

Services & Solutions

Best Practices for Defining, Designing and Deploying RFID Solutions

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IDENTIFICATION **IoT**
Of Things™

Presentation Overview

(What We're About to Cover)

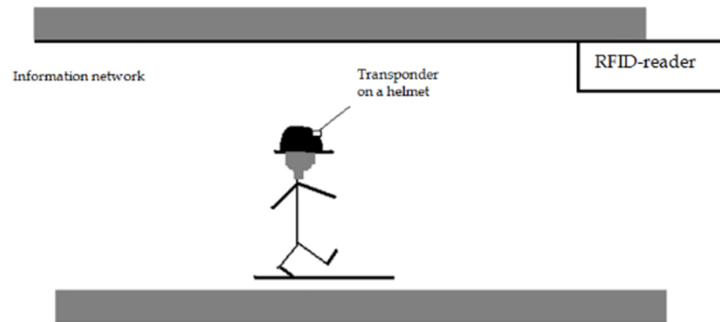
- The fundamental differences between **real** and **perceived** RFID solutions
- A look at how **initial calls** between a prospective customer and the solution-provider can be the difference between *wasted time* and *time well spent*, moving forward on the project
- A review of **solution-design** process steps that help ensure that the appropriate RFID system is ultimately conceived and deployed
- An overview of what steps are performed during a **site survey**
- A look at some of the more important **pre-installation planning steps** that help streamline the actual physical installation
- An end-to-end review of the physical **installation process** itself, as well as a look at what steps are taken during the installation to help ensure success after 'system go-live'
- An review of the **professional-services** that Alien offers to help guide success for RFID deployments

RFID Solutions – Perception v. Reality

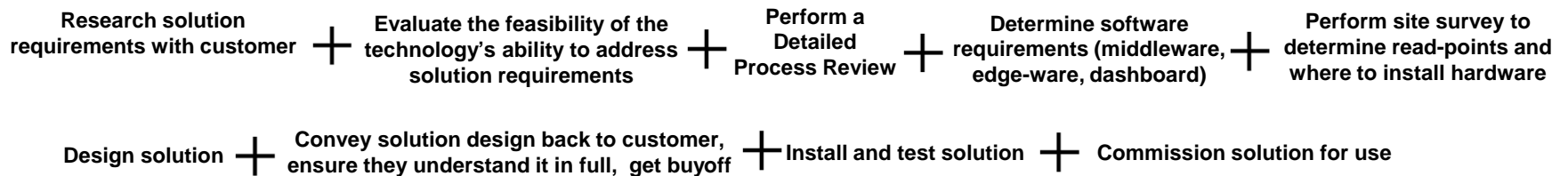
Perception



Voila, here's your solution !



