**BradyPrinter** i5100

**INDUSTRIAL LABEL PRINTER** 

# Product Introduction for Brady Distributors

May 1, 2018



#### Slide deck content

What is i5100?

#### Overview of Features

- Features that make i5100 unique
- Features that changed from IP
- Features that are important to compare to i7100
- IP-Enabled printing information
- Other useful information & tips

Positioning and Target Users

Offering details

Launch Collateral & Activity

Distributor Resources

## What is **i5100**?



## Value proposition

The Perfect Mix of Performance and Smarts

Intelligent printing technology for faster and easier set up and changeovers with the fundamental volume, material and connection capabilities you need in a production-line caliber industrial printer

**BradyPrinter** i5100

INDUSTRIAL LABEL PRINTER



# i5100 is volume printing with an easier experience

Faster easier setups & changeovers: easy-install supply rolls and IP-enabled supplies for auto-printer setup, auto software label setup and key part info on the display

Less trial & error: take the guesswork out of heat speed and sensor settings—the supplies, printer and software all communicate

**Full performance:** you won't sacrifice fundamental performance for ease of use....mid-to-high volumes, 3" core roll sizes, most common materials, labels down to 0.20", standard connection ports, standard and auto-cut printing in 300 and 600dpi

# Aesthetic refresh of IP printer with some improvements

i5100 has the same core functionality as IP... plus a new look, better interface and a few improvements



## IP to i5100 – high level view

# i5100 is a refresh of IP printer with some improvements

- New look, new name
- Better minimum label size limit
- Faster processor
- Better display and user interface
- Better roller change-out
- Better communication to market about what IP-enabled supplies do



#### The key "differentiators" of IP/i5100 printer have not changed

- IP-Enabled printing for faster easier setup ("Brady Mode" printing) same as IP
- A few material limitations vs i7100 same as IP

# Overview of i5100 Features

#### Sections of Features Overview:

- Features that make i5100 very unique
- Features that changed from IP to i5100
- Features that are important to compare to i7100
- IP-Enabled printing details



#### **Feature overview:**

Features that make i5100 unique



# IP-Enabled printing experience "Brady Mode" (same as in IP)

Brady Mode Printing is where the printer and software read the RFID tag on the supplies and display info on the screen, set printer settings, and auto-setup the label in Brady software (see details on upcoming slides)

Brady exclusive electronics inside printer and on supplies

Same functionality as in the IP but with nicer screen icons



## Unique media roll holder for Brady

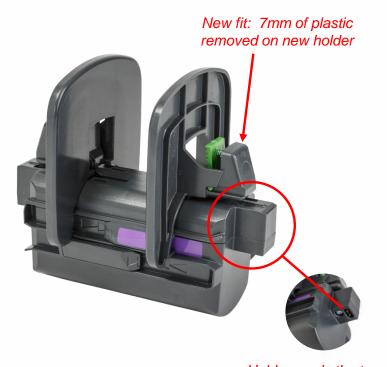
(same function as IP but new fit)

Roll Holder auto-reads the RFID tag on roll to accomplish Brady Mode Printing benefits

# Brady exclusive electronics in holder and printer

Exact same funtionality as in IP printer but new fit because plastic tab had to change by 7mm each side to fit under new curved cover

(see details on upcoming slide: new holder fits both i5100 and IP...old IP holder fits IP only...both holders acommodate same media widths)



Holder reads the tag on the IP-enabled media roll

### Unique ribbon takeup spindle for Brady

(same as in IP)

Securing ribbon takeup with the long green tab is really fast

No cardboard take up core needed

Lever loosens the core to make it easy to remove spent ribbon (to re-use spindle)

Brady exclusive spindle



#### Some material limitations vs i7100

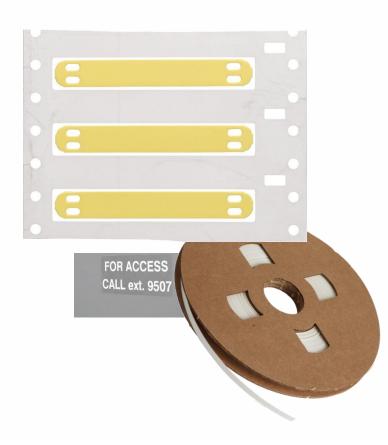
(same as with IP)

IP prints on all the most common 3" core materials but there are a few exceptions

