мобильная система наблюдения  
Масштабируемая под разные применения



HD CCTV Surveillance System (DVR)



IP Camera Surveillance System (NVR)

# Целевой рынок и Применение

Combining **Fleet management** and **In-Vehicle surveillance** features, designed for Public Transportation, Emergency Service and Utility Fleet application

## Public Transportation and eBus



## Emergency Services



## Utility Fleet



## MRT & Mining Farm Machine



# Интеграция безопасности вождения с TREK-676

- DBR, FWR, RSAS, BSD for Driving Safety
- High Resolution and one cable for power output and data



Analog HD cameras



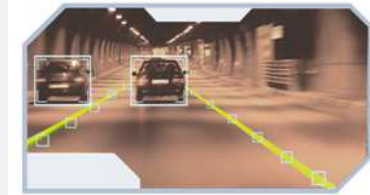
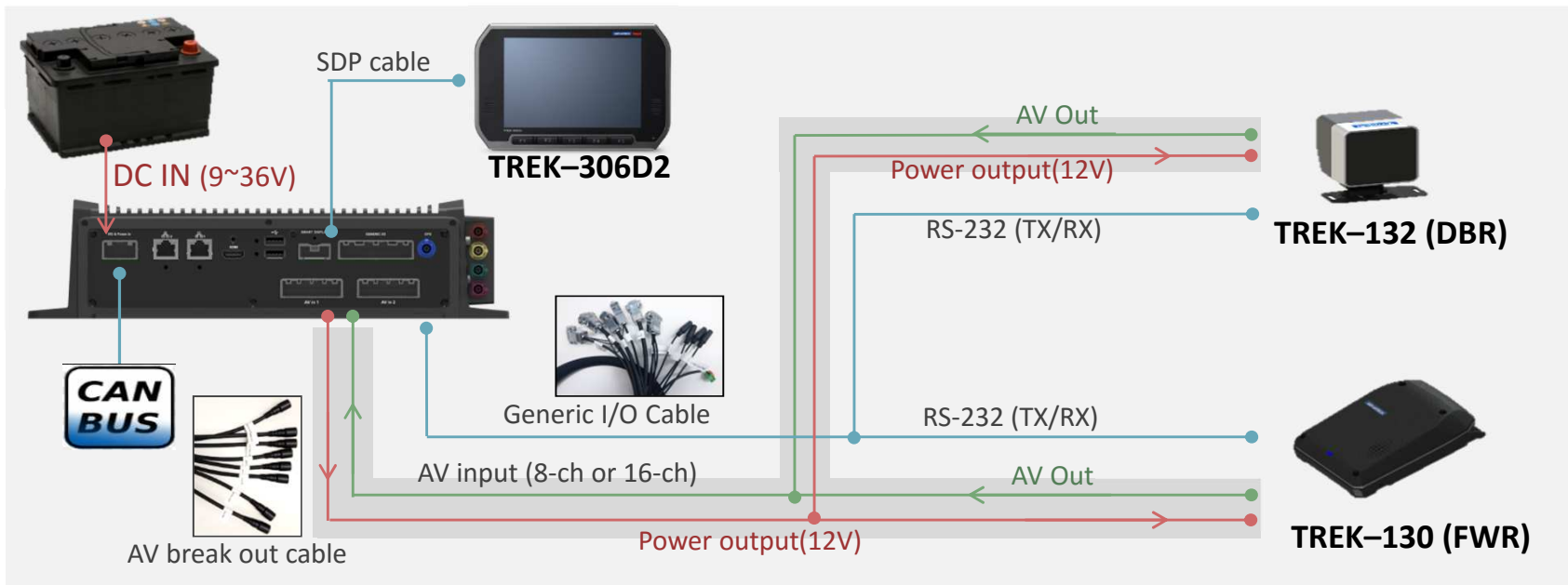
IVA Module



