

BAT867-R Industrial Wireless LAN Selling Guide



What it is:

The BAT867-R wireless access point/client/router or bridge enables fast data transmission speeds at a lower cost – because it was designed to include a select set of the most commonly used features.

Why Sell the BAT867-R?

This device supports high-speed IEEE 802.11ac data rates, making it the fastest wireless device in Belden's portfolio. Its compact size,

rugged design and prioritized features make it ideal for setting up cost-effective WLAN installations where costlier, high-end devices just aren't needed.

Features include:

- **Increased data rates** with IEEE 802.11ac technology (up to 867 Mbps) and backward compatible to a/b/g/n standards
- **Use as an access point, client, router or bridge**
- **Select set of required features**, without paying for unnecessary interfaces
 - Single radio with dual band support (2.4 or 5 GHz)
 - Ethernet RJ45 port (10/100/1000 BASE-TX data rates)
 - 24 V DC power supply
- **Enhanced data throughput** even under conditions of interference, signal fading and multipath with a 2 x 2 MIMO antenna
- **Robust design**
 - DIN rail mounting
 - Operating temperature range from -10 °C to +60 °C
 - IP40 metal housing
- **Meets the industrial standards and approvals:**
 - Safety: EN 60950-1, UL 60950-1
 - Radio: EN 300 328 (2.4 GHz), EN 301 893 (5 GHz), FCC/CFR 47 Part 15, Industry Canada (IC), EN 301 489-1, EN 301 489-17, EN 61000-6-2
 - Environmental: EN 61131
- **Powerful operating system:** extensive management, redundancy and security functions with Hirschmann's operating system HiLCOS

How to Identify Opportunities:

Target Applications:

With its industrial design and ideal feature set, the BAT867-R is a great fit for applications in harsh industrial conditions where space and budget are limited, such as discrete automation and machine building settings.

Who do I Sell it to:

Customer who are

- looking for interconnection to mobile devices to allow flexibility by monitoring and operating machines from wireless tablets or smartphones
- working to improve the coverage of production environments and warehousing efficiency by providing wireless connectivity for moving vehicles (such as forklifts, automated guided vehicles (AGVs)) and wireless tools
- planning to add WLAN as redundant connection to cable installations
- looking for cabling replacement
- planning point-to-point links

When is it not an opportunity?

If dual radio, dual Ethernet ports or extended certifications such as C1D2, ATEX Zone 2, Substation or PoE/High Voltage power is required the Open-BAT R will be the best immediate fit for the most flexibility.

Also if a customer prefers the flexibility of SFPs or cellular interfaces are needed – other solutions may be a better fit.

Common Questions:

What is the total number of WLAN modules/radios available? BAT867-R supports only 1 wireless interface.

Which IEEE 802.11 standard is supported? Is 802.11ac supported? BAT867-R supports IEEE 802.11ac which is backward compatible to 802.11 a/b/g/n. Additionally, both the access points and clients must support “ac” to benefit from the better modulation and channel bonding. If you only have 802.11n clients, the “ac” access point will behave just like a 802.11n access point without additional benefit.

Which frequency bands are supported? Both the 2.4 GHz and 5 GHz bands are supported

What is the total number of LAN ports and of which type? 2 x M12, X-coded, 10/100/1000 Mbit/s

What power supply options are available? The BAT867-R only supports the “U” option of 24 V DC.

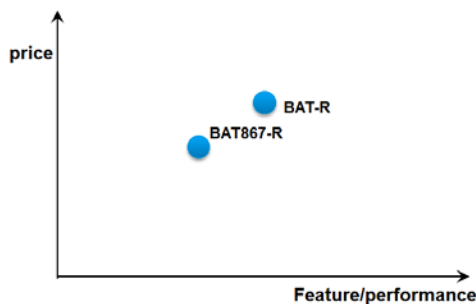
Which temperature range options are available? The BAT867-R supports only “L” with -10°C to +60°C

Does the BAT867-R have the same HiLCOS software, features, and security functions as the OpenBAT-R, OpenBAT-F and BAT450-F? Yes

Is the BAT867-R going to replace OpenBAT-R?

No. The OpenBAT-R will continue to be the premier solution with the most flexibility. Please refer to the NPI launch presentation for additional information on the differences.

How is the positioning of BAT867-R within the DIN rail family of industrial wireless clients/access points?



Common Configuration:

Configuration	Certified country	Description
BAT867-REUW99AU999AT199L999ZHXX.XX.XXXX	Europe	1xWLAN Radio, Access point, 1xETH, with accessories
BAT867-REUW99AU999AT199L9999HXX.XX.XXXX	Europe	1xWLAN Radio, Access point, 1xETH, without accessories
BAT867-REUW99CU999AT199L999ZHXX.XX.XXXX	Europe	1xWLAN Radio, Client, 1xETH, with accessories
BAT867-REUW99CU999AT199L9999HXX.XX.XXXX	Europe	1xWLAN Radio, Client, 1xETH, without accessories
BAT867-RUSW99AU999AT199L999ZHXX.XX.XXXX	N. America	1xWLAN Radio, Access point, 1xETH, with accessories
BAT867-RUSW99AU999AT199L9999HXX.XX.XXXX	N .America	1xWLAN Radio, Access point, 1xETH, without accessories
BAT867-RUSW99CU999AT199L999ZHXX.XX.XXXX	N. America	1xWLAN Radio, Client, 1xETH, with accessories
BAT867-RUSW99CU999AT199L9999HXX.XX.XXXX	N .America	1xWLAN Radio, Client, 1xETH, without accessories

Competitive Comparisons:

Some products to be aware of:

Moxa (AWK-1131A Series) have 12 to 48 VDC redundant dual DC power, have an additional console port and optional extended temperature range.

On the other hand the **AWK-1131A Series** support only:

- AP/client modes
- IEEE 802.11a/b/g/n
- Data rates up to 300Mbps

Phoenix Contact (WLAN Access Point FL WLAN 5100) have two LAN ports , digital I/Os , SD card slot and optional extended temperature range .

On the other hand the **FL WLAN 5100 Series** support only:

- IEEE 802.11a/b/g/n
- Data rates up to 300Mbps
- 10/100 BaseT(X) LAN ports