This was the same for IP

Know when to step up to i7100 for certain materials

(see details on upcoming slide)



#### **Feature overview:**

# What changed from IP to i5100?



## **Improved New Look**

New color, new name

New display, new icons

#### New cover shape\*

\* Required new Media Roll Holder fit – details in upcoming slide















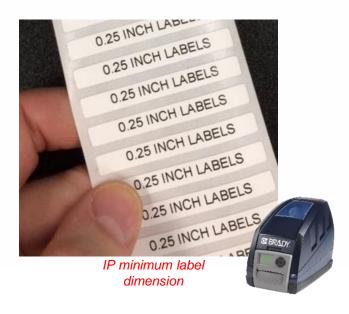
BradyPrinter i5100
INDUSTRIAL LABEL PRINTER

### Improved minimum label size

i5100 can print down to 0.20" in downweb dimension

IP printed down to 0.25" in downweb dimension





### Improved processor & electronics

Faster processor

No more buffer overload issues!

i5100 = 800Mhz clock rate

i5100 = 256MB RAM

i5100 = 50MB Flash memory

IP = 266Mhz clock rate

IP = 64MB RAM

IP = 8MB Flash memory



i5100 and i7100 have same processor... no more buffer overload issues!

# Improved sharper display and user interface

i5100 = Color touchscreen IP = Monochrome, physical buttons

 $i5100 = 480 \times 200$  pixel resultion IP = 120 x 64 pixel resolution

i5100 = colorful icons & sliders IP = button pushes

i5100 = on borard how to videos IP = no videos



ΙP



*i*5100





### Improved roller change-out

i5100 = red bearings, obvious IP = black bearings, not obvious

i5100 = easily pop out w/screwdriver IP = felt like you were breaking printer

i5100 = sell rollers to protect printhead (see guidelines on upcoming slide)

IP = we didn't offer rollers





new i5100 bearings pop out and snap in very easily!



#### **Feature overview:**

## i5100 vs i7100



#### i5100 vs i7100: High level differences

i5100 easier to load, set up and change supplies

i7100 prints on slightly smaller labels

i7100 is for highest volume and speed

i5100 fixed at 2ips (only for IP-enabled rolls but is acceptable for most Brady applications)

i7100 has slightly wider materials range

i7100 offers unique print options (peel, perf-cut, internal rewind, I/O port)

Both have same display, interface & processor

## i5100 vs i7100: Loading supplies

i5100 is drop-in style of loading with less mechanical adjustment

i5100 does have an extra step of loading roll onto holder

i5100 guaranteed correct ribbon ink facing (keyed spindle)

i5100 does not need a cardboard ribbon takeup core

i7100 is traditional thread-thru loading, requires ribbon takeup core, user must know ink-side





i5100 rolls slide right in...ink always faces the right way



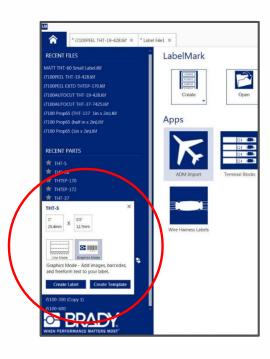


#### i5100 vs i7100: Printer & label set up

i5100 shows installed supplies & advises where to set sensor

i5100 sends part info to Brady software for auto label setup

i5100 warns if wrong ribbon is installed







#### i5100 vs i7100: Minimum label size

i7100 is best for the very smallest labels – down to 0.125"

i5100 did improve to 0.20" compared to IP

Regardless of printer, always be aware that many factors influence print success on small labels!

(see guidelines on upcoming slide)





## i5100 vs i7100: Volume and speed

i5100 ideal for mid-to-high volumes (5000 per day, 5days/wk\*) and when frequent changes are needed

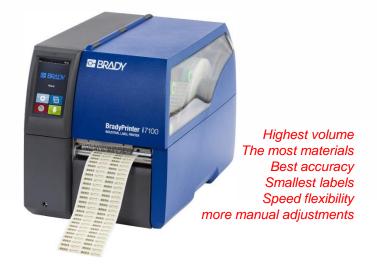
i5100 speed is fixed at 2ips in Brady Mode,11.8ips max in Standard Mode

(Note: most Brady materials run at 2-3 ips anyhow)

i7100 is best for highest volumes (7000+ per day, 7 days/wk\*)

i7100 can be set to any speed with risk of compromised print quality





<sup>\*</sup> directional & comparative guideline only - assumes 1x2" label on basic material

