HID®

FARGO® DTC1500 Printer/Laminator/Encoder

October, 2017

1. What is the FARGO® DTC1500?

The HID® FARGO® DTC1500 is the latest DTC (Direct-to-Card™) printer/encoder to join HID Global's family of DTC, desktop-based printers. The DTC1500 combines some of our most popular features from our existing HID FARGO DTC product line with new innovation to achieve an economical, yet high volume-capable ID/card printing solution for cost-conscious organizations. High-capacity ribbon options* include:

Description	Yield
YMCKO	500 Images
YMCKOK	500 Images
YMCKK	500 Images
YMCKO Half-panel	850 Images
YMCKOK Half-panel	650 Images
YMCKOKO Half-panel	500 Images
Resin Black, K	3000 Images

*For a complete list of consumables (ribbons, laminates, cards, and accessories), please review the DTC1500 Consumables Specification Sheet located within the **DTC1500 Resource Kit** on the **HID Partner Community website (a.k.a. Partner Portal)**.*

Built on 20 years of proven direct-to-card printing expertise, the HID® FARGO® DTC1500 card printer/encoder offers the convenience and lower cost of high-capacity consumables along with a comprehensive feature set – enabling organizations to routinely issue highly secure cards and IDs at a fraction of the cost without sacrificing quality. Designed for government ID projects, universities and colleges, K-12 schools, healthcare facilities, and small-to-medium corporations, the DTC1500 boasts of distinctive security features ideal for these organizations. Unique selling points include:

- Innovative, built-in security features – Easy-to-implement security features such as resin scramble data protection and custom overlay watermark come standard on every unit.
- Low-cost, high-capacity consumables – High-capacity, full and half-panel color ribbons significantly lower cost-per-card and reduce total cost of ownership.
- Highly versatile – Powerful printing in a modular, scalable design that simplifies in-field equipment upgrades and migration to higher levels of security.
- Earth friendly – GreenCircle® Certified for efficient energy consumption and eco-friendly (ECO) refill ribbons.

2. How does the FARGO DTC1500 Card Printer fit within HID Global's FARGO product portfolio?

The FARGO® DTC1500 joins HID Global's **Professional Select Series** of printers that was first introduced in 2016. Professional Select Series models offer some feature sets and options that are not available for traditional Professional Series or Standard Series printers.

3. What is the Professional Select product category and what are the benefits of being certified to buy and sell Professional Select category products?

The Professional Select product category is comprised of printers and consumables that will be purchased and sold by partners who are product-certified to purchase and sell them. Professional Select product-certified partners are typically value-add solution providers and system integrators wherein the selling and support of card printers and consumables is their primary business. These partners offer high-touch, full service capabilities to their card printer end-customers and possess vertical market expertise. Partners that are certified to sell solutions from HID Global's Professional Select product category enjoy the following benefits:

Maximized Profitability	• MAPP and NAPP Policies (varies by region) protect your investment and selling efforts with strict enforcement by HID Global.
Market Differentiation	• Become your customer's preferred source for unique credential printing solutions not available elsewhere.
Protection of Recurring Revenue Streams	• Ongoing revenue stream is protected from non-certified competitive infiltration for years to come.
Professional Select Products are a Perfect Complement to Your Sales Story	• Professional Select product-certified partners are value-add providers and System Integrators with full-service, high-touch technical expertise – further strengthening how you position yourself today with your customer. • Being uniquely certified to sell Professional Select products adds value and reinforces your full-service story and supports your selling strategy.

4. How will HID Global distribute the FARGO DTC1500 Professional Select Card Printer/Encoder?

The DTC1500 will be distributed through a worldwide network of qualified system integrators.

5. What are some of the terms and conditions of the Professional Select Series Product Certification Guidelines?

- Must be HID FARGO Authorized Service Provider (ASP) OR have a contractual agreement with an HID-approved 3rd Party HID Secure Issuance ASP.

- Must develop a Business Plan that then must be reviewed and approved by HID Global. A Business Plan template may be accessed within the **DTC1500 Resource Kit** on the **HID Partner Community website (a.k.a. Partner Portal)**. If you do not have access to the HID Partner Community Website, please inquire with your local HID Global Sales Representative to obtain the Business Plan template.

- All appropriate personnel representing HID Global Secure Issuance products and solutions must have completed and passed required product-level HID Academy training modules for the Professional Select Series products they intend to promote and sell.

- Must purchase at least one Professional Select Series Demonstration (Demo) Printer and complete product-specific training for each printer model they plan to promote and sell. (For example, if the FARGO ASP would like to promote and sell both DTC printers from the

Professional Select Series (the DTC1500 and the DTC5500LMX), they would be required to purchase at least one demo unit of each and complete product-specific training for both models).

- Must adhere to defined NAPP or MAPP and Direct Sales policies with certified channel products as applicable to your region. (Some regions will follow NAPP while others will follow MAPP for Professional Select Series products.) Please inquire with your local HID Global Sales Representative for details specific to your region.

