



## ***SilverLining Partners, LLC***

**An Innovative IT Service Solution Company**

A square graphic with a dark blue background and white clouds at the bottom. The text "RFID", "UID", and "Smart Material Environment" is overlaid in red.

**RFID  
UID  
Smart Material Environment**

**[www.silverliningpartners.com](http://www.silverliningpartners.com)**

## Who We Are

SilverLining Partners is a privately owned professional services company that develops, integrates and delivers customized technology solutions which directly influence the business direction and increases the IT value proposition of our client.



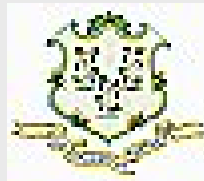
# Who We Are

**Business Start Date: June 1, 2002**

**Registration & Memberships:**



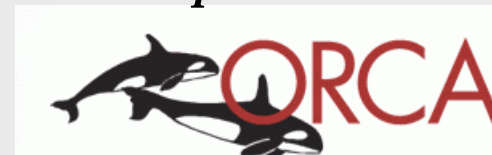
**SDVOB**



**State of Connecticut**

**Supplier Diversity Program**

*Small Business Enterprise*



# Smart Management Environment

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*INTRODUCING SILVERLININGS.....*

The letters 'S.M.E.' are rendered in a 3D, blocky font. The 'S' is the largest and is positioned on the left. The 'M' and 'E' are smaller and positioned to the right of the 'S'. The letters are white with a dark grey shadow underneath, giving them a three-dimensional appearance.