## i5100 vs i7100: Materials offering

# i7100 prints on more materials than i5100

material	i5100	i7100
Permasleeve 094 size	NO	YES
Permasleeve HX & ZH	NO	YES
Zip-tie cable tags	NO	YES
Nomex	NO	YES
Durasleeve inserts	NO	YES
White ink printing	NO	YES
Labels smaller than 0.20"	NO	YES
Cores smaller than 3"	3" Brady mode 3" to 4" Standard mode	1.5" to 4"



## i5100 vs i7100: Auto-cut printing

i5100 has an integrated cutter model, i7100 has an optional field-install accessory

i5100 has a scissors cutter – good for basic applications, larger labels, cut-through only

i7100 has a rotary cutter – good for faster speeds, higher volume and smaller labels

i7100 can do cut-through or perf cut





## i5100 vs i7100: Advanced print capabilities

i5100 will not do internal rewind of printed labels

i5100 does not have peel & present capabilities





### i5100 vs i7100: Connection ports

i7100 has more USB ports – more flexibility

#### i7100 has an I/O interface port

(rerminder: the I/O interface allows the printer to accept inputs and send outputs so it can be be triggered by a remote device like a hand switch, foot pedal, sensor, or a PLC....and at the same time it will issue outputs like status and error messages, signal to a stack light, etc. An I/O port allows the printer to connect in more ways with in a users production environment)





#### **Feature overview:**

# **IP-Enabled printing**



**Brady IP-Enabled Supplies allow Brady Mode Printing** 

IP-Enabled: means a roll has an RFID data tag on it

3" core materials made by Brady are IP-Enabled with a tag with some exceptions

Brady Rolls that won't have the RFID data tag:

- Any core narrower than 1" wide or smaller 3" diameter
- · Any metallized material
- Customs that were not requested to have an RFID data tag at time of quote
- Some other parts

Ribbon is also keyed to guarantee correct install orientation every time





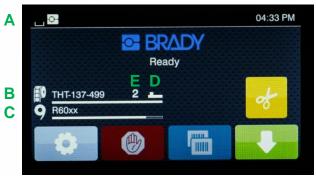
## **Brady Mode printing**

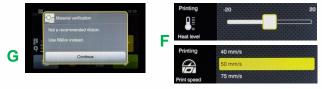
## IP-enabled labels installed IP-enabled ribbon installed

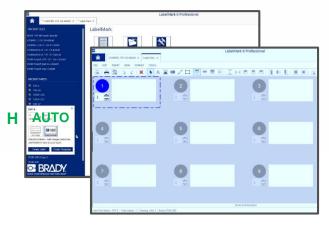
# The printer and software read the RFID tag on both rolls and:

- A. Brady icon displays in upper left
- B. Label part installed displays w/amt remaining
- C. Ribbon part installed displays w/amt remaining
- D. Correct sensor is auto-chosen and displayed
- E. Displays tells user where to set sensor
- F. Heat and Speed are auto-set for the installed materials
- G. Warning will appear if wrong ribbon is installed
- H. Brady software can auto-detect part from printer and set up the label on PC screen
- I. Ink side of ribbon guaranteed to face correctly











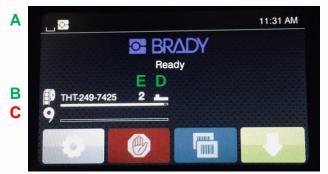
### **Partial Brady Mode printing**

## IP-enabled label roll istalled non-IP-enabled ribbon installed

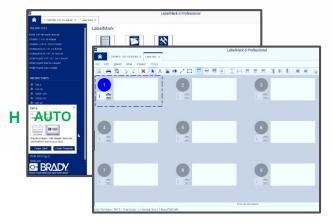
## The printer and software read the RFID tag on the label roll only and:

- A. Brady icon displays in upper left
- B. Label part installed displays w/amt remaining
- C. No ribbon part displays
- D. Correct sensor is auto-chosen and displayed
- E. Displays where user should set sensor
- F. Heat and Speed are auto-set for the installed materials
- G. User must know which ribbon to use (no warning if wrong)
- H. Brady software is able to auto-detect part from printer and set up the label on PC screen
- I. User must know correct ink-facing of ribbon











