

# UNI-7

株式会社 イ シ ダ



Why should i buy a Uni-7?

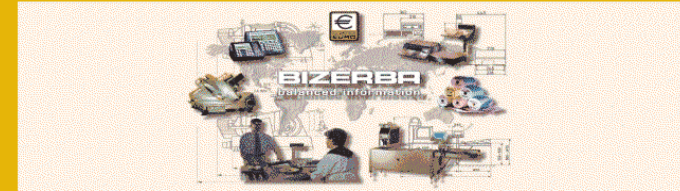
**Uni-7 vs Competition**

# UNI-7

PLU 0					21-05-2009 (THU) 15:10		TARE	kg	0,000			
   					Check the weight before operation. Enter PLU No. and press [PLU] key.				ZERO	WEIGHT	kg	0,000
PLU No.	CATEGORY	CATEGORY	CATEGORY					UNIT PRICE	€/kg	0,00		
0	MEAT	DELI	FISH					TOTAL PRICE	€	0,00		
TOTAL DISPLAY												
OSIS												
<ON>												
KEY LOCK												
<ON>												

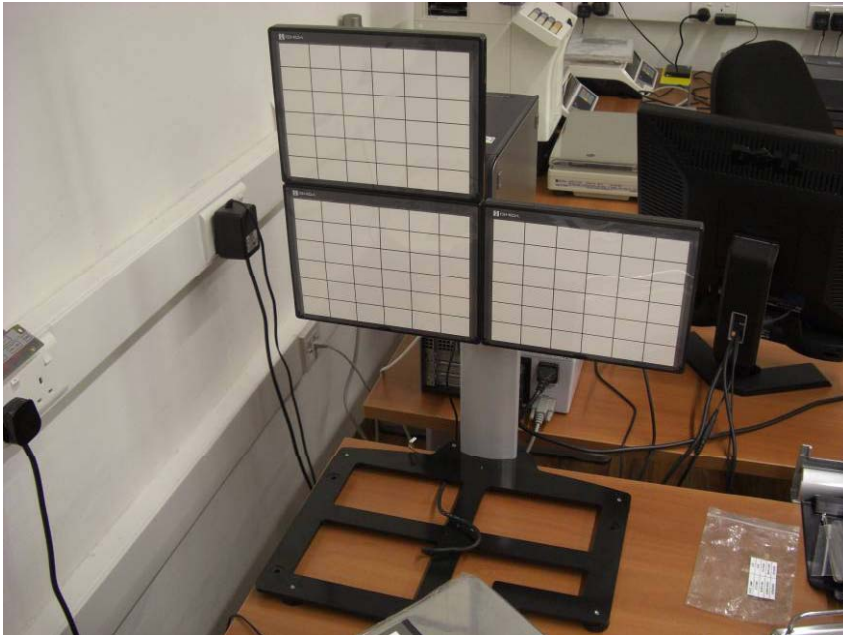
Boot-up time:  
> Approx. 50sec

# Competition



Boot-up time:  
 > Touch panel models 1~5mins,  
 depending on no. of preset key  
 > When machine is switched off, need  
 to wait 5 mins before turn on again  
 > Long boot-up time creates a huge  
 problem during the day for customers

## UNI-7



Self-service model:

- > Uni-7 Pole + Self-service kit
- > Only stock the self-service kit rather than the whole scale
- > Big preset keys
- > Print keys with pictures using SLP-V

## Competition



Self-service model:

- > Whole unit
- > Stock burden for dealers/distributors

## UNI-7



Display ergonomics:

- > Operator display and keyboard tilt
- > Customer display tilt
- > Separate tilting system

## Competition



Display ergonomics:

- > Operator display/keyboard and customer display tilt at the same time

## UNI-7



Display ergonomics:

- > Operator display and keyboard tilt
- > Customer display tilt
- > Separate tilting system

## Competition



Display ergonomics:

- > Operator display/keyboard and customer display fixed position

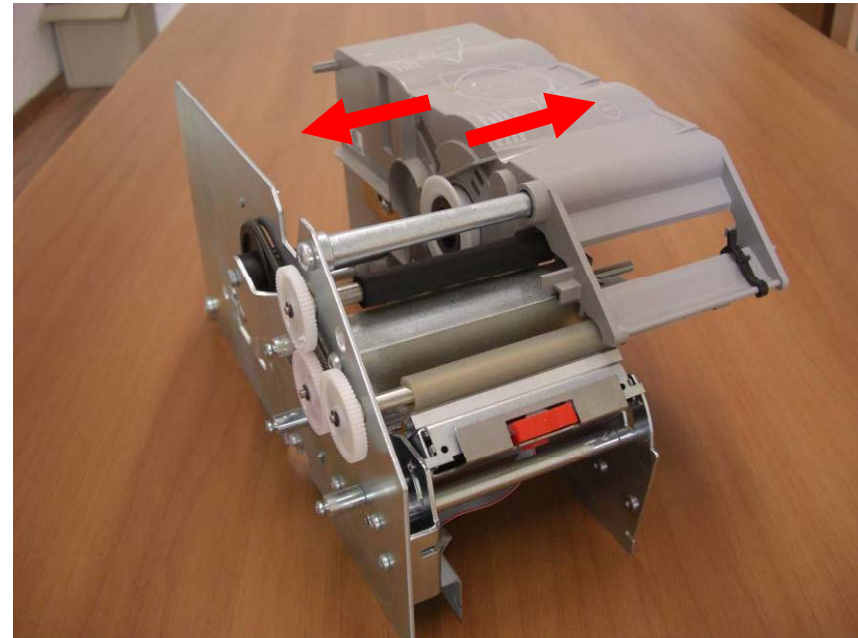
## UNI-7



### Printer:

- > 'Front' loading
- > Quicker
- > Less space on counter
- > Cassette numbering system