*PRACTICE*

# What Is Smart Material Environment?

## Enabler

- RFID
  - Passive
  - Active
- UID
- Barcode
- GPS

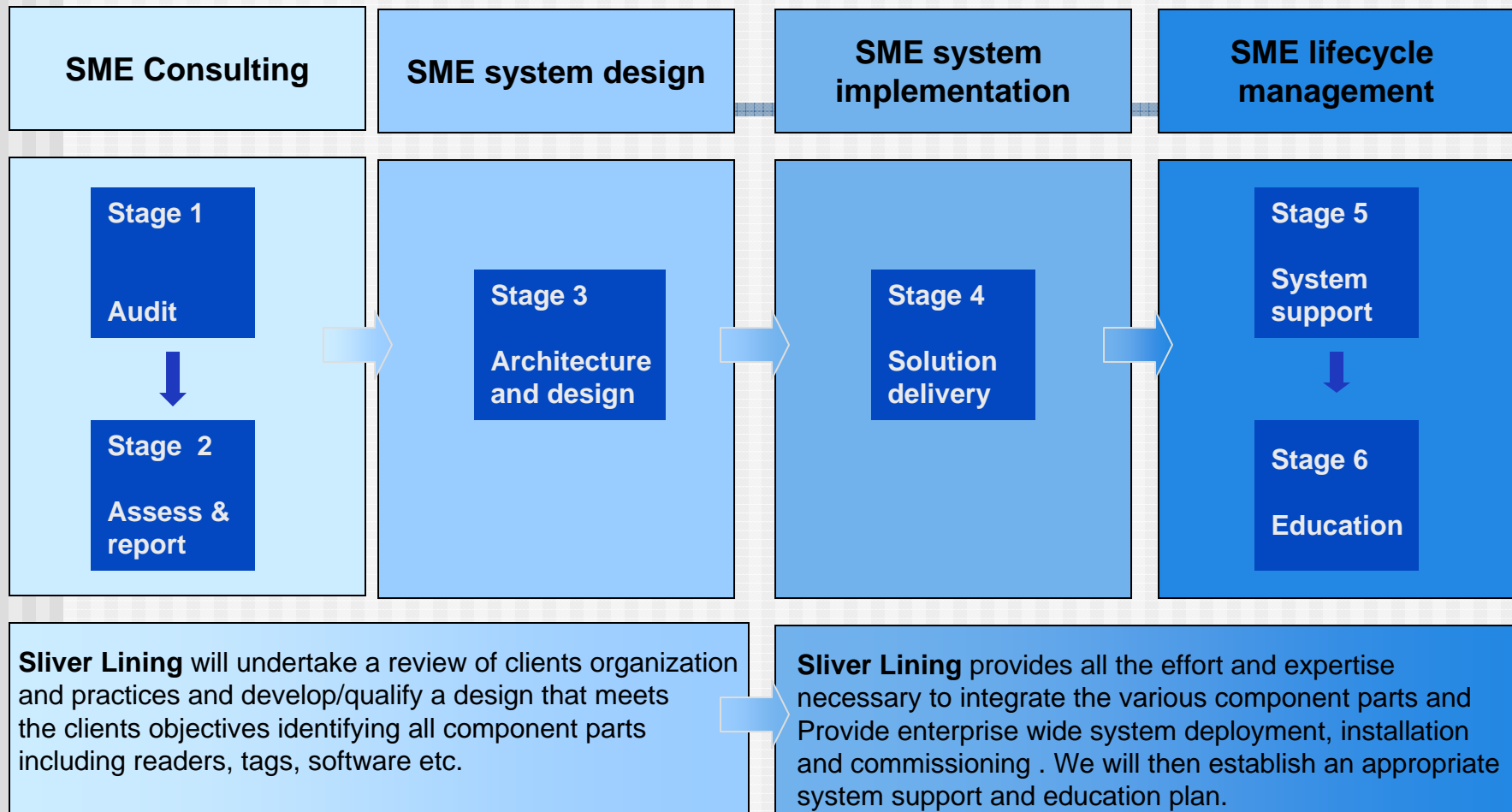
## Business Impact

- Shipment tracking
- Product data
- Lifecycle management
- Inventory management – Hospitals, Manufacturer
- People

# Smart Material Environment Process

Organizations, driven by customer mandates and industry standards, look to implement SME solutions utilizing RFID/UID technology. This workflow illustrates the Silver Lining methodology to meet this demand.

## Program Management and coordination throughout the project timeline



## Our S.M.E. Solution.....:

1. Provides a broad range of business process expertise with core strengths enhanced by carefully chosen and experienced partners
2. Supplies a seasoned core team with the knowledge and experience to architect design and implement a complete marking and tracking solution for any industry.
3. Offers a phased solution to optimize costs and benefits.
4. Provides a framework in which solutions may be efficiently conceived, generated, and deployed

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# What Can We Do?

