

The background of the entire slide is a dark blue gradient with a white wireframe pattern of jagged mountain peaks. A dark blue rectangular box is centered in the upper half of the image, containing the text 'RFID JOURNAL' in white. Below this box, the words 'DIGITAL SUMMIT' are written in a white, sans-serif font.

RFID

JOURNAL

DIGITAL SUMMIT

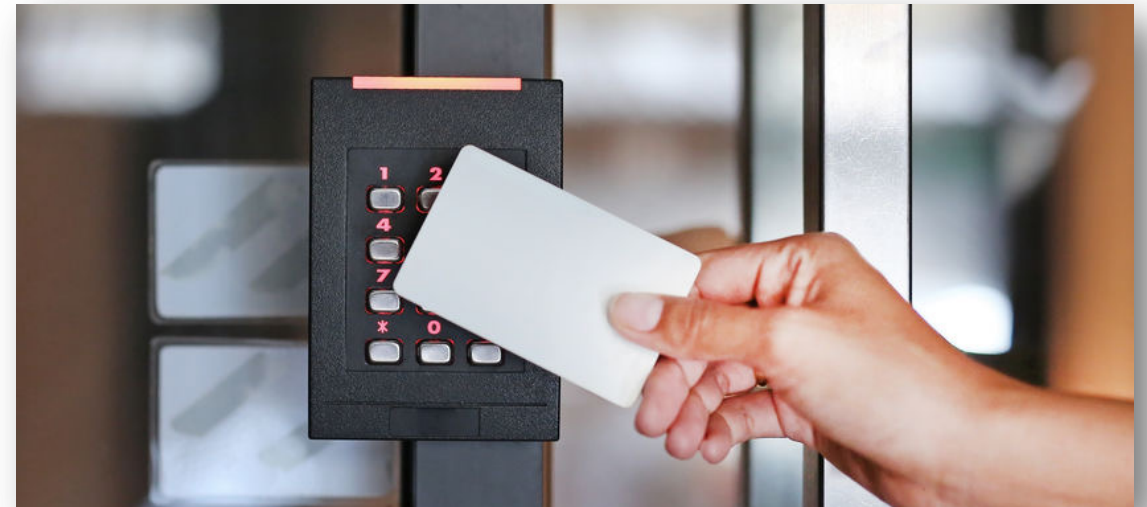
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Developing an RFID Strategy for Manufacturing

Mark Roberti
Founder and Editor
RFID Journal

Infrastructure vs Point Solution

- A point solution solves one problem:
 - Controls access to restricted area, speeds up payment, automates a specific task
- Infrastructure can be used for many applications
 - Think of cell networks
(calls, texting, web surfing, etc.)



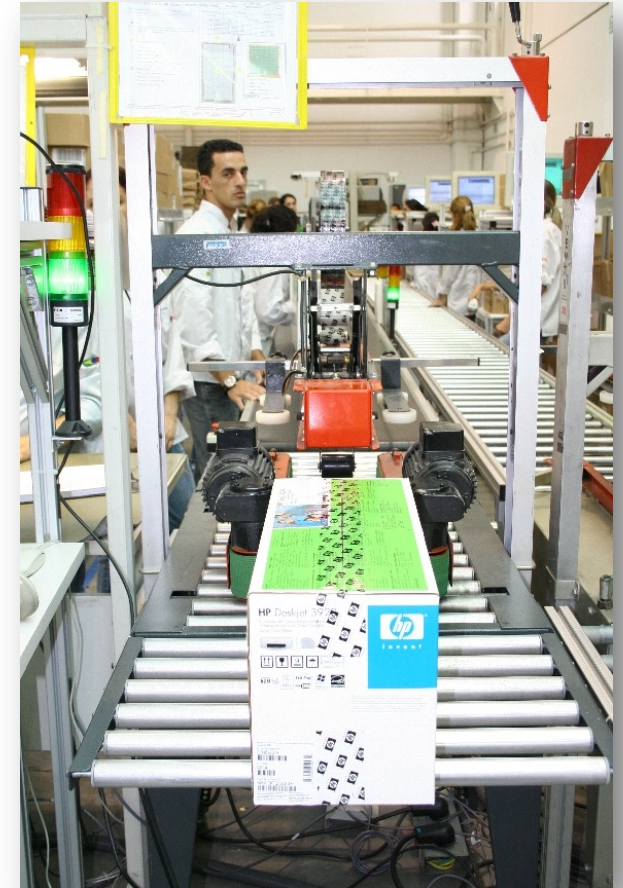
Think infrastructure

- Each company's goal should be to build an RFID infrastructure that:
 - Enables collection of data on everything mobile within the enterprise (tools, people, containers, etc.)
 - Supports multiple applications and integrates into multiple backend systems
 - Enhances the company's overall goals (such as to be the low-cost provider)
 - Is able to scale and adapt to changing needs



Create a cross functional team

- All stakeholders must be involved to ensure that the RFID infrastructure meets their needs, including:
 - Manufacturing
 - Operations
 - Engineering
 - Supply chain
 - Sales and marketing
 - After sales support



Educate stake holders

- Providing an understanding of the following will help committee members make better decisions:
 - What are others in our industries doing with RFID?
 - What other industries are employing RFID in similar ways and what benefits are they getting?
 - What types of RFID are available and how do they match up with our requirements?