- For those in regions that follow NAPP (No Advertised Pricing Policy), participating Partners within that region must comply with NAPP meaning that advertisements of the Professional Select Series printers, associated components and/or consumables, distributed by any means of communication, may not contain pricing information.

6. How can I learn more about Certified Service Training for the DTC1500?

Please visit us at https://hidglobal.csod.com for course information and Professional Select Product Certification training. You may also contact your HID Global Sales Representative for detailed information. Please note that this Professional Select Product Certification training is mandatory to be a qualified FARGO DTC1500 integrator, dealer or distributor.

7. Does HID Global offer a demo program for the DTC1500 printer?

Yes. HID Global does offer a demonstration program for the DTC1500 printer. It should be noted that purchase of at least one demo unit is required for **Professional Select** Product Certification. Our Demo Policy and Demo order form are located within the **DTC1500 Resource Kit** on the **HID Partner Community** Website (a.k.a. **HID Partner Portal)**. You may also contact your HID Global Sales Representative for detailed information.

8. What new features are available with HID Global's new FARGO DTC1500 printer/ encoder?

Features Include:

- Innovative, built-in and easy-to-implement security features include:
  - Custom Overlay Watermark* – Users can apply a customized, transparent security image such as a logo, symbol, or text – to be integrated as a permanent watermark within the printed card's overlay panel – making duplication virtually impossible. The DTC1500 custom watermark provides organizations with a cost-efficient way to significantly increase card security and thwart would-be-counterfeiters without additional investment in holographic overlaminates or foil cards.
  - Resin Scramble Data Protection – This feature hides any information printed with a resin panel – rendering the waste panel unreadable.
  - Additional Security – Standard password protection and AES 256 data encryption provide additional peace of mind.
- Low-cost, high-capacity consumables* – High-capacity, full and half-panel color ribbons significantly lower cost-per-card and reduce total cost of ownership.
- Resin threshold* - Resin threshold allows for true "K-panel" printing when desired by allowing printer operators to manually set and adjust precisely when the resin K panel is utilized based on color concentration. As a result, text and barcodes are darker and more crisply defined.
- Environmental features include:
  - GreenCircle® certified card printer (base model only without encoders)

- Rewrite technology – no ribbon required
- Built-in, dual-side printing can be activated with the simple use of an RFID tag making after-purchase upgrades virtually effortless*
- Ethernet standard with internal print server (note: Ethernet optional on BIS-Certified Units)
- Contact, contactless and magnetic stripe optional encoding available (optional)
- Lamination available (optional)

Indicates feature is brand new with the release of the DTC1500 and has not been previously included with other DTC printers/encoders

In addition, like all current FARGO DTC and HDP® printers, the DTC1500 includes our FARGO Workbench™ software and diagnostic utility for printer maintenance with Color Assist™ spot-color matching at no additional cost. Our Swift ID™ embedded badging application is also included.

For a comprehensive list of all available features, please refer to the **DTC1500 Datasheet** located within the **DTC1500 Launch Kit** on the Partner Portal.

9. **What are the factory-only upgradeable options for the DTC1500?**

The following features are factory-only upgradeable options and must be selected with your initial printer order.

- Ethernet with internal print server for BIS-certified units

10. **What are the field-upgradeable options for the DTC1500?**

The following features are field-upgradeable options and can be incorporated into the printer at any time.

- WiFi accessory
- Magnetic stripe encoders
- Contact smart card encoder
- Contactless smart card encoder
- Dual-side printing activation
- Single-side or Dual-side lamination

11. **In which combinations can I purchase technology card encoders with the DTC1500 printer?**

Option	Need	Order
1	• Encode (Read or Write) HID iCLASS SE, HID iCLASS, SEOS and HID PROX technology cards • Desire to encode (Write) HID PACS data to chip • Desire to have encoder be a TIP (Trusted Identity Platform) endpoint in Secure Identity Ecosystem	iCLASS SE Encoder (5127)

	• Process HID PACS SIO (Secure Identity Object) data	
2	• Encode (Read or Write) contactless technology cards HID iCLASS, HID PROX and MIFARE/DESFIRE technology cards • Encode Contact cards	HID Prox, iCLASS, MIFARE/DESFire, and Contact Smart Card Encoder (OMNIKEY Cardman 5121 and 5125)

12. Is Swift ID™ available with the DTC1500?

Yes. Swift ID badging software is included with the DTC1500. Additionally, the DTC1500 Is also compatible with Asure ID® card personalization software for badge design, database management and technology card encoding – as well as EasyLobby® Secure Visitor Management Solutions.

13. Is the DTC1500 Printer supported by the existing FARGO Printer SDK?

Yes.

14. Will the overlaminate materials from the DTC1500 work in a DTC4500e lamination module?

Yes.

15. What are Professional Select series high-capacity ribbons and how do they benefit me?

For the purposes of protecting Professional Select category product-certified partners, HID Global has instituted a Professional Select series printer/ribbon strategy program. As only Professional Select product-certified partners can buy and sell Professional Select category printers AND their associated consumables (such as ribbons and laminates), the partner's ongoing consumables revenue stream is protected from non-certified competitive infiltration.