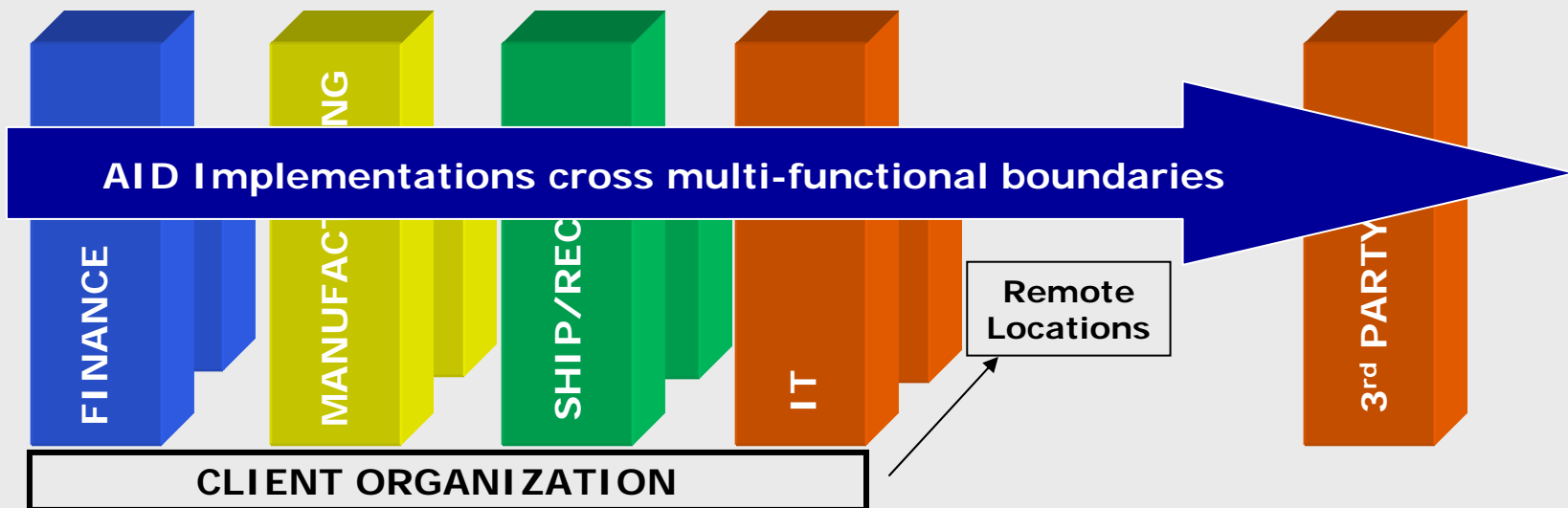
## Challenges in The Smart Environment

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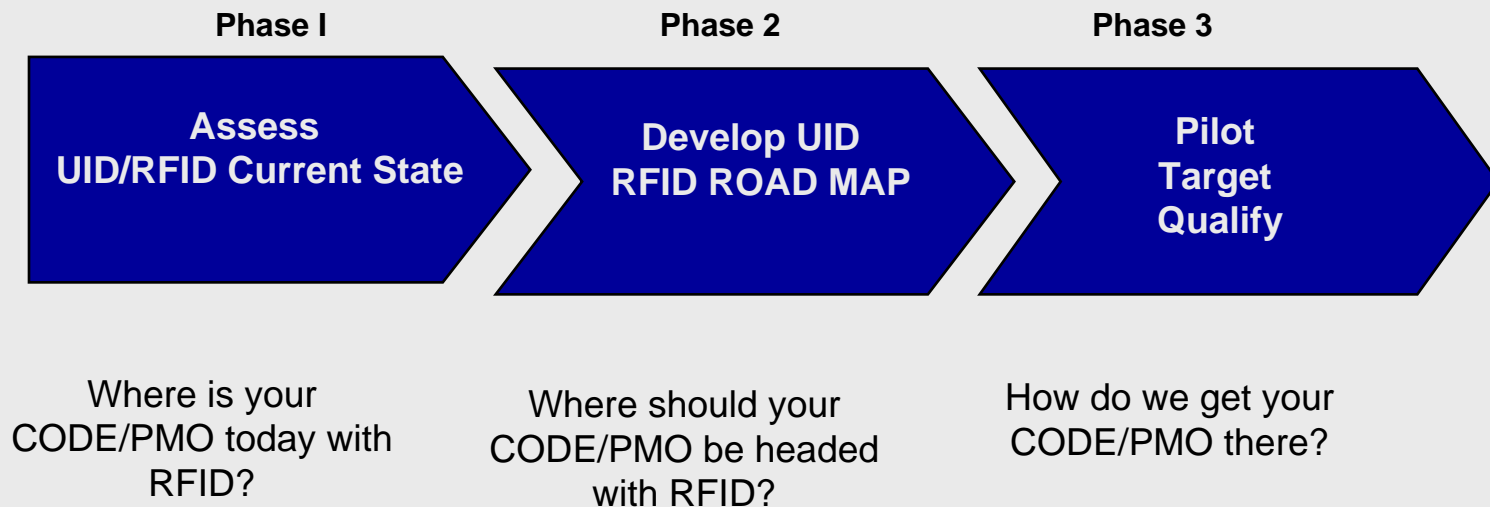
- Implementing mandates that require internal and external coordination, phased implementation, compliance, and auditing
- Supporting Service Branches with implementing mandates in an efficient and economically sensitive manner to fully comply with DoD policies, obligations and internal procedures