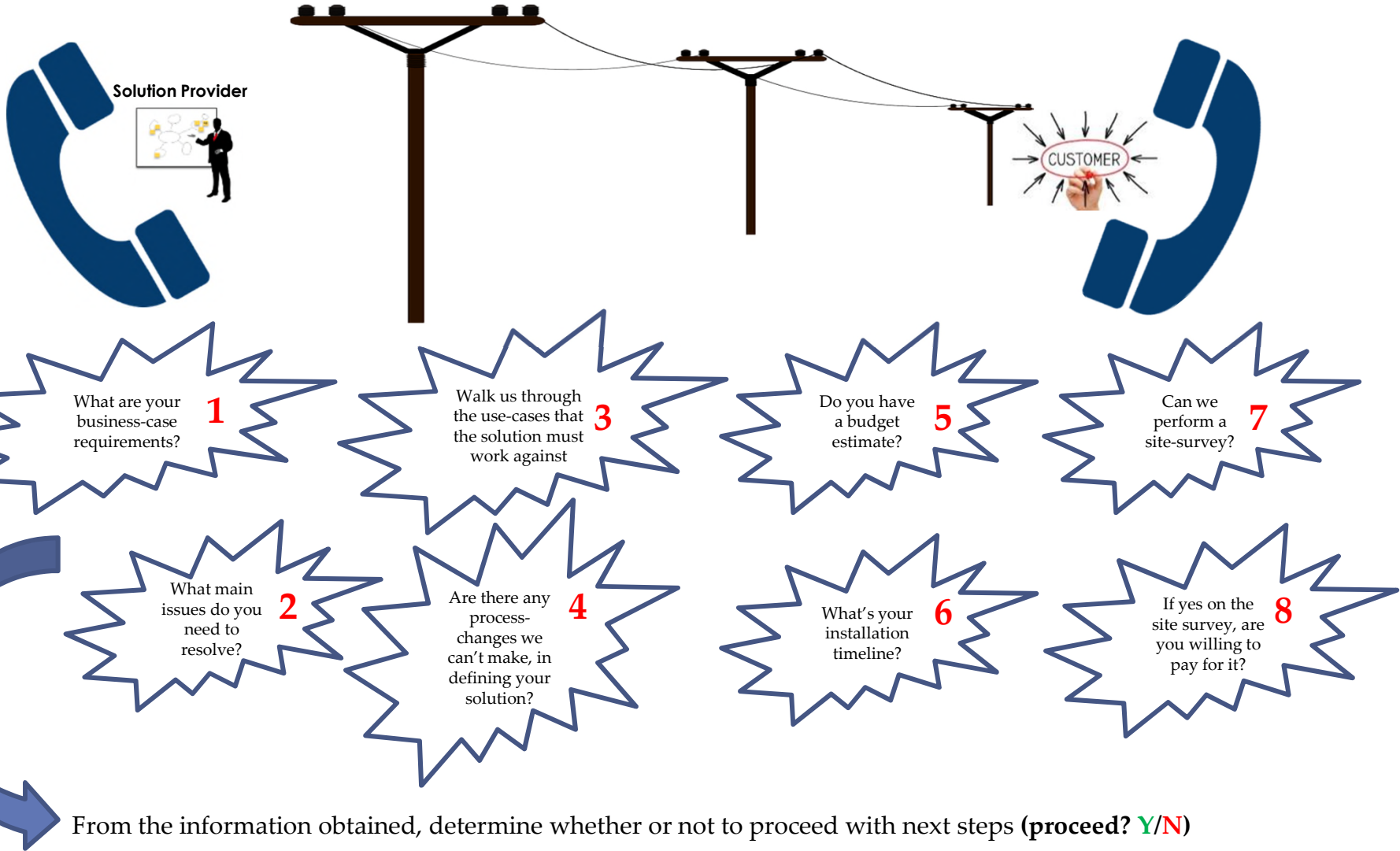
Reality



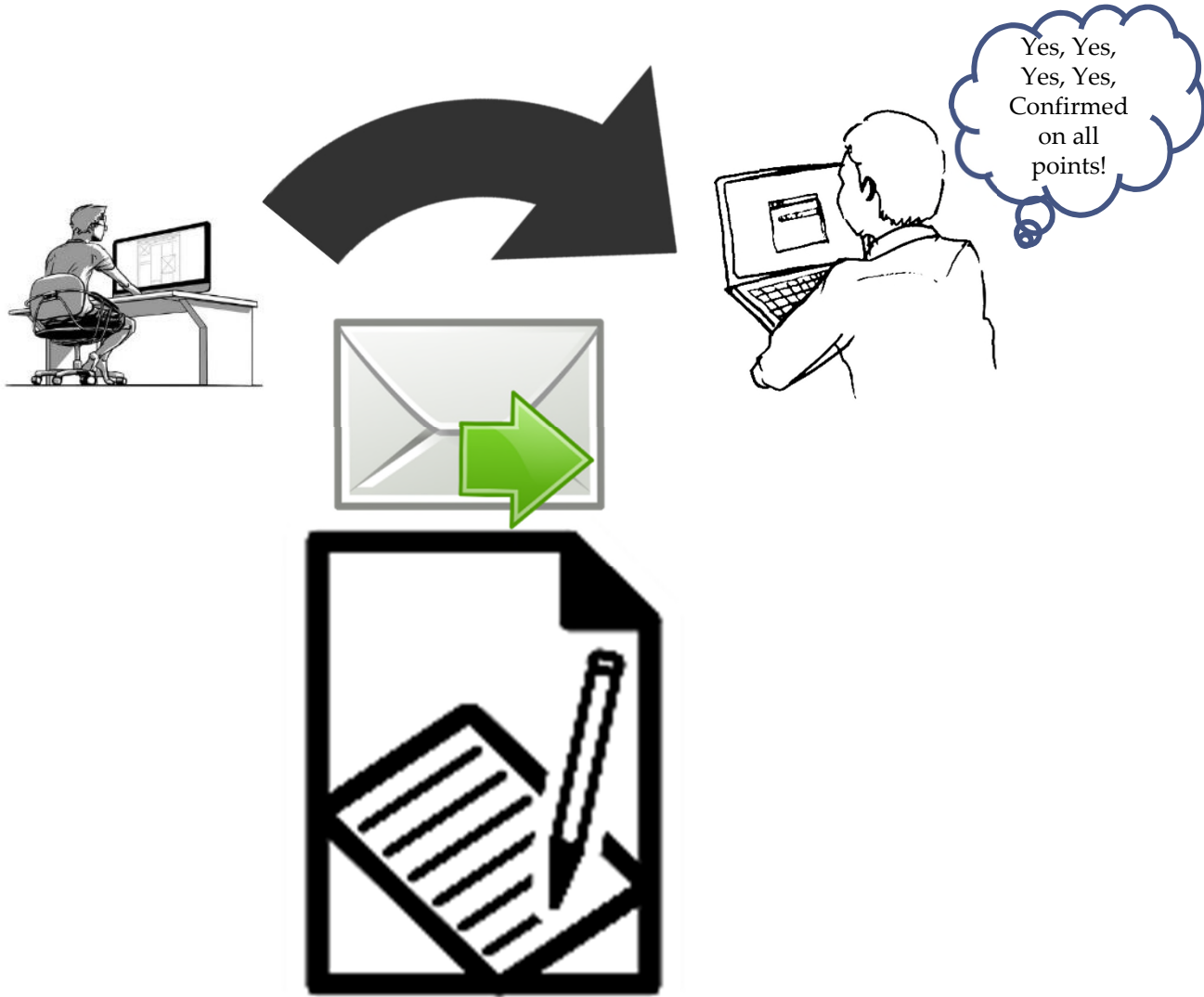


Core Steps involved with Defining an RFID-Solution

Have Initial Call with Customer



Submit Clarification Email back to Customer regarding their Business-Case and Use-Case Requirements



Follow-Up Call with Customer to Confirm Facts on Clarification-Email, and to Confirm that we're Moving Forward with Site-Survey

1) "Confirmation of Facts" Checklist

Business-Case Requirements



Use-Case-Case Requirements



Pain-Points to Resolve



Etc.



1) Are we proceeding forward with Site Survey?

Yes



No



2) Is Customer paying for Site Survey?

Yes



No



Provide SOW that explains Details of Site-Survey, back to Customer



Perform Site Survey



The Benefits of a Comprehensive Site Survey

All pertinent **physical installation aspects** are defined and documented, which means the physical installation itself will be much more organized and streamlined (e.g. Reader and antenna locations are determined, power and data-run locations are determined, etc.)

Environmental anomalies are determined and as a result the solution can be designed around these issues, to circumvent problems (e.g. RF interference from other systems, physical inhibitors such as HVAC, etc.)

All **process-flow information** and/or any required “process-flow change” restrictions are determined, to ensure a properly designed solution from both a business-logic and a software-development standpoint

Tag-read performance testing while on site helps ensure that RFID is in fact the right technology to address the customers' solution requirements. This is critical, as “tag read” performance capability that matches customer expectations is the core building block for any successful RFID-based solution