#### **Standard Mode printing**

non-IP-enabled label roll istalled non-IP-enabled ribbon installed

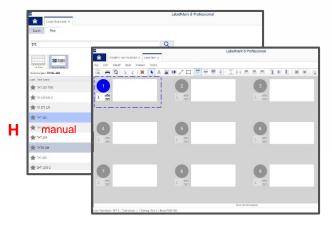
## Manual set up—no supply data for printer to read so:

- A. S icon displays in upper left
- B. No label part displays
- C. No ribbon part displays
- D. User must know which sensor to use and select it manually
- E. User must set sensor by visual trial & error
- F. User must set heat and speed by results trial & error
- G. User must know which ribbon to use (no warning if wrong)
- H. User must manually set up label in PC software, or, select from a list of label parts if it is a *Brady* non-IP-enabled roll
- I. User must know correct ink-facing of ribbon











### **Partial Standard Mode printing**

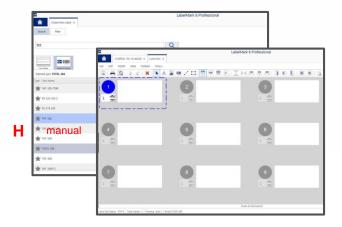
## non-IP-enabled label roll istalled IP-enabled ribbon installed

# Mostly a manual set up—printer reads RFID tag on the ribbon roll only and:

- A. S icon displays in upper left
- B. No label part displays
- C. Ribbon part installed displayed w/amt remaining
- D. User must know which sensor to use and select it manually
- E. User must set sensor by visual trial & error
- F. User must set heat and speed by results trial & error
- G. User must know which ribbon to use (no warning)
- H. User must set up label in PC software or, select from a list of label parts if it is a *Brady* non-IP-enabled part
- I. Ink side of ribbon guaranteed to face correctly







#### **Feature overview:**

Other details & best practice



## Loading sequence

Get in the habit of loading media roll first

Avoids need to remove ribbon if you need to change gap sensor switch

1.

New label roll may require access to gap sensor switch



2.



Get extra ribbon spindles for faster loading

Demo ribbon loading with ribbon mounted to takeup spindle

Sell spare ribbon spindles



# What's different about the new media roll holder?

7mm of plastic removed from both sides to allow new cover to close

New Holder replacing IP holder

Old IP holder fits IP only (cannot close lid on i5100)

New holder fits i5100 and IP

No loss in media width with new holder

Both holders have same electronic function

OLD IP holder

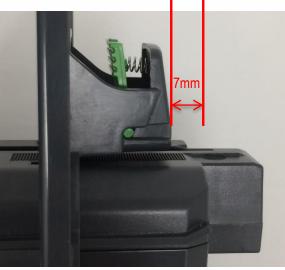


NEW holder



disregard colored stickers in photo

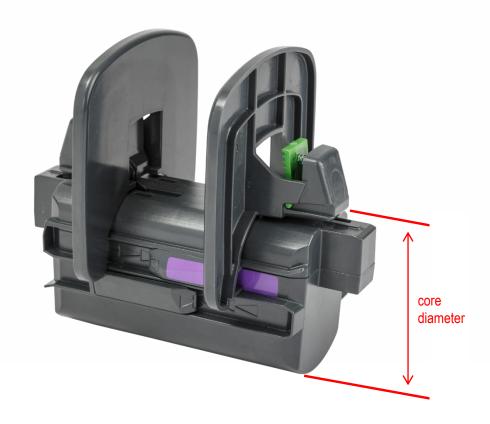




## Roll Holder core size limit

In Brady Mode: 3" core IP-Enabled only

In Standard Mode: 3" to 4" core



## **Guidance on printing small labels**

Multiple factors affect small label print performance

Always test to the users application for tiny labels

Success influenced by multiple factors:

- Print speed (ips)
- Heat setting
- Size of print job (qty printed at once)
- Text layout (close to edge, not close to edge)
- Tear-off, backfeeding, peeling



## Top reasons for blown print heads

#### Worn roller: wears on print head

Worn rollers look rough and have burrs on the rubber surface



Worn rollers are rough--replace immediately!

#### Dirty roller: wears on print head

Easy to clean if you have the cleaning kit





Clean rollers & print head often! - use PCK-6

## Wide rollers with narrow media: wears on print head

Print head & bare roller should never touch!