TREK-306D2



eBus



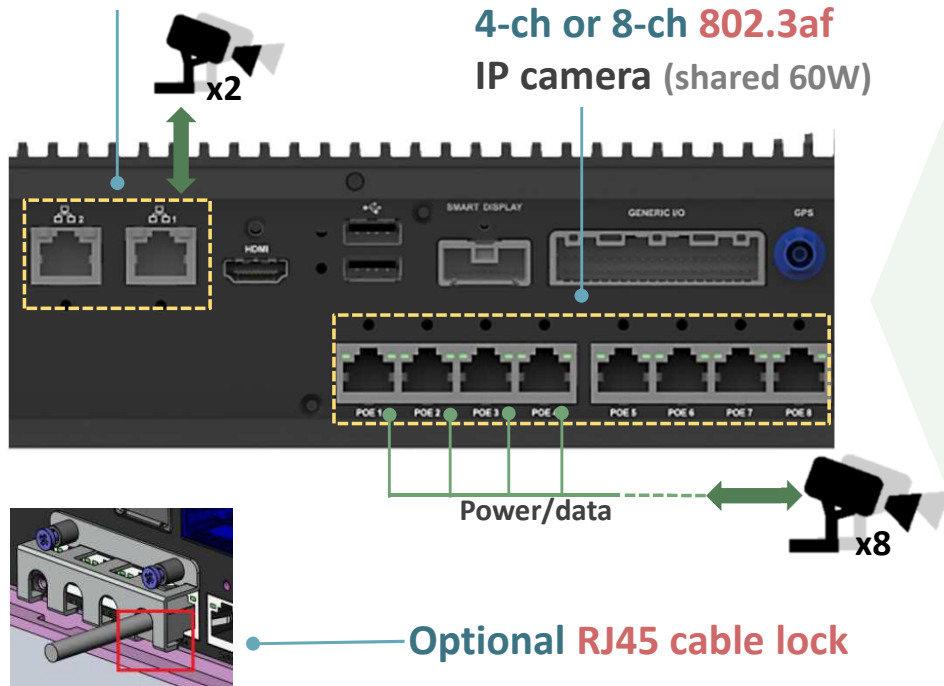
# Система видеонаблюдения IP CAM



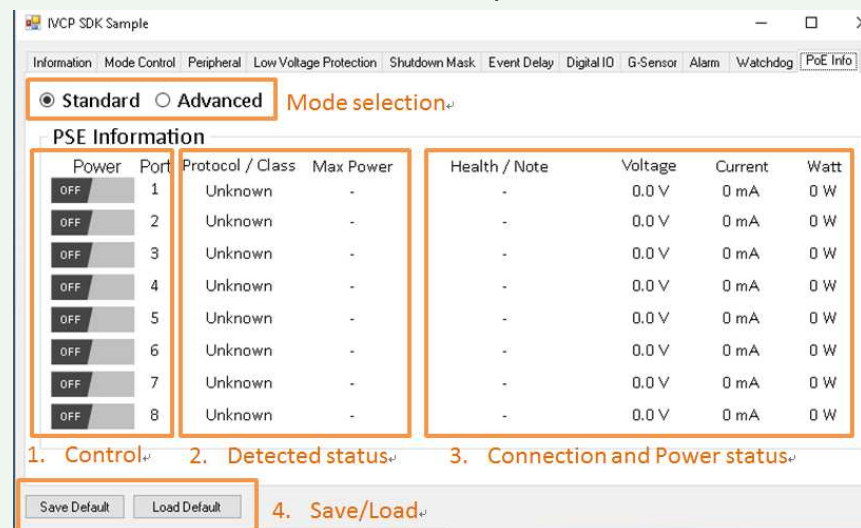
- Shared **60W power** output with SDK for easy management
- **8-ch 802.3af IP CAM** video input, optional **2/4-ch IP CAM**
- **Milestone XProtect®** certified (TBD)

**Optional 2-ch Passive PSE\***  
for IP camera (shared 12W)

**4-ch or 8-ch 802.3af**  
IP camera (shared 60W)



- **SDK for PoE Control and Status information**
  - Support 802.3af class0/1/2/3 (up to 15.4W, shared 60W)
  - **Standard** and **Advanced** mode for different power usage
  - Real-time connection/power status information
  - Flexible to control On/Off PoE ports



\* RJ45 cable lock is optional

\* 2-ch Passive PSE is not supported when 4 or 8-ch 802.3af ports is configured (Preliminary)

# Тестирование TREK-676 IPx5



IPX5 pre-test setup



IPX5 pre-test (1mins)



No water inside



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# Продукты серии LEO



# Ключевые характеристики LEO-W



**1 Sec Rotation Design  
for Left/Right-Hand**



**Flexible Ring Size for  
Female/Male**



**Glove Wearing Support**



**Ergonomic Button**



**Easy & Durable Battery Charging**



**Long Battery Life Ups to  
8hrs**



**Compact yet Rugged**



**IP 54 Protection**

# Повышение эффективности и Экономия времени

## Handheld Scanner

Handheld design  
Lower portability and productivity



## LEO-W Barcode Ring

Ergonomic wearable ring design  
Compact and lightweight



LEO-W Wearable 1D Ring VS handheld.mp4



Video

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# Электронный экран-бейдж LEO-D30