All critical **personal connections** are usually made during this time, which makes ensuing deliverables much easier to complete (e.g. Solution-provider representative meets project stakeholders, IT personnel, etc.)

Familiarity with facility occurs for solution-provider, which leads to a more efficient installation cycle down the road

Build, and Present Site-Survey Report back to Customer

Did customer pay for Survey?

Yes No



Provide Written Report in Document

Did customer pay for Survey?

Yes No



Provide Written Report in Email

Define Final Points on Solution-Design, Present Contract to Customer that Breaks Down Solution Cost

Services Cost Breakdown



Software Costs



Hardware and Accessories
Cost Breakdown

Etc.



Pre-Installation Planning

Define and address key preliminary steps that Lead up to the Installation

Identify and procure all hardware, tag and mounting-accessory items



Arrange for all power and data-run requirements to be taken care of



Pre-assemble any hardware components or mounting accessories, to save time while on site during installation



Build and pre-test all required software tools (e.g. user interfaces, database repositories, filtering tools, etc.)



Set dates for physical system-installation, and clarify hours of facility-accessibility during those dates



Pre-configure all RFID readers with appropriate functionality and network-integration settings, to save time while on site during installation (e.g. IP Address = 192.168.1.20)



Obtain all networking credentials for RFID equipment, from customers' IT Department (e.g. IP addresses, VLAN assignments, etc.)

