

Impinj xArray, xSpan, and xPortal Gateway Battle Card

Impinj Gateways combine industry-leading reader performance with advanced antenna arrays to continuously identify items and their locations within large areas. The Item Intelligence gathered provides inventory accuracy for retailers, shows real-time asset location for healthcare providers and gives logistics companies visualization into their supply chain.

Why choose an Impinj Gateway?

- Continuous, Hands-free Monitoring
 - Installs overhead or on walls to automatically monitor items for always-on connectivity
- Real-Time Item Identification and Movement
 - Monitor inventory and track item movement
- Plug and Play
 - Integrated system streamlines the deployment process and minimizes installation costs
 - Designed to blend into any décor
 - Operating modes enable a majority of use cases without requiring customization

Qualifying Questions

- Do you currently have RAIN RFID or UHF RFID tagged products in your facility?
- Are you interested in a real-time, always-on inventory tracking and threshold detection?
- Are you looking for a compact and discrete solution in a fixed reader?
- Did you know that Gateways can be added to an existing handheld or Speedway reader infrastructure?

Objection Handling

- Currently use handheld reader, why should I use an Impinj Gateway?
 - Complimentary solution that is always on, no personnel needed
 - Replace handhelds over-time as you realize the benefits of a gateway solution.
 - Save time by reading thousands of tags vs dozens with handheld
 - Get real-time location data (with xArray)
- We have Speedway readers, can we add an Impinj Gateway?
 - Yes, all of Impinj's family of fixed readers and Gateways can be managed from a single location with Impinj ItemSense.
- How do xSpan and xArray stand apart from the competition?
 - Gateways are integrated readers that do not require antenna cabling and are easy to mount and setup.
 - xSpan and xArray have an exclusive Direction mode algorithm that tells you what direction a tag is traveling in without requiring customization. Without Direction mode you will need to use at least 2 antennas connected to a fixed reader, cabling and mounting brackets, and software to detect the order in which a tag is read. Additional third party accessories may be required.
- We use Active RFID (RTLS). Why should we add a gateway?
 - Impinj Gateways operates similar to RTLS in that you get continuous authentication and location of tagged assets in real-time. However the UHF RFID tags used with the gateways are a fraction of the prices of the RTLS tags.
- Why choose Impinj Gateways?
 - Impinj Gateways provide always on Item Intelligence via a platform that can complement or replace your current infrastructure of handhelds and fixed infrastructure



Product Details

- Impinj Gateways ship without a power cord. Cords need to be purchased separately. Or use PoE.
- No antennas are needed as Impinj Gateways are fully integrated systems
- Enhanced capabilities available through ItemSense. Additional training may be required to sell ItemSense
- Availability by country: www.impinj.com/supported_regions



Impinj xSpan, xArray, and xPortal Gateway Comparison



Product Details	xArray Gateway	xSpan Gateway	xPortal Gateway
Base SKU	IPJ-REV-R680	IPJ-REV-R660	IPJ-REV-R640
MSRP	USD3,300	USD2,500	USD1,945
Recommended Usage	Portals and entrances Room monitoring Movement detection	Portals and entrances Large area monitoring Movement detection Locating item	Portals and entrances
Air Interface Protocol	RAIN RFID: EPCglobal UHF RFID Class 1 Gen2v2 / ISO 18000-63		
Number of Antenna Beams	52	13	2
Operating Modes (preset configurations to speed up implementation)	Inventory (tag monitoring) Direction (track tags as they move through sectors along two axis) Location (x,y location of tag)	Inventory (tag monitoring) Direction (track tags as they move through sectors along a single axis)	Inventory (tag monitoring)
Coverage Area (typical)	≤ 1,500 ft ² (139 m ²)	≤ 1,000 ft ² (93 m ²)	≤ 700 ft ² (65 m ²)
Dimensions	18 x 18 x 3 in (46.7 x 46.7 x 7.5 cm)	18.8 x 8.7 x 3.5 in (48 x 22 x 9 cm)	30.5 x 8.75 x 2 in (77.5 x 22.2 x 5 cm)
Weight	17.8 lbs (8.0 kg)	7.6 lbs (3.4 kg)	6.5 lbs (3 kg)
Max Receive Sensitivity	-84 dBm		
Software supported	Octane SDK (.NET and Java), LTK (C, C++, .NET, Java), ItemTest, ItemSense		
3dB beam width -sum of all antenna beams	FCC: 116° major axis EU: 120° major axis	FCC: 116° major axis, 75° minor axis EU: 120° major axis, 83° minor axis	120° major axis, 80° minor axis
Mounting	Vesa 200 or Direct Attach	Vesa 75, Vesa 200 x 100, or Direct Attach	Vesa 75, Vesa 100, Keyhole slots or Direct Attach
Sealing / Temperature / Humidity	IEC IP50 / Operating -20°C to 50°C; Storage -20°C to 50°C / 5% to 95% non-condensing		IEC IP52 / Operating -20°C to 50°C; Storage -20°C to 50°C / 5% to 95% non-condensing
GPIO support	NO	NO	YES
Management Interface	Impinj Web UI; Impinj Rshell Management Console using console port or SSH; SNMPv2/v3 MIBII; EPCglobal Reader Management v1.0.1; Syslog		
Network Connectivity	10/100BASE-T		
Power Sources	802.3af PoE or AC-DC power supply rated for 24Vdc/2.1A (power cord sold separately)		
Power Consumption	Idle 7 W; Maximum power 15.4 W		