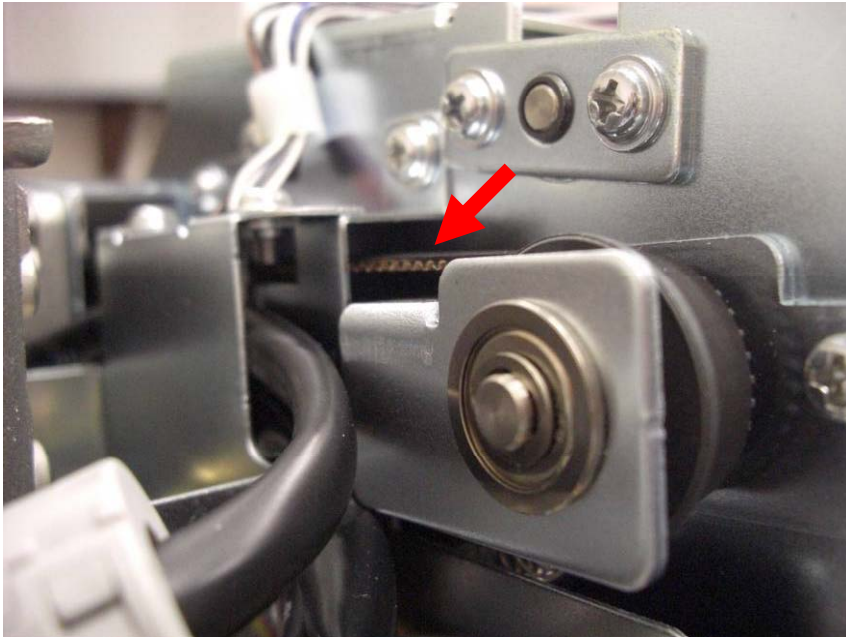
## Competition



### Printer:

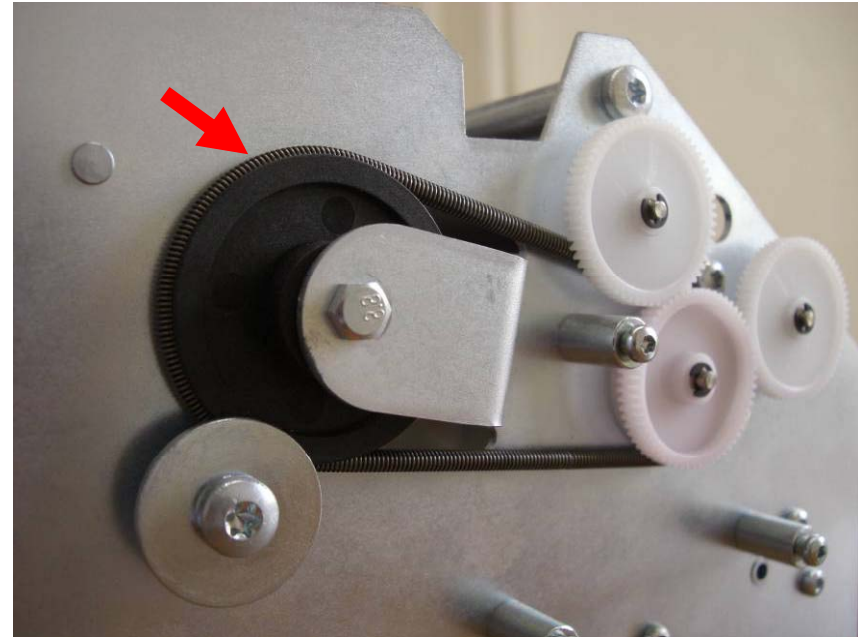
- > 'Side' loading
- > Need to program macros by media type not cassette type (needs 10x time for technician to program and relies on manual selection of macro not automatic)

## UNI-7



- Printer driving mechanism:
- > Toothed belt
  - > Lifetime between 10~20 years (depending on usage)

## Competition



- Printer driving mechanism:
- > Spring
  - > Lifetime between 6~12 months (depending on usage)
  - > Approx. 1 hr labour cost + parts cost

## UNI-7



Customer display:

- > Bright colours
- > Sharp
- > Wide-angle viewing
- > Plastic panel cover reduces reflecting objects

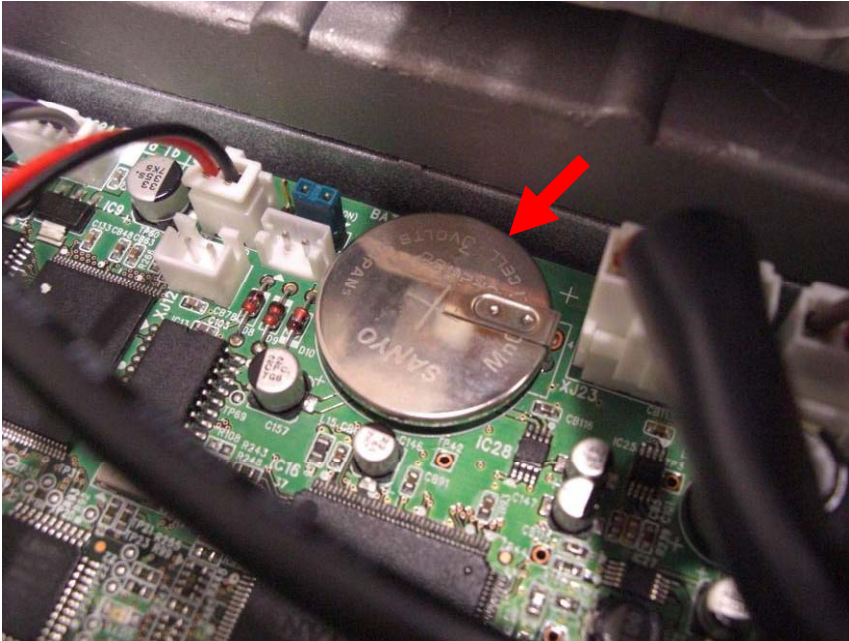
## Competition



Customer display:

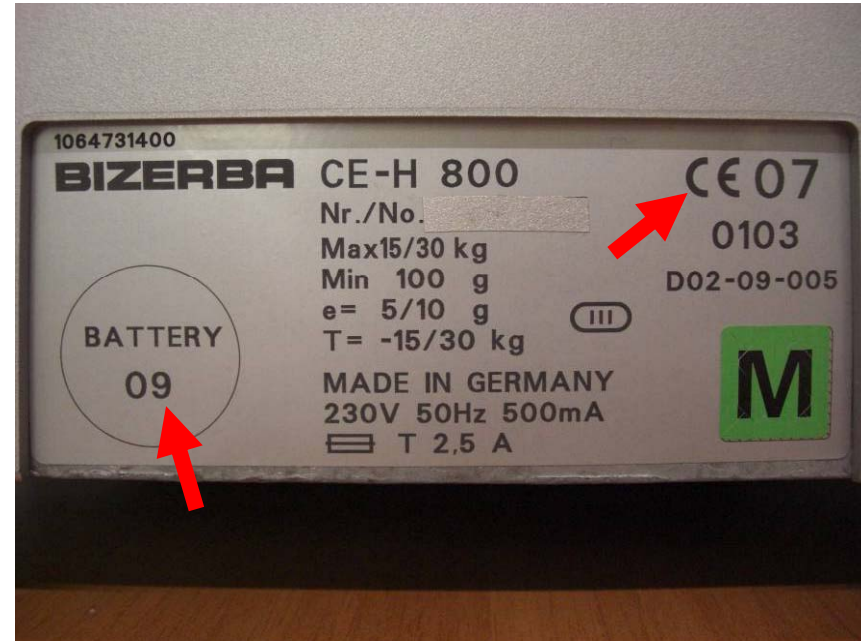
- > Limited brightness/contrast
- > Cannot read display unless customer is really in front of it
- > Glass in front of display reflects objects

## UNI-7



Internal memory battery:  
> Lifetime 10 years

## Competition



Internal memory battery:  
> Lifetime 2 years



# UNI-7

FILE SAVE/LOAD (SCALE > USB) 21-05-2009 (THU) 15:44 1/11

OUT SOURCE MASTER FILE 001 OUTPUT SELECT

MASTER NAME	NUMBER
PLU	30
STORE	2
FIX PRICE SYMBOL	16
FREE MSG. 1	0
FREE MSG. 2	0

DATA  
 MASTER  SRAM

ALL SEL. DETAIL EXECUTE

USB > SCALE SCALE > USB USB DATA DEL SCALE INIT.



Master file backup/restore:  
> Via USB or PC (without license)

# Competition

Information about LwDasi

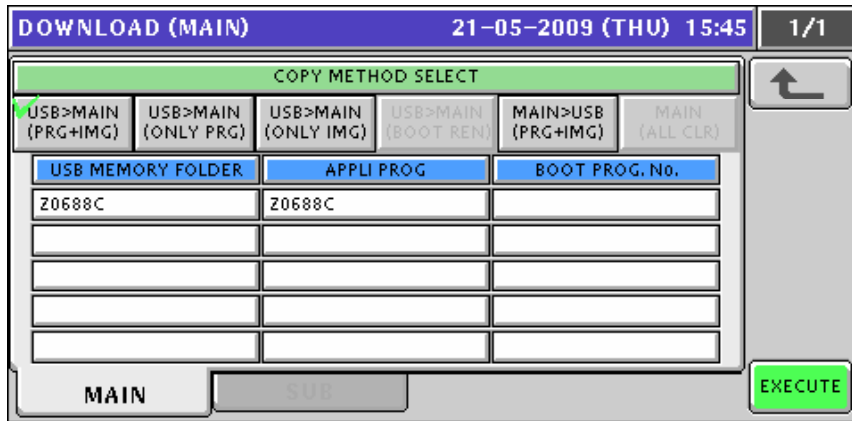
61068800115 Date: 23.11.2006  
 Key: 4002\_01  
 EsCom: 61097910111 26.2.2004  
 SxCom: Version: 9 Revision: 61 Eng. Date: 1.6.2006  
 SxAscii: Date: 16.10.2006