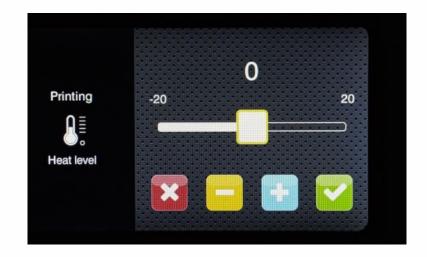
Pair narrow rollers with narrow media – roller must be wider than media and ribbon must be wider than roller

## Top reasons for blown print heads

#### Too much heat: wears on print head

Brady Mode optimizes heat (doesn't allow needless overburning)

Note: When in Standard Mode, run the lowest heat that provides good print...remember the heat setting in driver and heat setting on printer add together!



## Print head best practice: cleaning extends print head life

#### Clean the print head often!

#### Clean the roller often!

PCK-6 Cleaning Kit should always be sold with a printer

#### Remember smart roller usage!

Ask about planned usage of narrow media - sell extra rollers and narrow rollers with the printer



(box of 50 swabs)

## Pairing narrow rollers to narrow media

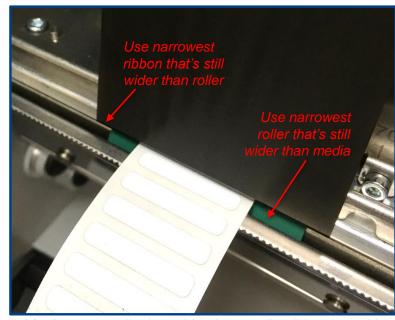
extends print head life

Reduces wrinkling

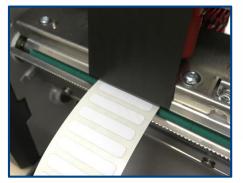
Reduces friction on print head

Lowers ribbon cost

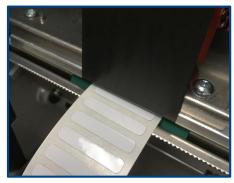
Bare roller should never touch print head



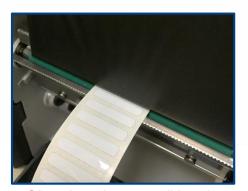
**Ideal setup** – roller just wider than media, ribbon just wider than roller, bare roller never touches print head



Bad: Bare roller touches print head!



**Bad:** Bare roller touches print head!



**Okay:** but why waste ribbon & invite wrinkling?

# Positioning & Target Users



## **Brady PWID Benchtop Printers**

**BBP12** \$890



300 dpi No autocut No peel Lower volume 0.40" min label **BBP33** \$1400



300 dpi Autocut No peel Full hassle-free Low-mid volume 0.25" min label

IP \$2100



300 dpi 600 dpi **Autocut option** No peel s/w reads supply Mid-to-high volume 0.25" min label

i7100 \$2520



300 dpi 600 dpi **Autocut option** Perf cut option Peel option 4" or 6" wide option Left-or center justify option The most materials High speed High volume 0.20" min label

FUNCTIONALITY, SPEED, VOLUME

## **Brady PWID Benchtop Printers**

**BBP12** \$890



300 dpi No autocut No peel Lower volume 0.40" min label **BBP33** \$1400



300 dpi **Autocut** No peel Full hassle-free Low-mid volume 0.25" min label

i5100 \$2250



300 dpi 600 dpi **Autocut option** No peel s/w reads supply Mid-to-high volume 0.20" min label

i7100 \$2520



300 dpi 600 dpi Autocut option Perf cut option Peel option No 6" wide option The most materials High speed High volume Center-justified 0.125" min label

FUNCTIONALITY, SPEED, VOLUME

## Primary target markets & applications

#### Any User who has higher volumes and changes parts during a shift **Users** • The quick loading rolls and ribbons make supply changeovers faster and far less tedious • The screen advising the user where to set the sensors and warning of incorrect ribbon are very beneficial • The ability to detect installed label from Brady software is very convenient and a big time saver **Applications** 11/10 **EXTERNAL 120V AC** FOR LIGHTS 6555 W Good Hope Rd Milwaukee, WI 53223 800-537-8791 SERIAL NO TJ2511-124 MFR DATE http://www.bradyid.com BRADY CORP.

