

# RFID: Taking Automated Data Collection to the Next Level

**The stakes are too high for you to partner with just any solutions provider....**

Since 1982, The Danby Group, LLP has been supplying Fortune 1000 companies with the latest in automatic identification solutions, including label printing systems and data collection systems. In today's world of breakthrough technologies, Radio Frequency Identification (RFID) solutions are revolutionizing our industry and yours. A leader in supply chain management, Danby maintains close partnerships with the top RFID component suppliers in our industry such as Zebra, Symbol, Alien, and Psion Teklogix to name a few.

But there is much more to RFID than hardware . . . we have complete RFID compliance solutions that are second to none, and we have the middleware necessary to make certain that integration is seamless, either as a discreet system or in conjunction with a current legacy system. We have factory-certified experts on hand who specialize in supporting our client base through the maze of retail, DoD, FDA, and similar RFID compliance initiatives. The experts at The Danby Group can offer compliance strategies that make sense today and will remain viable long into the future.

#### **But where do you start?**

The Danby Group can take the mystery out of RFID implementation, whether you currently do business with one of the compliance giants or simply seek a powerful way to improve inventory visibility, accuracy, and security.



**The Danby Group understands that the goals and processes your company creates for managing RFID adoption will determine if you drive change or are driven by it.**



**THE DANBY GROUP**



## For Many, It's All About OOS.

Out-of-Stock – that's a scary scenario for the retailer, but equally as threatening for the CPG (Consumer Product Goods) manufacturer. Early RFID adoption creates opportunities to reduce storage, handling, and distribution expenses and increase sales through reduced stock-outs. The result is improved recall management, better shipping and receiving, and ultimately, better cash flow through increased inventory turns and improved asset utilization.

## Compliance and Beyond

Unfortunately, too many companies focus on the cost of adoption without giving enough consideration to its value across the enterprise. Along with addressing, "What will it cost us to comply?" The Danby Group will help you understand how your investment can improve profitability and accountability in many areas of manufacturing, distribution, and logistics.



## We know our facts...

In our role as integrator, The Danby Group can present guidelines for defining your RFID project, clearly specifying compliance requirements and providing solid, field-tested solutions – not "vaporware."

## We know manufacturing and logistics...

We identify ways businesses can leverage RFID tagging to improve their own inventory, distribution, asset management, and security operations. Special considerations unique to **food and pharmaceutical processing and distribution** can be addressed for lot tracking, recall management, and expiration date monitoring.

## We know RFID...

With RFID experts on hand dedicated to your project, we can help you plot your course for pilot planning, system testing, data management, integration, and deployment.



Innovative dock portal solutions

## Smart RFID Printer/Encoders

Smart label RFID printer/encoders from Zebra Technologies ([www.zebra.com](http://www.zebra.com)) are integral to the Danby solution. By far the best-known name in on-demand label printing solutions, Zebra has developed a sophisticated line of RFID printer/encoders that takes the worry out of the performance issue. From small footprint desktop usage to mission-critical 24/7 industrial duty, we can recommend the right Zebra printer for your application.

Each Zebra solution can be easily integrated with Danby's "Slap & Ship" compliance software. Combined, Zebra and Danby solutions provide the collaborative benefits that will more than satisfy your RFID requirements for years to come.



Zebra Technologies' R110Xi RFID printer/encoder provides on-demand smart tag printing for a wide range of manufacturing and supply chain applications.



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[www.danbygroup.com](http://www.danbygroup.com)

# Our Partners

The Danby Group—  
Certified UID &  
RFID Integrator  
in Partner with:



MICROSCAN



We've teamed with the industry's technology leaders . . .

**Zebra Technologies** – high-performance UID and RFID label printer/encoders. Zebra is the global leader in delivering on-demand specialty printing solutions around the world, with a printer or printer/encoder for every application – The Danby Group has made Zebra printers the core of their printing and data collection solutions since 1982. Whether traditional bar code, 2-D code, or RFID marking, we've got you covered!

**I-GUIDES™** – designed especially for UID compliance, I-GUIDES (Integrated Global UID Enterprise Solution) provides everything the government contractor requires to meet or exceed marking and verification mandate policies of the DoD, including automatic UID (unique identifier) registry updating.

**TagNet™** – with an open architecture, TagNet is a scalable, platform-agnostic, release-focused RFID software solution suite. In its second release, TagNet has full multilingual capability, supports object networks and includes specialized modules for advanced features like RFID-enabled lift trucks, tagging stations (conveyors) and auto-deployment capability to RFID devices.

**WebScan** – providing state-of-the-art verification equipment (including system grading requirements) for UID, ISO, and ANSI standards for compliance mandates such as the DoD. WebScan's innovative TruCheck™ 401 works on labels, nameplates, and direct parts marks. TruCheck is calibrated with standards that are NIST (National Institute of Standards and Technology) traceable and meets all UID bar code verification requirements.