**Hard coating** on the front to prevent scratches and reduced reflections

**Thin thickness** is also lightweight

**Flexible fastener** for customizable

**Batteryless**  
no time limit



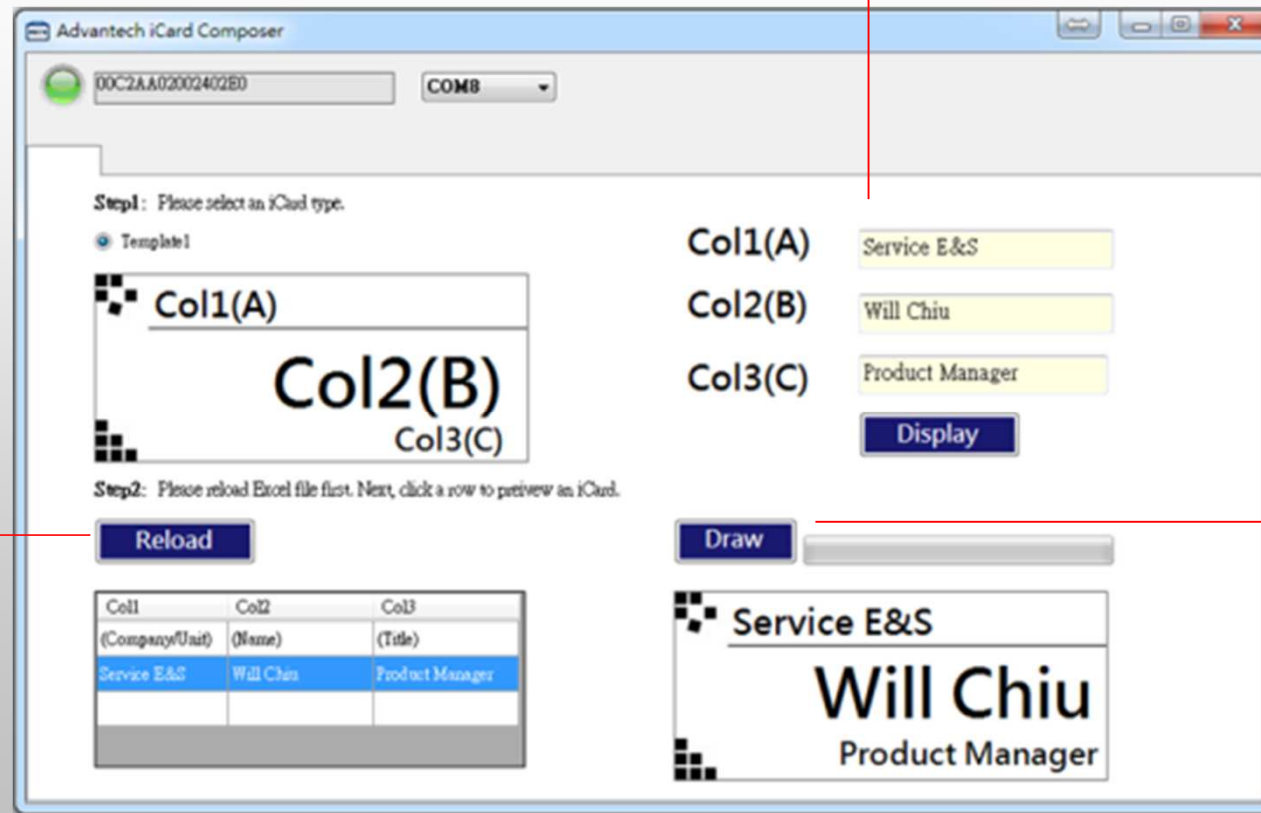
# Работа с LEO-D30

Just use a dedicated NFC reader, LEO-D30 will be updated the contents in a few seconds.



# Приложение iCard Composer (для Windows)

Type the information and click the Display button to preview it.



Load and select the content to push the item from LEO-D30.xls

Push the content of preview to LEO-D30.