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OK

Master file backup/restore:  
> Only by PC (licensed software and many times not free of charge)

# UNI-7



- Firmware download/upgrade:
- > Via USB or PC (without license)
  - > 10 mins
  - > Firmware upload to USB stick

# Competition



- Firmware download/upgrade:
- > Only by PC (ftp connection or special software, license protected for non-PC scales)
  - > Approx. 10 mins
  - > Firmware upload not possible

## UNI-7

MEMORY CLEAR 21-05-2009 (THU) 15:44

<b>MASTER DATA CLEAR</b> RESULT <input type="button" value="CLEAR"/>	<b>DATABASE</b> <input checked="" type="checkbox"/> SRAM <input type="checkbox"/> CF	<b>IMAGE FILE</b> <input type="checkbox"/> FLASH <input checked="" type="checkbox"/> CF	<input type="button" value="↶"/>
<b>SYSTEM DATA INIT.</b> RESULT <input type="button" value="INIT."/>	<b>MEMORY SIZE (REM. / ACT. KB)</b>		
	SRAM 1672 / 2044	FLASH 8322 / 29668	
<b>TEST DATA SET</b> RESULT <input type="button" value="SET"/>	SDRAM 5547 / 32768	CF 29890 / 31280	

DB memory:

- > Selection where to save the DB, either SRAM or CF card
- > Max. 2Gb memory for DB/Images
- > Selection where to save the image files (Flash memory or CF card)

## Competition

Bizerba menu (CE) / 6 Database configuration / 3 Modify database config / 4 Database settings

Database file size 16 MB

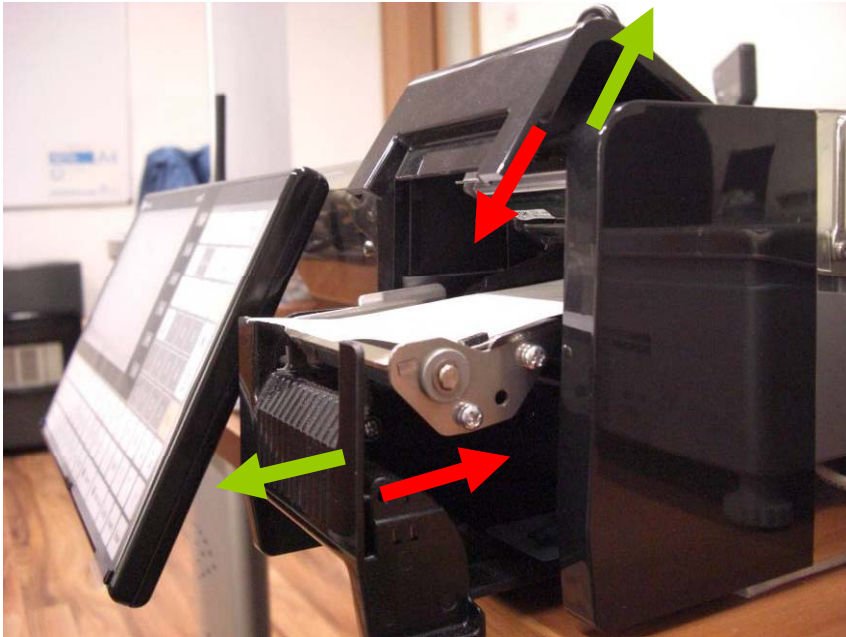
Bizerba menu (CE) / 6 Database configuration / 3 Modify database config / 4 Database settings