Map out common processes

- What are the processes in our manufacturing facility from receipt of materials to shipping of product?
- Ask stakeholders to identify problem areas
- Consider whether RFID can help solve those problems or whether other technology is needed or would be more effective or cheaper



Draw up a list of key requirements

- What data needs to be collected and where
- Who needs to have access to the data?
- What alerts need to be sent and to whom?
- How much, if any, customization of backend systems is needed?
- Are additional applications needed?



Focus on the data

- Does your company have master data files?
- Does product data need to be cleaned?
- Get all departments to on a single identifier, regardless of the specific provider's part number
- Consider rationalizing procurement



Choose the right technology

- Select the RFID technology that will meet the vast majority of your requirements.
- You might need one active system and one passive system
- For global tracking, RFID systems will need to integrate into a GPS tracking system



Split the cross-functional team into working groups

Each group should focus on 1 of the following:

- IT issues
- Prioritizing pilots/deployments
- Vendor selection (primary and secondary)
- Creating a global RFID policy
- Managing change (including training)
- Tech support



How to prioritize projects

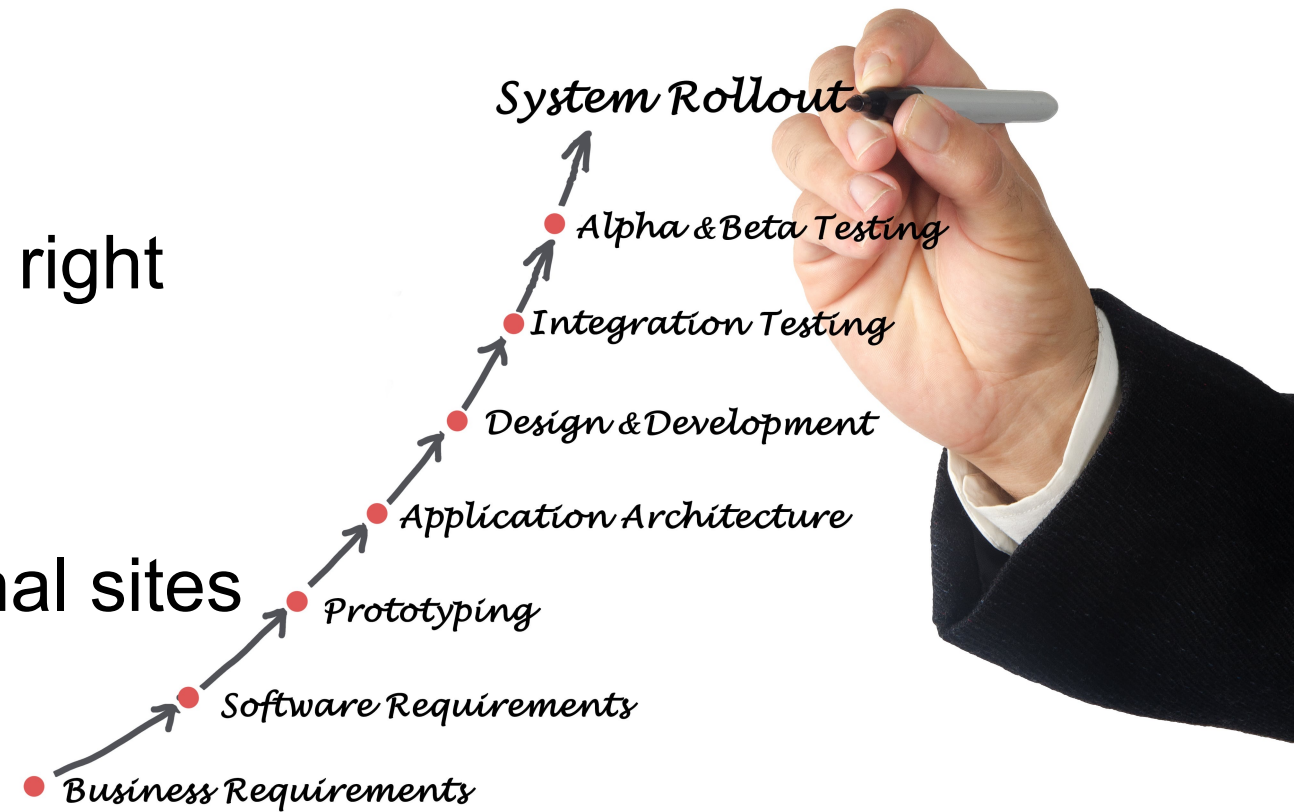
Create criteria for prioritizing, including

- Relative ease of the project
- Potential return on investment
- Importance of project to company's primary goals
- Regulatory compliance
- Safety and environmental issues



Begin the rollout in one location

- Make sure the technology works
- Get the integration piece right
- Get the business process change right
- Quantify the benefits
- Document the deployment
- Roll out the application to additional sites
- Repeat until the infrastructure is complete



Questions?



Mark Roberti
Founder and Editor
RFID Journal

Mark.Roberti@RFIDJournal.com

THANK YOU