How it Works

For example, a non-Professional Select YMCKO ribbon that is sold through traditional HID Secure Issuance sales channels and is compatible with a DTC4500e will NOT be compatible with a DTC1500. Only Professional Select ribbons will work in a Professional Select DTC1500.

In addition, due to the high-capacity and lower cost of the DTC1500 ribbons, Professional Select product-certified partners can compete more effectively in markets where there are CPC (cost-per-card) considerations and overall consumables price-sensitivity.

16. What happens if I put a non-Professional Select ribbon in a DTC1500?

You will receive an error message ("Invalid Region Ribbon") and the printer will not operate.

17. Are the DTC1500 Professional Select ribbons compatible with the DTC4500e?

No. DTC1500 Professional Select high-capacity ribbons are not compatible with the DTC4500e.

18. Are fluorescent panel ribbons supported by the DTC1500 printer?

No

19. Are half-panel ribbons available for the DTC1500?

Yes. The DTC1500 does support economical, high-capacity half-panel ribbons.

20. Will the DTC1500 be FIPS-201 compliant?

No

21. Will the FARGO DTC1500 replace any current FARGO DTC printers?

No. The DTC1500 is part of a new FARGO Professional Select product series and offers features not available with other DTC printers such as high-capacity consumables, custom watermark overlay, and resin threshold to name a few.

22. Why is there a need for three different types of DTC laminating printer models (DTC1500, DTC5500LMX and DTC4500e) and which printer is best suited for which market?

The FARGO portfolio of direct-to-card printers are intended to meet the different needs of different Partners and for different markets. Few partners will actively promote and sell all available DTC models but will instead select the DTC printer model that will allow them to successfully complete in their targeted market(s) and grow their business. The following illustrates how different partners typically position the various models for different markets:

Emerging Markets

In emerging markets, project business may be best served with the DTC5500LMX whereas the DTC1500 is best suited for flow or daily business (non-project specific).

Emerging Market Project Business	DTC5500LMX
Emerging Market Flow / Daily Business	DTC1500

Mature Markets

In more mature markets, both DTC models may be considered for either project or flow business but in these less price-sensitive markets, the DTC5500LMX may be considered the better, more competitive choice – especially for those opportunities that are project-specific.

Mature Market Project and/or Flow/Daily Business	DTC5500LMX	Better / Project
	DTC4500e or DTC1500	Good

23. What is the MSRP for the DTC1500?

- U.S. $2,299

24. When will the DTC1500 be commercially available?

The DTC1500 will be commercially available in November, 2017.

25. Does the DTC1500 ship with a User's Guide?

No. All User Guides and related documentation are available for download at hidglobal.com. A printed Quick Start Guide will also accompany your printer.

26. What items are included with the base model printer/encoder?

- A convenient Quick Start Guide
- Power supply and cords (US and EU)
- Warranty information sheet

27. What does the warranty cover?

- Printer – Three years
- Printhead – Three year warranty, unlimited pass with UltraCard

28. Do the color profiles of the DTC1500 Printer/Encoder match the color profiles of the existing DTC e-series printers?

Yes. To ensure color match, users are encouraged to use the Color Assist module within the Workbench utility software that comes with your DTC1500 printer.

29. What card types does HID recommend for the DTC1500 printer?

The printer can handle most CR-80 or CR-79 PVC or composite PVC card types such as FARGO UltraCard® or UltraCard Premium. For applications that utilize the lamination module, HID recommends using FARGO UltraCard Premium for best results.

30. What are the main advantages of the DTC1500 over competitive DTC laminating printers?

The main advantages of the DTC1500 over competitive DTC laminating printers include:

- Lower-cost, high capacity consumables
- Easy-to-implement security features such as custom watermark overlay and resin scramble data protection
- Resin threshold feature
- Built-in, dual side printing can be activated with the simple use of an RFID tag making after-purchase upgrades virtually effortless
- Energy conservation attributes (GreenCircle® Certified)

For a complete competitive comparison, please refer to the ***DTC Printer Competitive Matrix*** located with the **DTC1500 Resource Kit** on the HID Partner Community website (Partner Portal).

31. How do I contact HID Global Technical Support?

North America & Corporate	Asia Pacific
611 Center Ridge Drive Austin, TX 78753 USA Phone: 866-607-7339 Fax: 949 732 2120	19/F 625 King's Road North Point, Island East Hong Kong Phone: 852 3160 9833 Fax: 852 3160 4809
Europe, Middle East and Africa	Brazil
Haverhill Business Park Phoenix Road Haverhill, Suffolk CB9 7AE England Phone: 44 (0) 1440 711 822 Fax: 44 (0) 1440 714 840	Condomínio Business Center Av. Ermano Marchetti, 1435 Galpão A2 CEP 05038001 Lapa - São Paulo/SP Brazil Phone: 55 11 5514-7100
HID Global Support: www.support.hidglobal.com	

For additional global office location and contact information, please visit us at: www.hidglobal.com

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