Database file size 32 MB

DB memory:

- > No selection
- > Only memory size for database is selectable (16Mb or 32Mb on PC scales only and recent firmware)

## UNI-7



Front printer cover:

- > Robust
- > Open and close automatically when pulling/pushing cassette

## Competition



Front printer cover:

- > Fragile
- > Open and close manually

## UNI-7



- Thermal head replacement
- > Tools not needed
  - > Press and pull-out system
  - > Press, pull-out, unplug cable, replace thermal head, plug cable press and insert
  - > Approx. 1 min

## Competition



- Thermal head replacement
- > Must have tools
  - > Remove the whole upper cover
  - > Min. 45~60 mins

## UNI-7



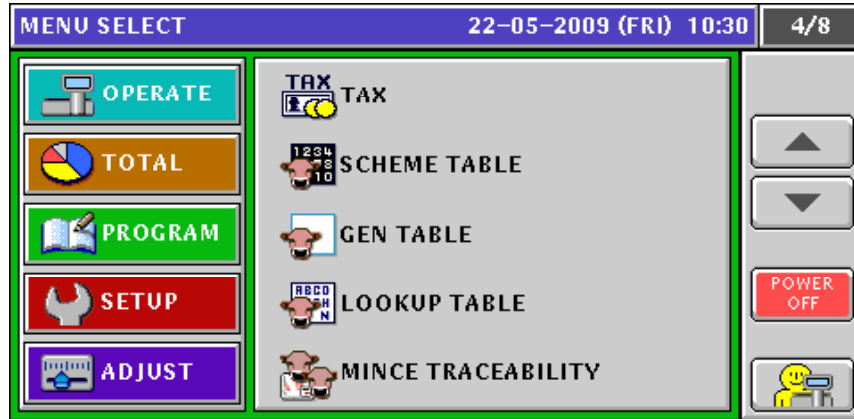
Barcode scanner:  
> No license required to use a (USB)  
barcode scanner

## Competition

```
Demo licence inactive
Starting date      12.05.2009 23:59
Expiry date:      16.06.2009 23:59
Modules:
1 [ ] -----
2 [ ] SCLSV1
3 [ ] POS functions
4 [ ] Scanning
5 [ ] Cash
6 [ ] Time recording
7 [ ✓] Host connection (TCP/IP)
8 [ ] Inventory, Rewrap, Branch returns
9 [ ] Delivery note, Purchase order, Goods receiving,
    Cash invoice
10 [ ]
11 [ ]
12 [ ] Data of origin
13 [ ] Windows Based Terminal
14 [ ] Video journal (TCP/IP)
```

Barcode scanner:  
> Need to buy license to use a  
barcode scanner

## UNI-7



Licensed software functions:  
> None

## Competition

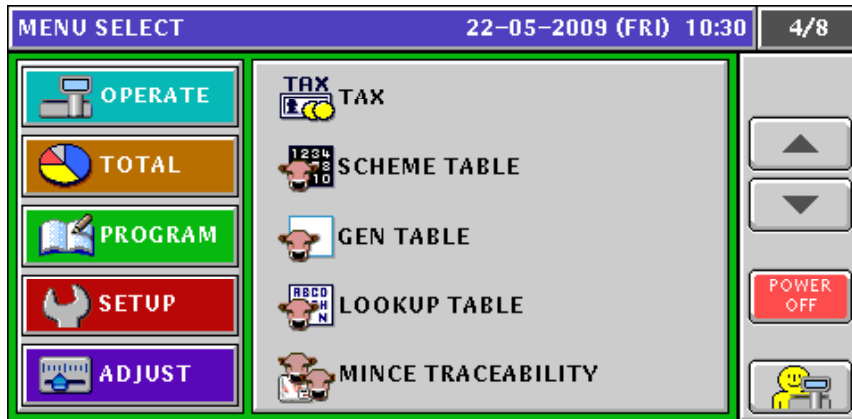
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Modules:

- 1 [ ] -----
- 2 [ ] SCLSV1
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Licensed software functions:  
> Need to buy license to use:  
Ethernet, barcode scanner, POS functions, time recording, traceability system etc...