# **ПРИМЕРЫ И ИСТОРИИ ПРИМЕНЕНИЯ**

# Производство

Streamline manufacturing processes

Material Control System

Mini site



Labor Management

Overall Equipment Effectiveness

Quality Control & Tracking





# Логистика & Склад

Receiving & Put Away

Stock-flow reconciliation

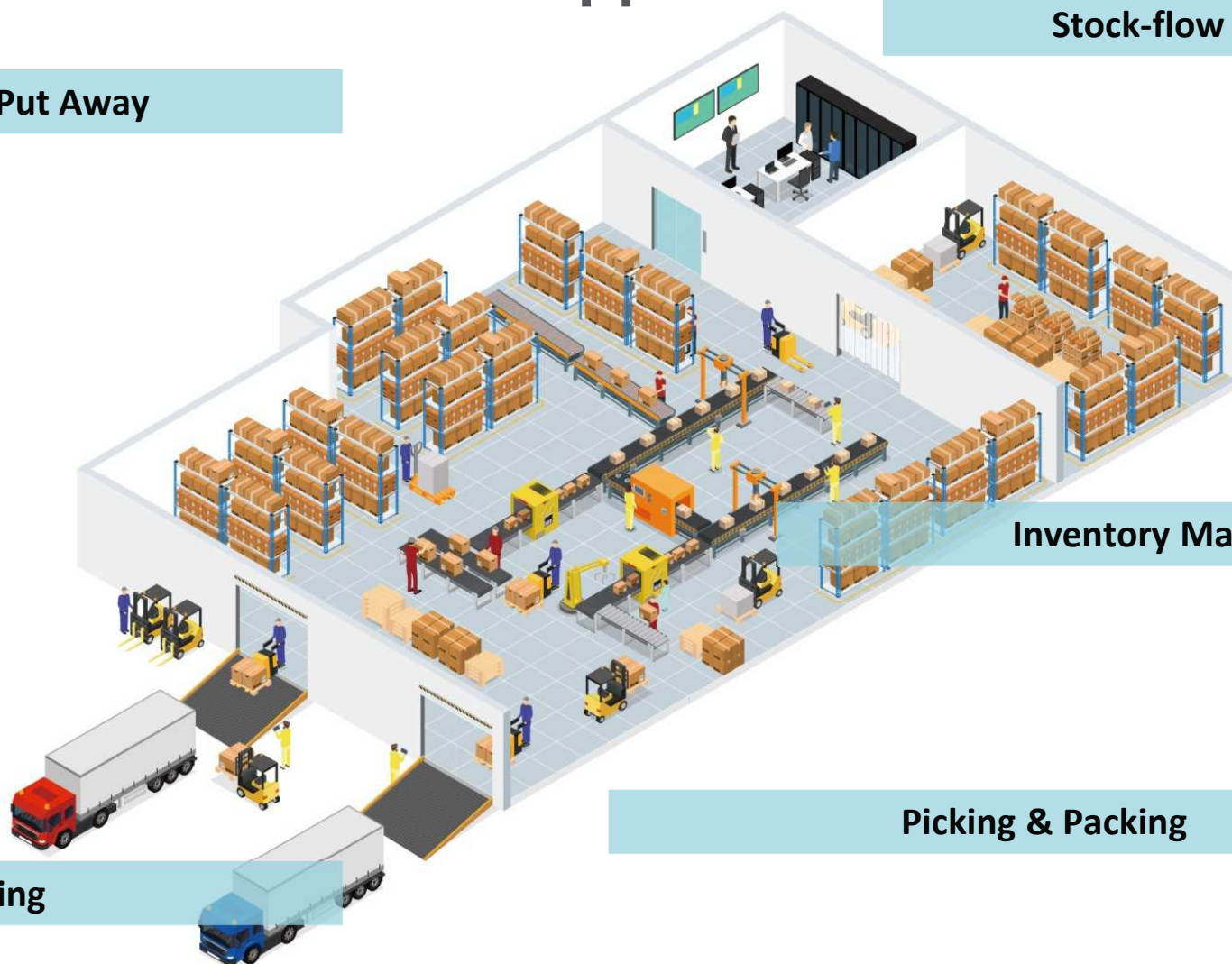
Mini site



Inventory Management

Picking & Packing

Shipping



# Транспортная система

Goods pick-up

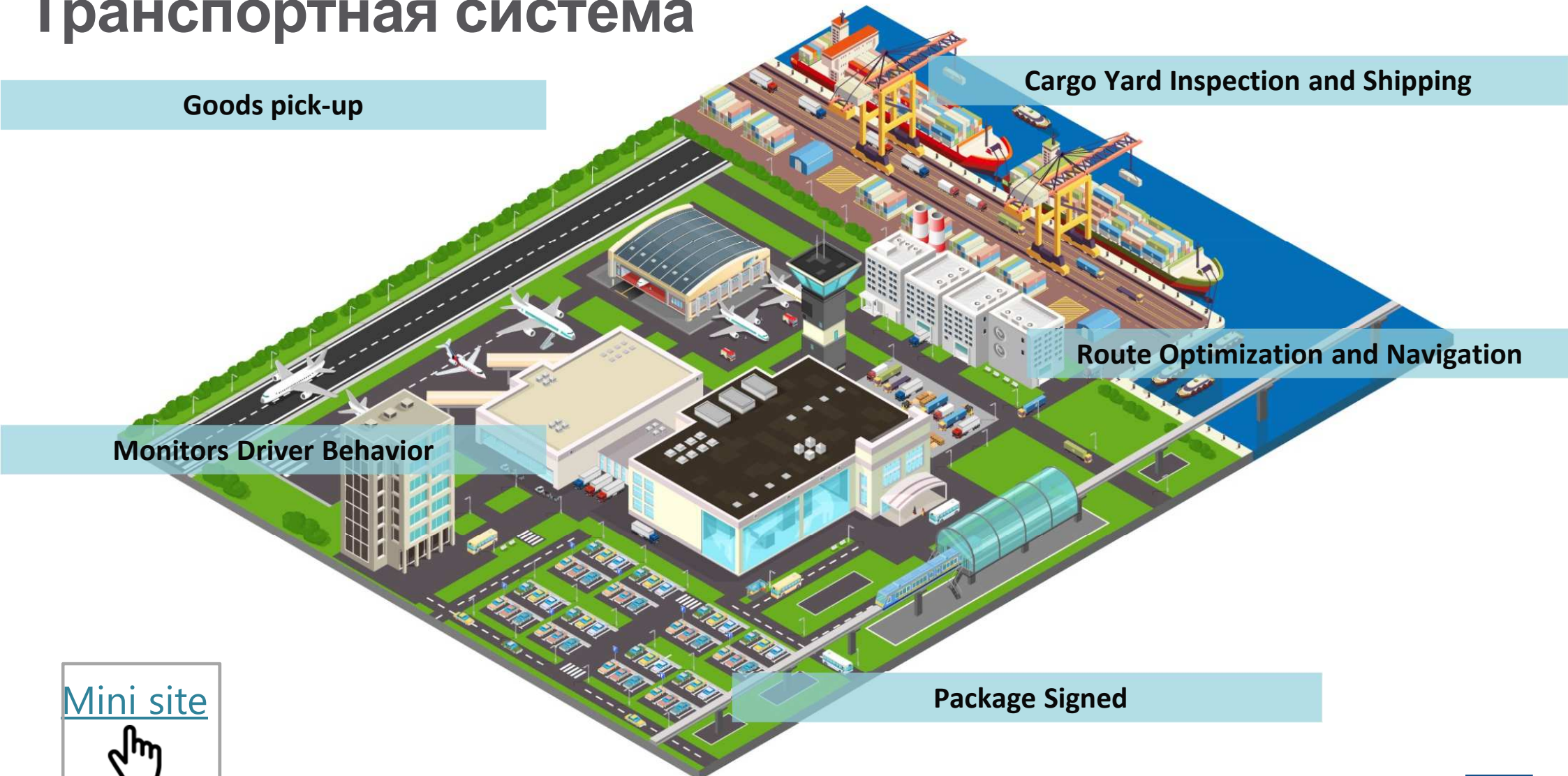
Cargo Yard Inspection and Shipping

Route Optimization and Navigation

Monitors Driver Behavior

Package Signed

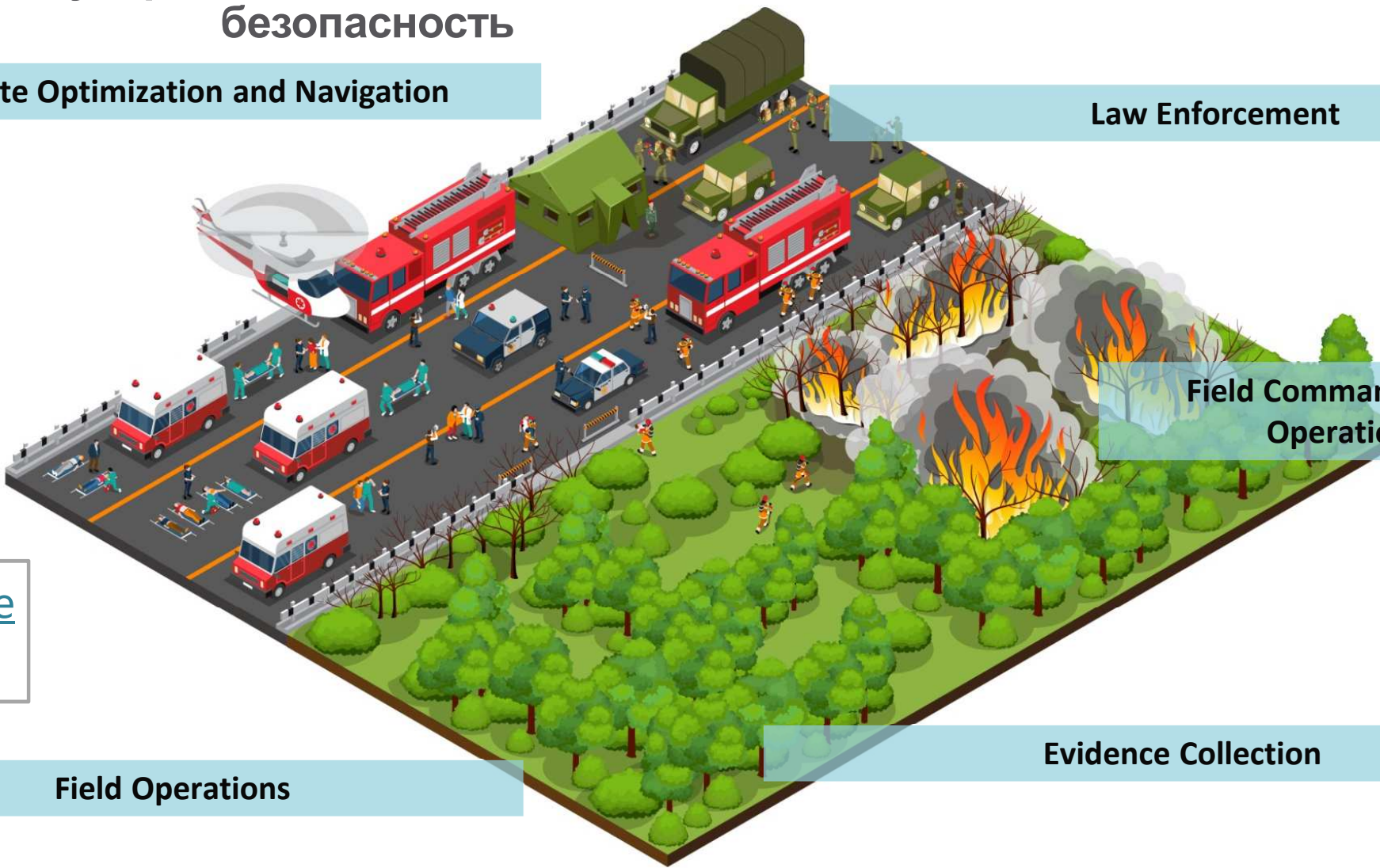
[Mini site](#)



# Государственная и общественная безопасность

Route Optimization and Navigation

Law Enforcement



Field Command Center  
Operations

[Mini site](#)  