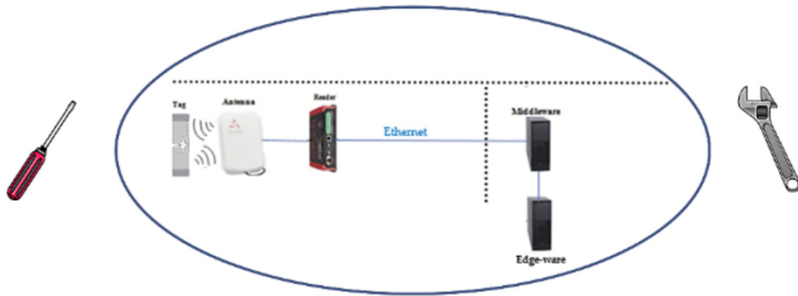


Arrange for customer-contact person to be available for installation team, during installation cycle



Pre-install solution-server with solution software, to save time while on site during installation

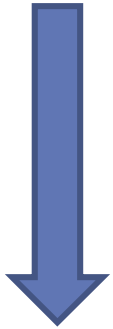




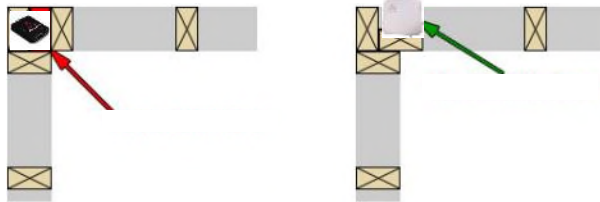
Installing and Commissioning the System

On-Site Preparation

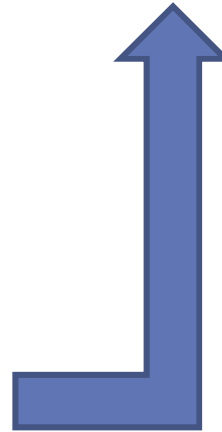
Find and gather all equipment that is to be installed



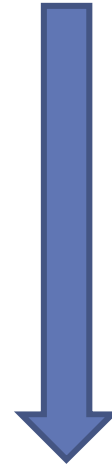
Walk through facility and re-verify all intended equipment-placement locations, to ensure that there have been no physical changes to those areas since site-survey



Verify that all required power and data runs have been put in place



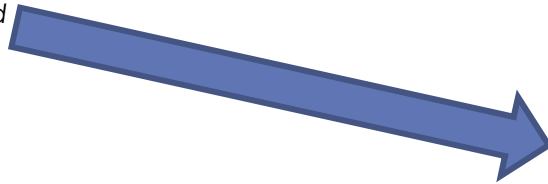
Perform functionality testing of all to-be-installed RFID components



Mount all RFID Equipment and Test for Performance



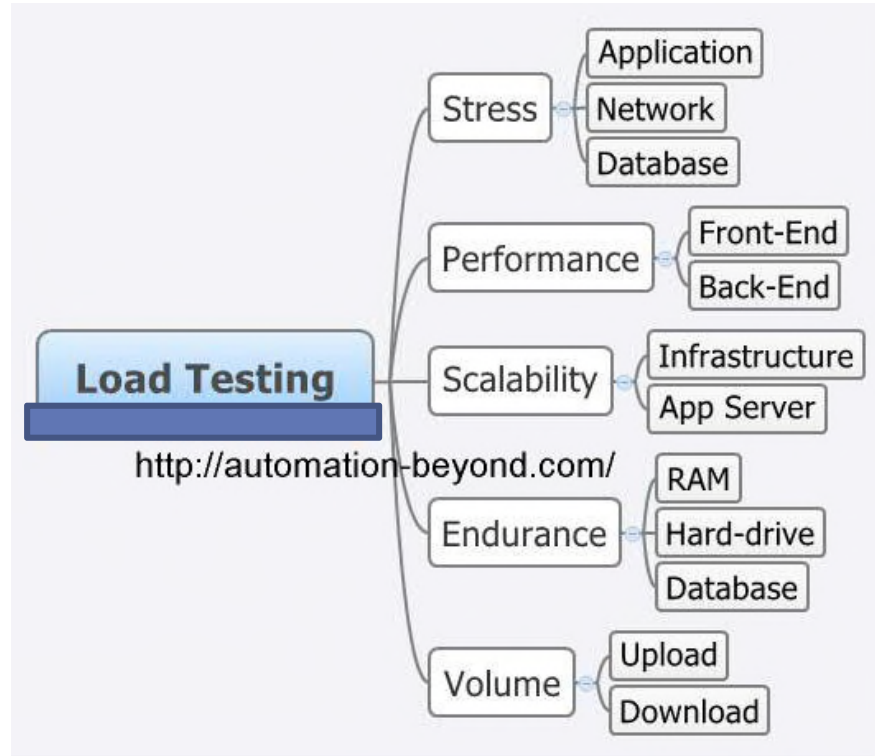
Mount all readers and antennas



Performance-Test equipment



Load and Test RFID-Solution Software



Train Users and Commission System

Train end-users system-administrators on all functional, administrative and process-flow aspects of software and overall system



Commission System