# UNI-7



- Typical add-ons for a butcher shop:
- > POS functions: Standard
  - > Scanning: Standard
  - > Traceability: Standard (2 types)
  - > Only barcode scanner is optional

# Competition

Demo licence inactive  
 Starting date 12.05.2009 23:59  
 Expiry date: 16.06.2009 23:59

Modules:

- 1 [ ] -----
- 2 [ ] SCLSV1
- 3 [ ] POS functions
- 4 [ ] Scanning
- 5 [ ] E cash
- 6 [ ] Time recording
- 7 [  ] Host connection (TCP/IP)
- 8 [ ] Inventory, Rewrap, Branch returns
- 9 [ ] Delivery note, Purchase order, Goods receiving, Cash invoice
- 10 [ ]
- 11 [ ]
- 12 [ ] Data of origin
- 13 [ ] Windows Based Terminal
- 14 [ ] Video journal (TCP/IP)



Typical add-ons for a butcher shop:  
 POS Functions Eur 240 +  
 Scanning Eur 240 +  
 Traceability Eur 207 =  
**TOTAL Eur 687 on-top of the scale price!!!!!!**  
 (Barcode scanner not yet included!)

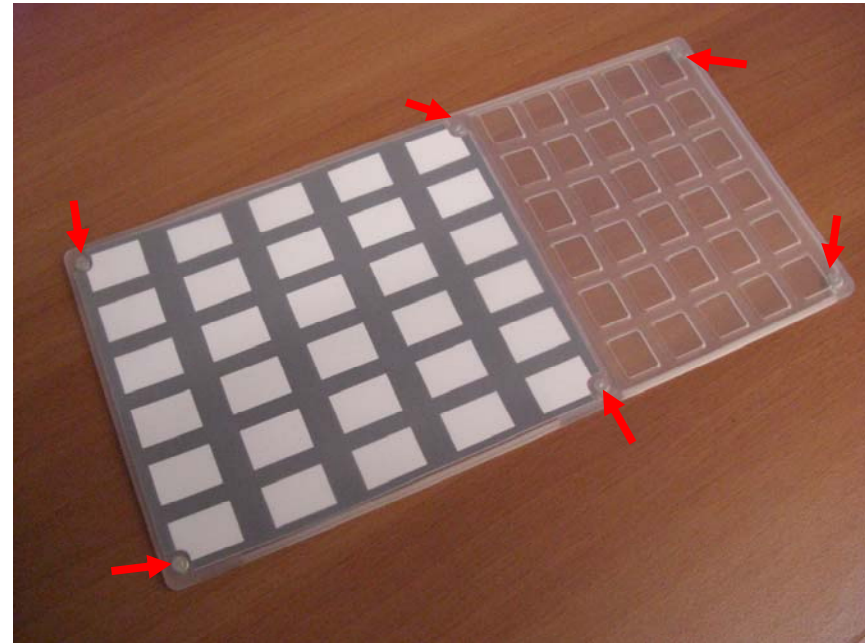
## UNI-7



Keyboard cover:

- > Thin transparent plastic
- > Glued to scale keyboard (no parts such as magnets are lost in the food)
- > Very easily replaced
- > Very cheap

## Competition



Keyboard cover:

- > Silicon foil
- > Turns yellowish within the first few months of usage
- > Attaches to the body with 6 magnets which after some time are lost
- > Very expensive

## uni-7



### Keyboard:

- > Totally flat mechanical and touch keyboard
- > Easy to clean dirt
- > Very easily and quickly replaced
- > Very cheap