**Alien** – providing Radio Frequency Identification (RFID) products and technologies for global customers in retail, defense, healthcare, manufacturing, transportation and other industries. Alien's Ultra-High Frequency (UHF) and Battery Assisted Passive (BAP) RFID products and technologies are used for such high-value applications as supply chain management, brand authentication, cold chain management, asset tracking and more.

**Quadrel** – innovative RFID print and apply systems offer the modularity to grow high-speed, fully integrated production lines featuring automated RFID or UID product identification at the case or item level for in-line packaging and marking applications.



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# Automatic ID Solutions for the Department of Defense



*Take the dive into UID & RFID.  
We'll make sure you have a  
soft landing!*

## **Innovative DoD Solutions – Danby's ongoing initiative to provide cutting-edge compliance strategies to defense contracting entities:**

### **I-GUIDES™ (Integrated Global UID Enterprise Solution) –**

a web-based, data management application that enables UID (unique identifier) compliancy today and platforms the user for UID utilization in the future. It creates the UID from the user database, then interfaces directly from the manufacturer's I-GUIDES server to the DoD's UID registry. Built-in error checking ensures the UID is always unique and that the DFARS\* required data are included and in correct format, avoiding rejection at the DoD registry level.

**rfid>Trace™** – an item-level tracing system for sensitive, hazardous or controlled substances designed for pharmaceuticals, weaponry, explosives and other operations requiring a high level of traceability. Complemented by the Tote Portal™, a rugged, mobile housing that enables retail or field use of rfid>Trace, meeting the sensitivity requirements to accurately read the individually tagged controlled substance containers.

**rfid>Envirosense™** provides time and environmental data such as temperature and moisture for transport and logistics of perishable goods.

### **The Danby Group is certified as a Woman-Owned Business Enterprise (WBE)**

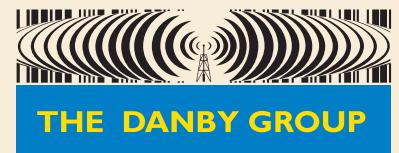
Georgia: 2DA440  
WBE Clearinghouse: 3IN00017  
SBA: WBE  
CAGE Code: 1NUT2

www.danbygroup.com  
Technical Support: 800/262-2629  
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Since 1982, The Danby Group has provided supply chain solutions to Fortune 1000 companies with the latest innovations in automatic identification including RFID and UID/bar code label printing and data collection systems. With best-in-class compliance solutions hard at work for numerous leading manufacturers, both government and its' contractors, Danby has earned a reputation for delivering the most cost effective and reliable components and systems. Our clients include the U.S. Air Force, Lockheed Martin, Northrop Grumman, Honeywell, U.S. Marine Corps, and many others.

*We know what's on the  
line...your supply line.  
You can be sure that we  
provide compliance  
strategies that make  
sense today and remain  
viable long into the future.*



800/262-2629



Now, the tough question just got easier...with the hardware in place, how do we integrate the collected data to our enterprise system?

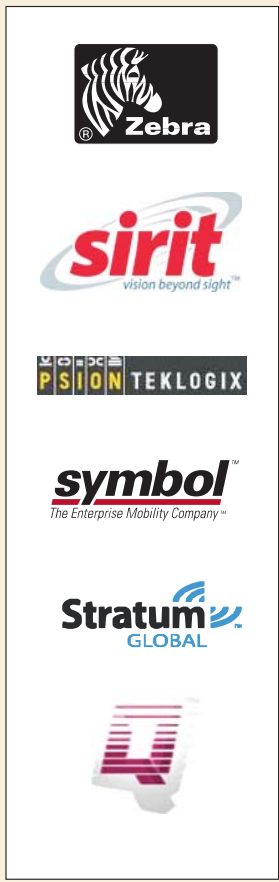
All systems go with TagNet™ solution suites. TagNet modules provide a solid RFID-based infrastructure designed and configurable to target the best possible use of RFID for the greatest ROI within your organization. Modularity allows our customers to invest conservatively in RFID today without sacrificing future initiatives. The Danby Group has proven solutions for businesses at all stages of RFID adoption, allowing retail and DoD suppliers to comply quickly with minimal disruption to current operations. Companies can utilize data from existing WMS, ERP or even custom data management systems.

