

HOW WE CAN HELP

- Cimulus' background with manufacturing and Auto-ID provides the experience necessary to help you quickly identify and evaluate opportunities within your business to improve efficiency and accuracy.
- As an independent consultant, Cimulus can help you compare and select from the wide range of equipment, software, and protocols, to find the solution that best fits your specific application.
- Cimulus maintains a variety of strategic partnerships, allowing it to offer complete solutions including hardware, custom and commercial software, integration, and training, without diluting its core strength in data collection and management.
- More than just a consultant, Cimulus maintains a staff of engineers and programmers who provide the high-quality, professional services needed to take a project from concept through completion.

Interested in RFID, but unsure of where to start?

Radio-Frequency Identification (RFID) promises to change the way we work and live. But with all the buzz, it's easy to lose perspective. RFID is, after all, just another new technology, no matter how far its influence may reach.

A few high-profile companies are already requiring the use of RFID tags. Still, the most dramatic opportunities are still years away, since they will require better hardware, cheaper tags, and a whole infrastructure before they can be fully realized. So, most businesses aren't yet under a formal deadline.

But the promise of RFID's potential is too compelling to ignore. The technology will improve, and the infrastructure will be built. These deadlines will come, and how you approach this opportunity can mean the difference between a difficult and costly adoption, or a successful and profitable strategy.

STEP 1: LEARN THE BASICS

Information about RFID is at an all-time high: trade journals, magazines, and newspapers are providing extensive coverage of applications, products, and systems. So, now is the time to get an early education on the promise and practicalities of RFID. Find out what's unique, the strengths and weaknesses, and how RFID is currently being used. Focus on the possible, rather than the potential: what can RFID do today?

STEP 2: FIND AN OPPORTUNITY

Once you know what's possible, the next step is to find a practical use for your business. When adopting any new technology, there is always a learning curve that must be overcome. So, look for an opportunity that limits your risk by removing all other unknowns. Using a consultant to help with this selection can provide a much-needed "second set of eyes" in evaluating the possibilities.

Ideally, you want to find a limited, well-defined, but important process within your business that could be directly improved by taking advantage of one of RFID's unique abilities. Machine maintenance, tool check-out, or personnel

access are examples: limited in scope, but important and open to improvement by eliminating some manual processes.

STEP 3: PLAN AND IMPLEMENT

Once you have selected an opportunity, it's time to develop a detailed implementation plan. Again, a consultant can be an invaluable resource as a complement to your skills: you provide the business knowledge, they provide the technical expertise. And always remember that implementation includes not just the technical details, but also contingency planning, user training, and post-completion measurement to see how well the solution has performed.

REAP THE REWARDS

Taking a proactive approach to RFID offers the opportunity to learn about the technology in a low-risk, controlled environment, and to absorb the learning curve and costs associated with a new technology on a project with an actual return on investment. From that stable platform of a successful pilot project, you can expand into new, more complex opportunities for RFID with higher confidence and lower risk.

