



**Smart Material  
Management**

## Best Qualities

The ideal qualities a firm should possess to be an outstanding RFID integrator:

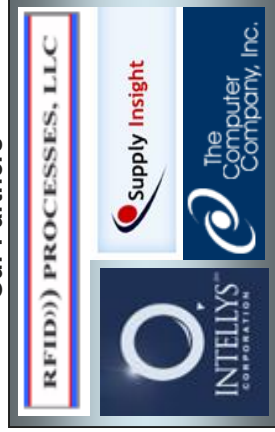
- 1. An eye for assessment**  
The ability to look into the customer's business and clearly see how RFID can be introduced to provide value.
- 2. Creating and deploying**  
A complete integrator is not only able to recommend different solutions, but to develop and fulfill them as well. To develop systems that provide reliable technical performance and are optimized for the usage environment, SilverLining is experienced with different brands and styles of RFID inlays, label materials, antenna designs and other components. Being hardware agnostic, we entertain multiple vendor components to ensure the best possible solution at the right price.
- 3. Complementary competencies**  
Being a great RFID integrator means integrating more than RFID. It is especially important for RFID integrators to be competent with bar code, industrial mobile computing and wireless networking equipment, because RFID will often be integrated with these systems. SilverLining is experienced with different data capture and communications systems enabling us to propose and deliver the most efficient solution.



**4. Software savvy**  
Software integration skills are critical for converting raw RFID data into timely information that the customer can use to improve their operations. Integrators with RFID middleware experience are a rare and valuable commodity. SilverLining has the mix of software integration expertise needed to make RFID data useful.

**5. Adaptable skills**  
To be an RFID integrator is to be at times a business consultant, wireless engineer, application developer, labeling specialist, IT system architect and network administrator, all while being a technology educator. SilverLining's years of professional experience, along with its seasoned team, brings the total toolset to meet the solution requirements for any client engagement.

## Our Partners



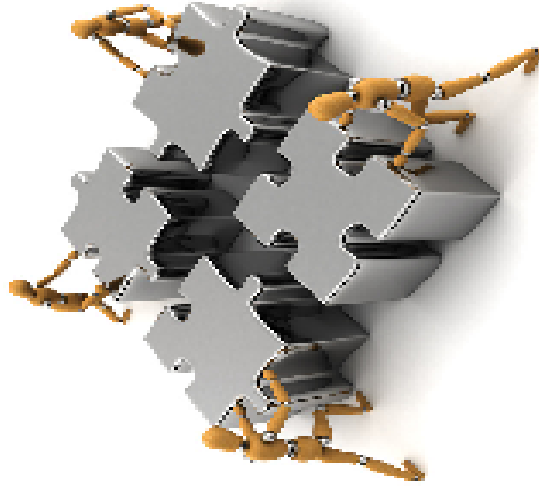
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## RFID & UID Integration Services



**SilverLining  
Partners<sup>LLC</sup>**

203-457-2636

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# OUR SERVICES

## AUDIT

- Define client's business objectives as a guide to appropriate technology selections
- Identify and document objectives, timelines, and budget relating to appropriate solutions - ranging from simple, practical, and modular to complex and fully client integrated
- Support identified contributors within client organization to obtain buy-in and address concerns
- Perform site analysis – e.g. check if existing company infrastructure and practices are Smart Environment friendly

## ASSESS AND REPORT

- Determine basic tag/reader technology direction and characteristics
- Determine optimum degree of integration with internal applications i.e. ERP to maximize return on investment
- Refine client's business objectives
- Material Flow mapped
- Budget outline
- Timeline identified and agreed to

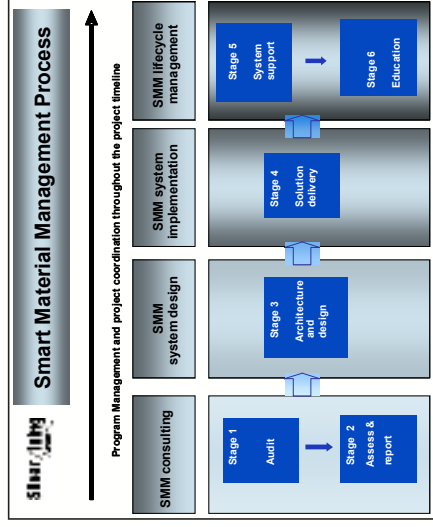
## ARCHITECTURE AND DESIGN

- Technology; Single or hybrid solution, merging barcode with passive and active RFID applications
- Upgrading and/or integrating with legacy RFID hardware and software.
- Environmental; e.g. handling potential interference or noise and noting the sensitivities of the marked/tracked item's material to radio frequencies
- Infrastructure; Wired and/or wireless connectivity deploying geographically

- diverse solutions
- Resiliency and back-up
- Integration - extending the smart environment into back office processes (ERP)
- Including harmonizing internal marking policies across multiple customers
- Service and support planning
- Documentation and educational services plan

## PROGRAM MANAGEMENT

- Define workflow
- Create schedule and identify milestones
- Manage project, kick-off to completion
- Provide on going status and risk analysis
- Produce pilot report and required actions
- Review/modify business targets
- Budget and modify schedule



## SOLUTION DELIVERY

- Manage and implement phased roll-out
- Obtain client agreement on performance for each phase
- To the extent possible, design rollout to occur in off-peak periods
- Implement a planned "hold period" for revision upgrades
- Provide staff stationed at key points
- Upgrade existing process flow
- Revise process management
- Determine techniques relating to physical material flow and label placement

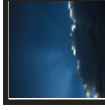
- Reader placement
- Label verification
- Determine techniques for improving read accuracy
- Hardware placement efficiencies
- Effect of multiple, physically adjacent, readers
- Interpreting "read" events
- Diagnostic and maintenance procedures
- Hardware/software upgrade procedures

## EDUCATE AND DOCUMENT

## LIFECYCLE SERVICES

- Create lifecycle information database
- Provide:
  - Upgrade policies
  - Customized Maintenance Program
  - Software Update policy





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