- 8 Modules allow scalability based on application
- Provides portal and reader management
- Assured future EPCglobal certification
- Installed as an integrated or stand-alone system



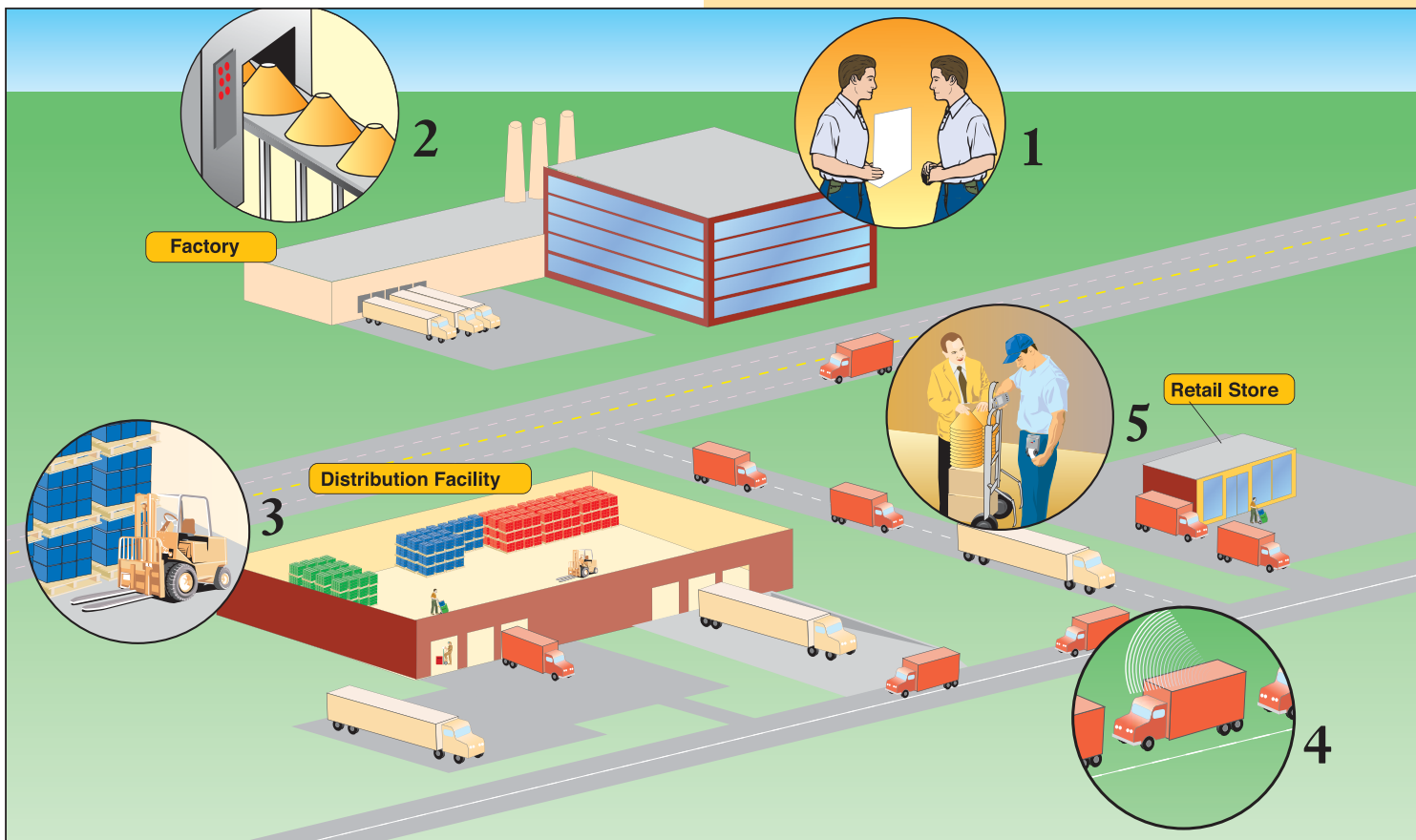
- Full compliance consultation and testing
- Full site survey and detailed project plan
- Relevant ROI data
- State-of-the art RFID testing facility
- Complete On-site “real world” testing
- Experienced RFID hardware and software experts
- Pre-packaged “Slap & Ship” or custom software solutions
- Complete integration and installation services
- Guaranteed compliance assurance

Certified RFID Integrator Partners:



**Beyond Compliance:** For companies considering RFID as a mechanism to gain business process improvements, Stratum Global and The Danby Group offer solutions to fit the size and scale of the business need. From RFID-enabled lift trucks to highly integrated asset tracking, our customer support program provides new releases, maintenance and ongoing support as RFID technology and best practices evolve.

TagNet is a registered trademark of Stratum Global.



**If it moves, you can track it... RFID or Bar Code – we’ve got you covered!**

The Danby Group specializes in application software and RFID integration solutions. From simple “slap and ship” applications to sophisticated Internet inventory tracking and management systems, we can help you process orders, track raw materials, or comply with DoD, FDA, or customer mandates more easily, more reliably and less expensively.

1. Consulting with your RFID solutions expert
2. RFID tags applied to and data collected from each product or case
3. Pallets and cases are tracked at the DC level
4. RFID enables in-transit traceability
5. Shipments are received accurately and automatically – “smart shelves” enable timely stock replenishment



**THE DANBY GROUP**

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