# Challenges in The Smart Environment

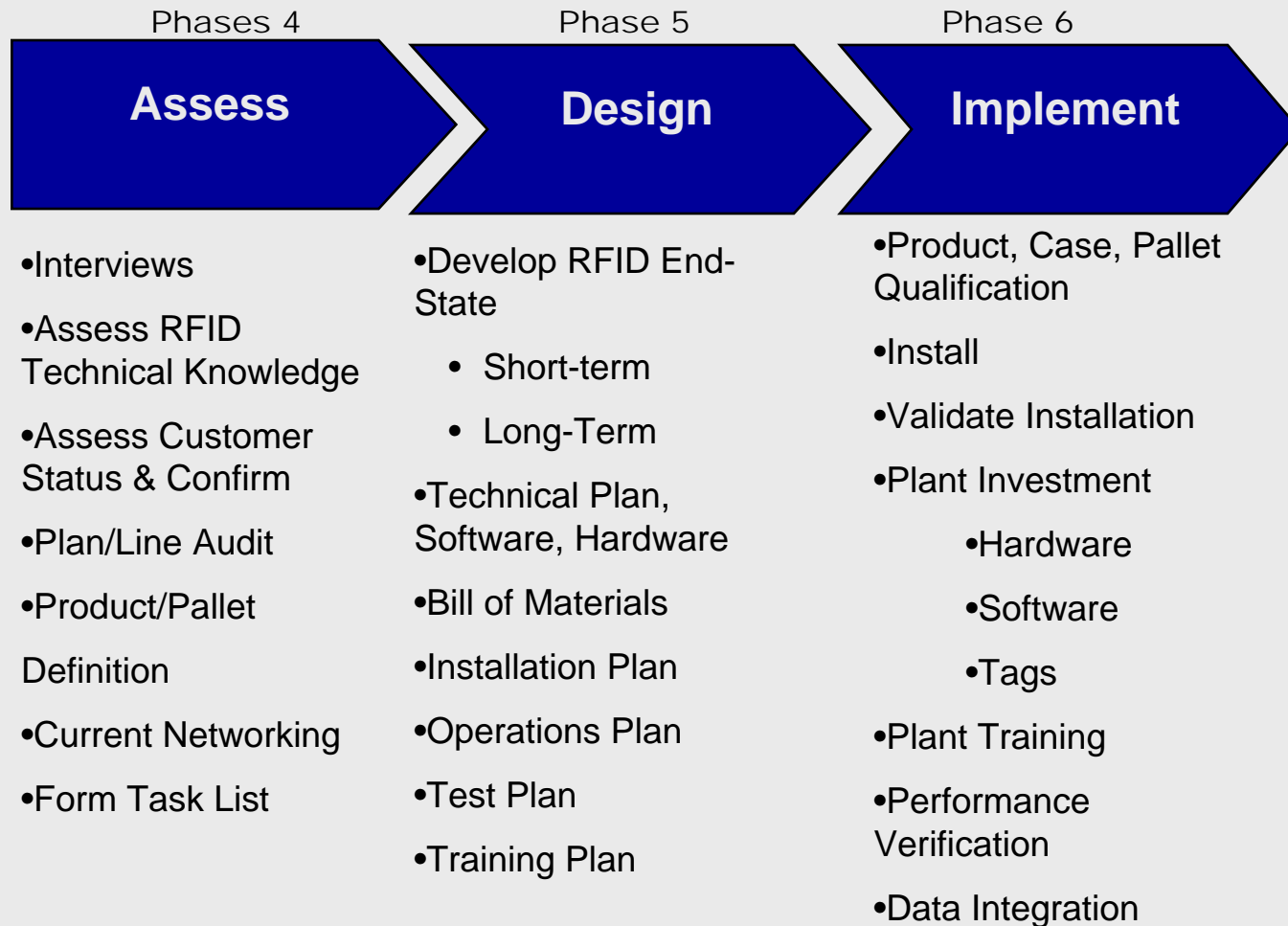
- Requires implementation across several departmental activities
- Requires technology expertise not traditionally found in IT departments
- No one department has complete project responsibility
- Often requires different solutions for remote locations
- Often requires coordination and interface with 3<sup>rd</sup> party partners



# Early Stage Considerations



# 3 Phase S.M.E. Tactical Road Map



# Engagement Model

## SLP Support

**A prebuilt solution managed and installed on your site by your staff**

Equipment Procurement Assist  
Hdwr and Sftwr loading in CT  
Equipment Set-up in CT  
Equipment Testing in CT  
Staff Training- local users  
CBT Training  
Documentation  
Shipment to your site prebuilt  
Ongoing Service Extra

**A prebuilt solution managed by DoD and implemented on your site by SLP staff**

## SLP and Client

**A partnership where key SilverLining S.M.E. resources are provided as staff augmentation**

Project Manager on site  
Equipment Procurement Assist  
Equipment Set-up  
Equipment Testing  
Staff Training- users  
Vendor Management  
Technical Updates  
Remote support service incl