## Primary target markets & applications

	Basic Electrical & ADM	Electronics / Product ID
Users	<ul> <li>Panel &amp; switchgear shops</li> <li>Electrical contractors</li> <li>Automation &amp; electrical engineers</li> <li>ADM manufacturers</li> <li>Installers, field techs, electricians</li> <li>Wire/cable harness assembly</li> <li>Not recommended if zip-tie cable tags, 094 sleeves, ZH / HX sleeves, Nomex or Durasleeve inserts are needed</li> </ul>	<ul> <li>PC board builders / pick-n-place</li> <li>PC board manufacturers</li> <li>ODMs</li> <li>Product manufacturers</li> <li>Production managers</li> <li>Manufacturing engineers</li> <li>Process leaders</li> <li>Quality engineers/mgrs.</li> <li>Not recommended if labels smaller than 0.20" are needed</li> </ul>
Applications	EXTERNAL 120V AC FOR LIGHTS	BERDY  BERDY  BESS W Good Hope Re  Milwauke, WI 53223  80.537.8781  LOCATION SERIAL NO.  TJ TJ2511-124  MFR DATE  2511  MFR DATE  2511  MRR DATE  2511

## Secondary target markets & applications

	Laboratories	General Industrial ID
Users	<ul> <li>CRO's</li> <li>Academic label &amp; universities</li> <li>Life sci &amp; biotech labels</li> <li>Lab manager</li> <li>Lab techs</li> <li>Research assistants</li> <li>Pl's</li> </ul>	<ul> <li>Asset ID</li> <li>Shelf &amp; part # labels</li> <li>misc industrial ID</li> <li>Logistics / warehousing</li> </ul>
Applications	11-126-4 11-1/10 11-126-4 11-126-	BRADY CORP.  N323-02-02  SERANO  SERAN



Offering Details

#### Accessories

BRADY

BradyPrinter i5100



## Printer configurations and pricing

#### **List Pricing**

	Standard model	Auto-Cut model
i5100 300 dpi	\$2,250	\$2,775
i5100 600 dpi	\$3,420	\$3,995

#### Reason for higher price

Improved components & functionality
Comes standard with Brady Workstation
PWID Suite (a \$250 value)

#### What's in the box...

Printer

BWS PWID Suite (booklet w/ 1-of-kind activation code)

1 Auto-detect Roll Holder

1 Brady takeup spindle

**USB** cable

Power cord

Printed user manual (english)

#### Product CD

- driver
- config/settings/menu tree manual (english only)
- user manual in international languages\*

user manual languages: Bulgarian, Czech, Danish, Dutch, English, Finnish, French, German, Hungarian, Italian, Norwegian, Polish, Portuguese, Russian, Slovenian, Spanish, Swedish, Turkish



### Standard model vs AutoCut model



#### Standard Model

Bult-in tear bar

For:

Basic printing



#### **Auto-Cut Model**

Built-in autocutter in front panel (A)
Tear bar also installed standard

#### For:

Basic printing and Auto-cut printing

#### Rollers

Ship complete with red bearings and the black gear

Note: these are <u>not</u> in any way interchangeable with i7100 rollers

Snap easily in and out with narrow screwdriver or tool



## Other key accessories

#### Cleaning swabs – #PCK-6

Sell these and spare rollers up front with printer!

Establish the print head care discipline at time of printer sale!



#### **WLAN USB stick**

For wireless network connection (same part that fits i7100)



#### Wireless Bluetooth USB adapter

For bluetooth connection (same part that fits i7100)



## Software compatibility

Brady Workstation v4.1 or newer (PWID Suite activation code included w/printer in NA)

LabelMark v6.6.1 or newer

3rd Party software Win driver





## **About CodeSoft compatibility**

Using Codesoft with Win driver results in poor print quality on Brady printers

Using Codesoft with an internal CS driver for that printer yields good print quality (it's Teklynx's decision to develop internal drivers)

i5100 will not launch with an internal CS driver (in discussion with Teklynx)

Use BWS or LabelMark for best print quality





## **Brochure**

Expanded to sell value
Includes spec sheet
Includes accessories
Explains more functionality
Order Y4648106





## **Specification sheet**

Specs on 72 printer characteristics



## **Comparison chart - IP vs i5100**

Snapshot of key differences

Good for IP owners adding i5100 the their fleet



## Comparison charts – Brady PWID lineup





#### Media and Videos for i5100

Link to all brochures, images, and digital content can be found in the launch portal <u>here</u>

Overview video for "selling" avail before June 6

How-to videos for instuctional / help on cleaning, loading, cutting and changing rollers soon!