Field Operations

Evidence Collection

# История применения

**Logistics**  
**Fire Truck & Alarm System**

**Public Safety**

Регион	Применение / Решение	Продукт(ы)
Бавария, Германия	Пожарный Грузовик	AIM-65 UTC-520



## Winning Factors

- IP65 certified, equipped with Intel processors, they support dual OS, and feature dual-cameras, as well as a multi-touch, Gorilla glass IPS full-HD screen.

## Customer Feedback

- AIM-65 can be used to provide mission-specific information to the firefighters (vehicle data regarding cables, airbag positions, battery, fuel tank) or maps of buildings (ex. Hotel maps), saving further time and contributing to the mission's overall effectiveness

# История применения

Logistics

Semiconductor Package Product Line

Manufacturing

Регион

Китай

Применение / Решение

Производственная линия упаковки полупроводниковой фабрики / Управление складом

Продукт(ы)

AIM-68 + Barcode Scanner



## Winning Factors

- Apply tablets on each semiconductor package working stations to eliminate personnel errors.
- Barcode scanner enhance production / warehouse efficiency.
- Paperless record allows to reduce management cost and to dispatch missions in real time.

## Customer Feedback

- Brand royalty is crucial to this collaboration, tablets and systems are stable and trusted.
- Local service from system configuration to accessories suggestion fulfill customer demand.

ADVANTECH

# Проект в соляная шахте



*Спасибо за внимание!*

*Co-Creating the Future  
of the IoT World*

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