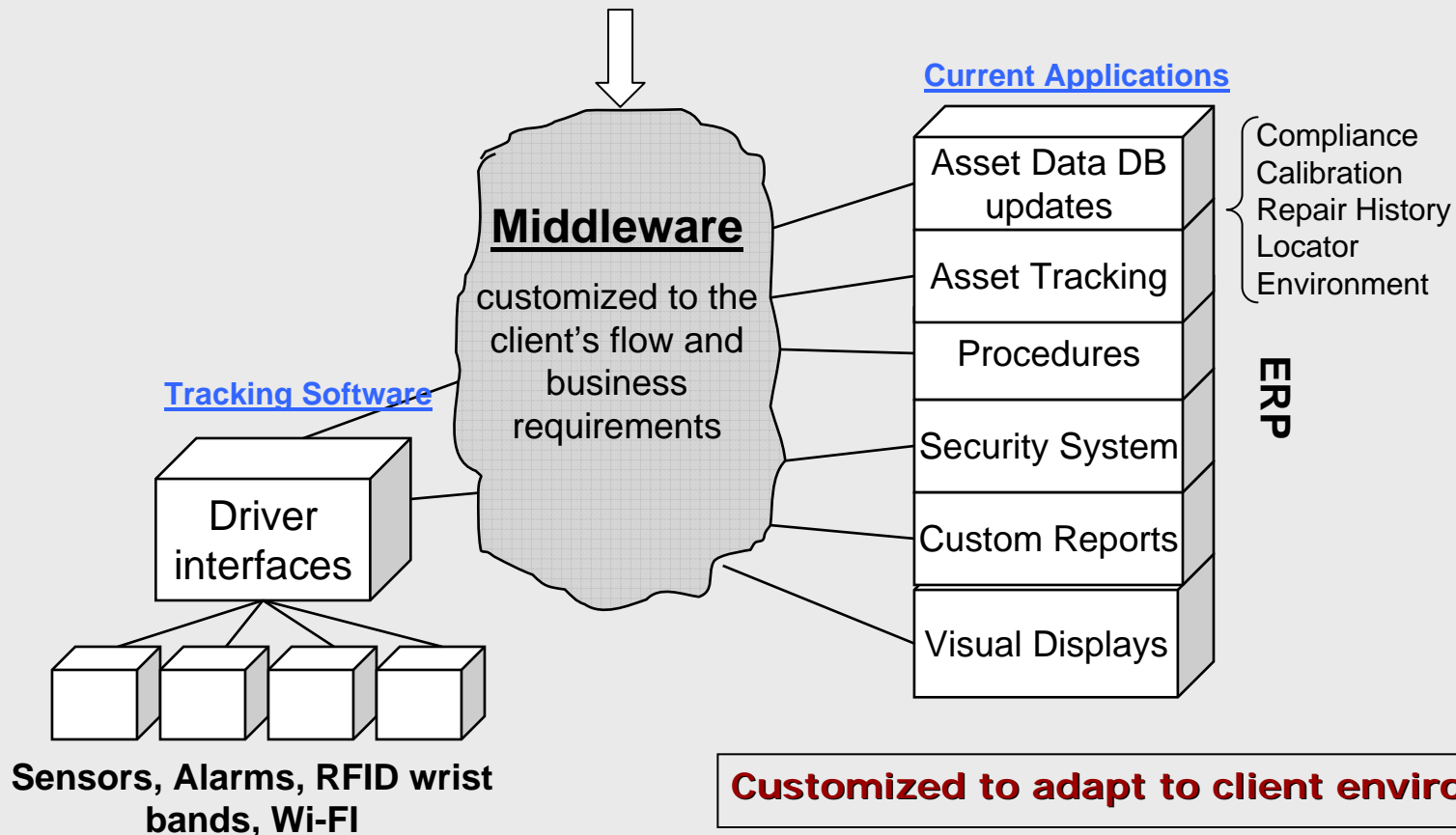
## SLP Management

**SilverLining S.M.E. staff provides turnkey solution on your site**

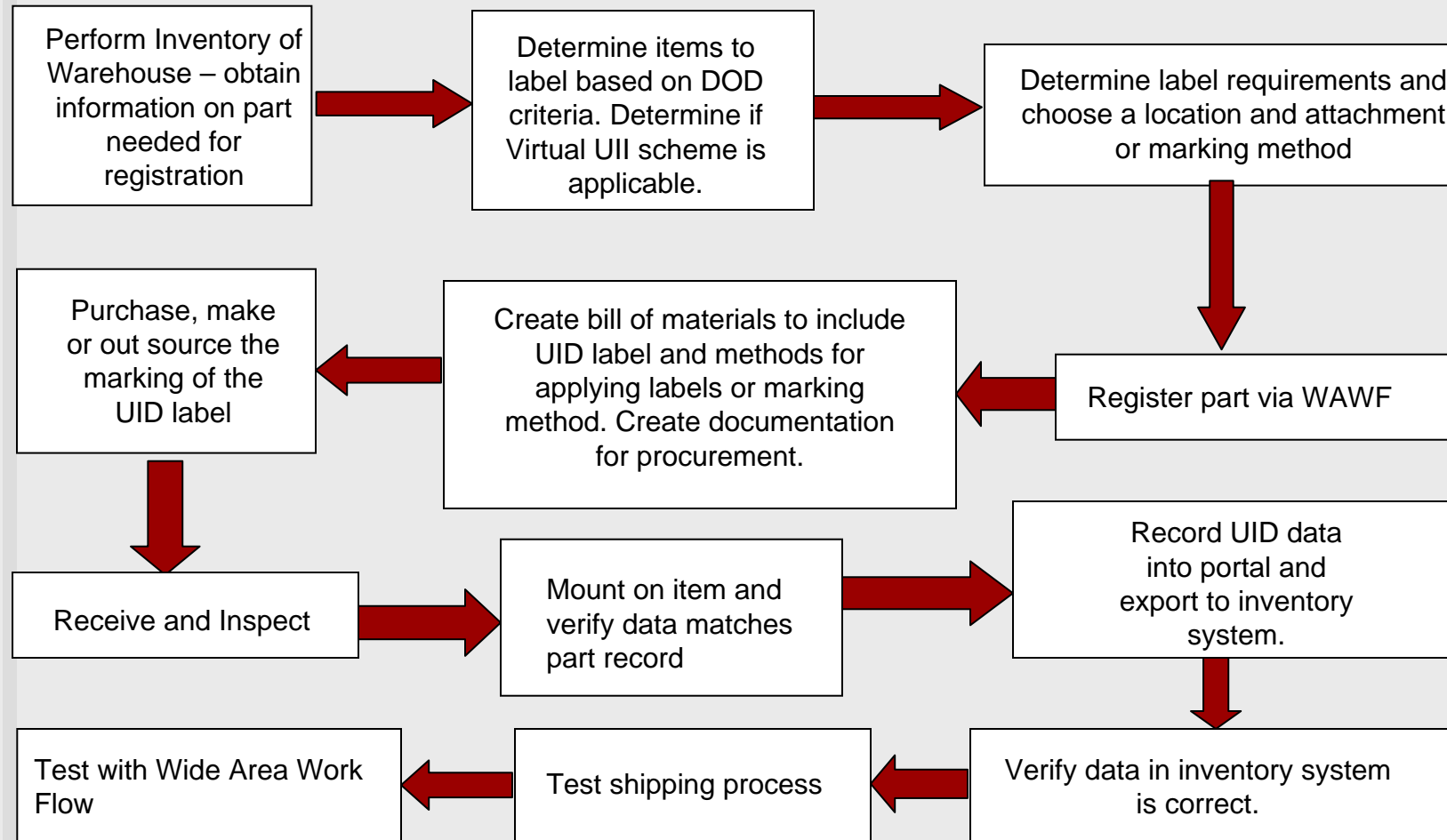
Project Manager on site  
Equipment Procurement  
Equipment Integration  
Vendor Management  
Technical Updates  
Standards compliance  
System Integrator  
Onsite Staffing for Installation  
Project Reporting