## Competition



### Keyboard:

- > Foil with push buttons
- > Not possible to clean well as dirt gathers around buttons
- > Dirt gathered in on the border of the panel can affect touch sensitivity
- > Very expensive

## uni-7



### Keyboard

- > Totally flat mechanical and touch keyboard
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## Competition



### Keyboard

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- > Very expensive

## UNI-7



### Power off

- > Power off button to shut down the internal software processes before switching off the machine
- > Prevent database corruption

## Competition



### Power off

- > Normal power on/off switch even for PC based scales

## UNI-7



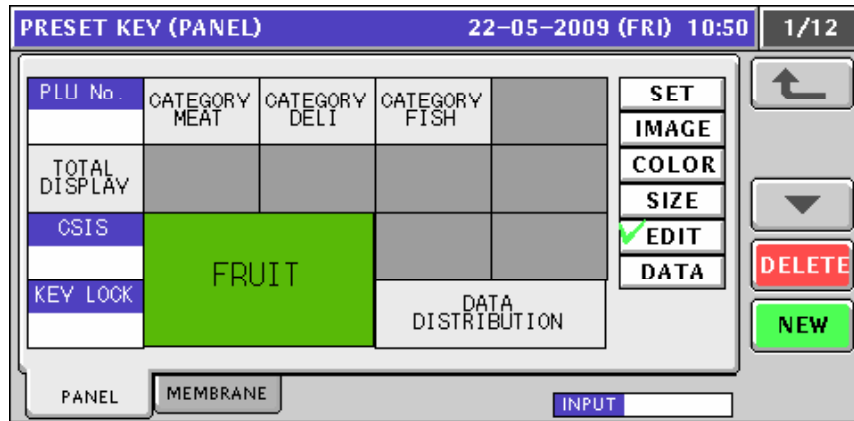
Power on/off switch  
> Protected with plastic cover  
> More safety

## Competition



Power on/off switch  
> No protection

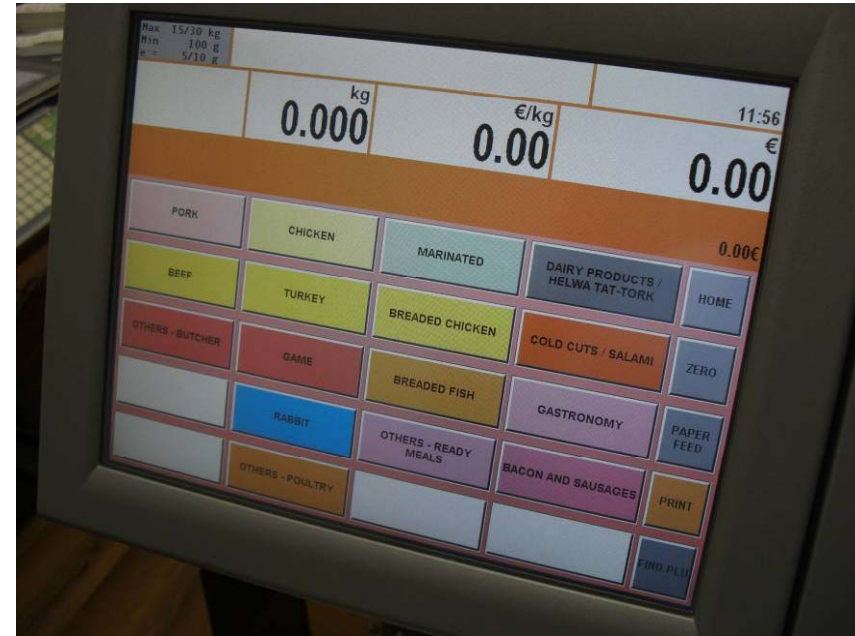
## UNI-7



### Preset keyboard

- > Can be EASILY designed either directly on scale or PC and even by operator
- > 30 mins training

## Competition



### Preset keyboard

- > Touch panel can ONLY be designed on PC by means of a licensed software which is expensive and needs good PC/software knowledge