# Software Integration

## The Real Software Challenge



# Warehouse Tag Project Flow Chart



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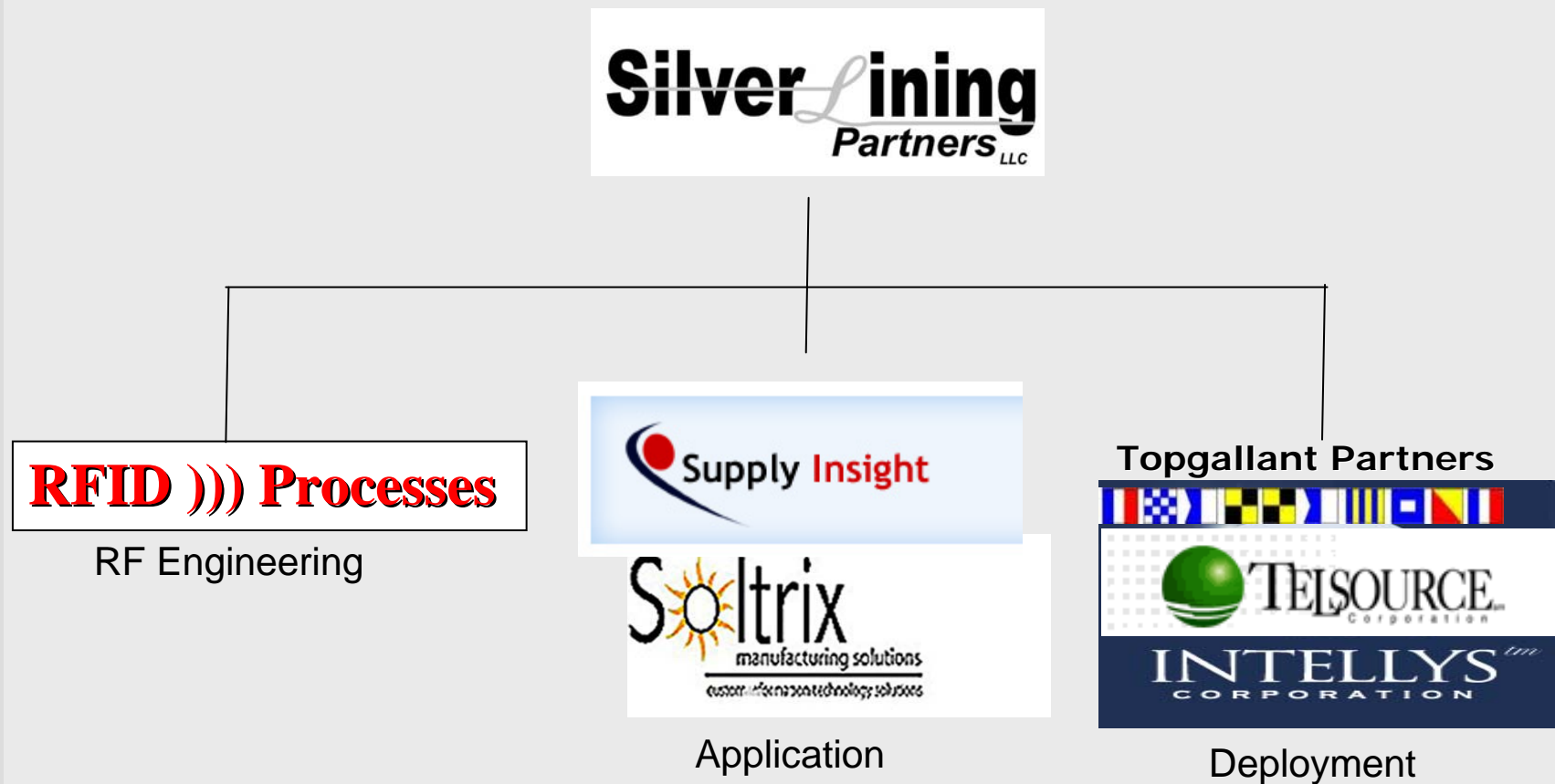
# How Will We Do It?

# Key Personnel

- Senior Business Executives
- Technical Focus – 100+ years experience in data communications:
  - Management of multi-million dollar software and hardware development, integration and implementation projects on-time and on-budget
  - Complex network deployments
- Specialist skills in:
  - Communication networking and Internetworking
  - Hardware and software development and interactivity
  - Infrastructure design
  - Modulation methods
  - Error Correction
  - Risk Avoidance
  - Network Performance Analysis for quality of service
  - Project and Program Management
  - Network Lifecycle management
- Supply Chain Expertise



# SME Delivery Team Organization



## SLP Team Competencies for S.M.E.

- Analysis – targeting those business processes that will derive efficiencies through the application of automatic identification
- RF Engineering Proficiency
- Supply Chain and Business Re-engineering Process
- Software – standard and customized packages
- Hardware expertise – with emphasis on analytical skills applicable to the radio frequency environment
- Network engineering – for LAN & WAN and Wireless [Wi-Fi] internetworking
- Program and project management
- System lifecycle support and enhancement

## Ways SLP Can Be a Benefit

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- Providing the planning, staging, implementation, compliance and auditing of specific Branch needs and mandates
- Efficiently and within budget provide a technical team with the ability to meet a Branch's mandated policies and procedures
- Provide a solution capable of expanding as business needs require: records management, asset management, report management etc.

# Contact Information

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