# RFID Success Stories

**INSYNC SOFTWARE INC**

**Sensor-Driven Business Network Software**

# InSync Software Inc.

- **Providing <u>Sensor Driven Solutions</u>**
  - RFID, Sensory Networks & eBusiness Software
    - Harvest Management/Food Safety
    - Channel Visibility
    - Asset Management

- **Focus Markets and Customers**
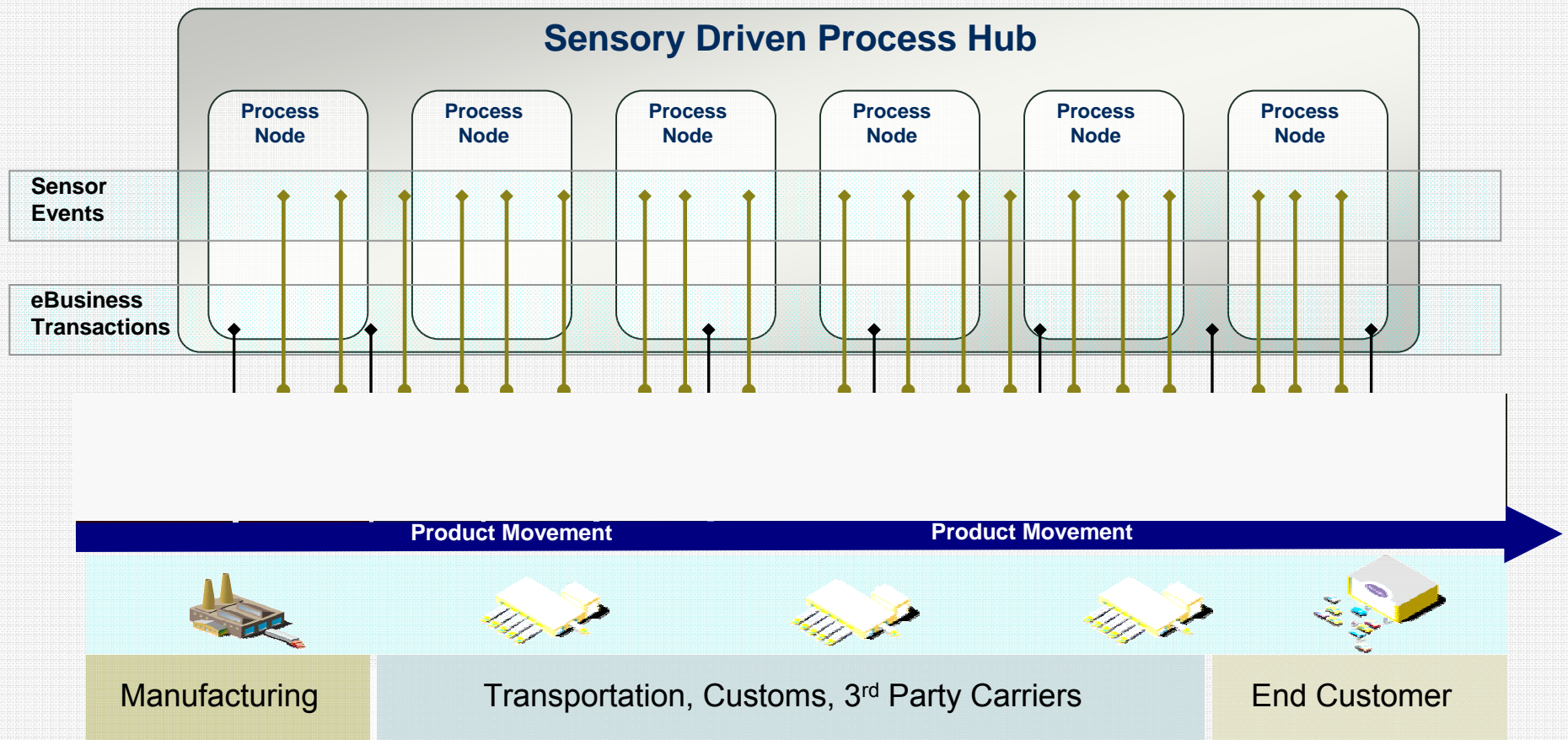  - High Technology Manufacturers
  - Agriculture

- **30+ Customers**

- **Founded in 2003:**
  - Venture funded: Rustic Canyon, Intel Capital March 2006
  - Headquartered in San Jose, CA

# End-to-End RFID Integrated Supply Chain Nirvana

# RFID Supply Chain Reality

## Things that do NOT work:

- **Extended Infrastructure**
  - Large ecosystem = large costs
  - Many trading partners = complexity
  - Deep integration = boil the ocean

- **Technology**
  - Item level RFID "Pricey" by general CPG standards, need sub 1-2 penny tags for ubiquity
  - Still some technology limitations for read rates

- **Outlook**
  - Not perceived as a potentially disruptive technology
  - Not many funded projects

## Things that DO work

- **Infrastructure**
  - Stay within a defined ecosystem
  - 80/20 rule, look to get 80% of the value without 100% of the cost
  - Minimize the "hops" to maximize the value

- **Technology**
  - Many flavors of Auto ID technologies, apply the right technology to the right problems (active, passive, BAP, GPS, etc)

- **Solutions with Value**
  - New WIP opportunities
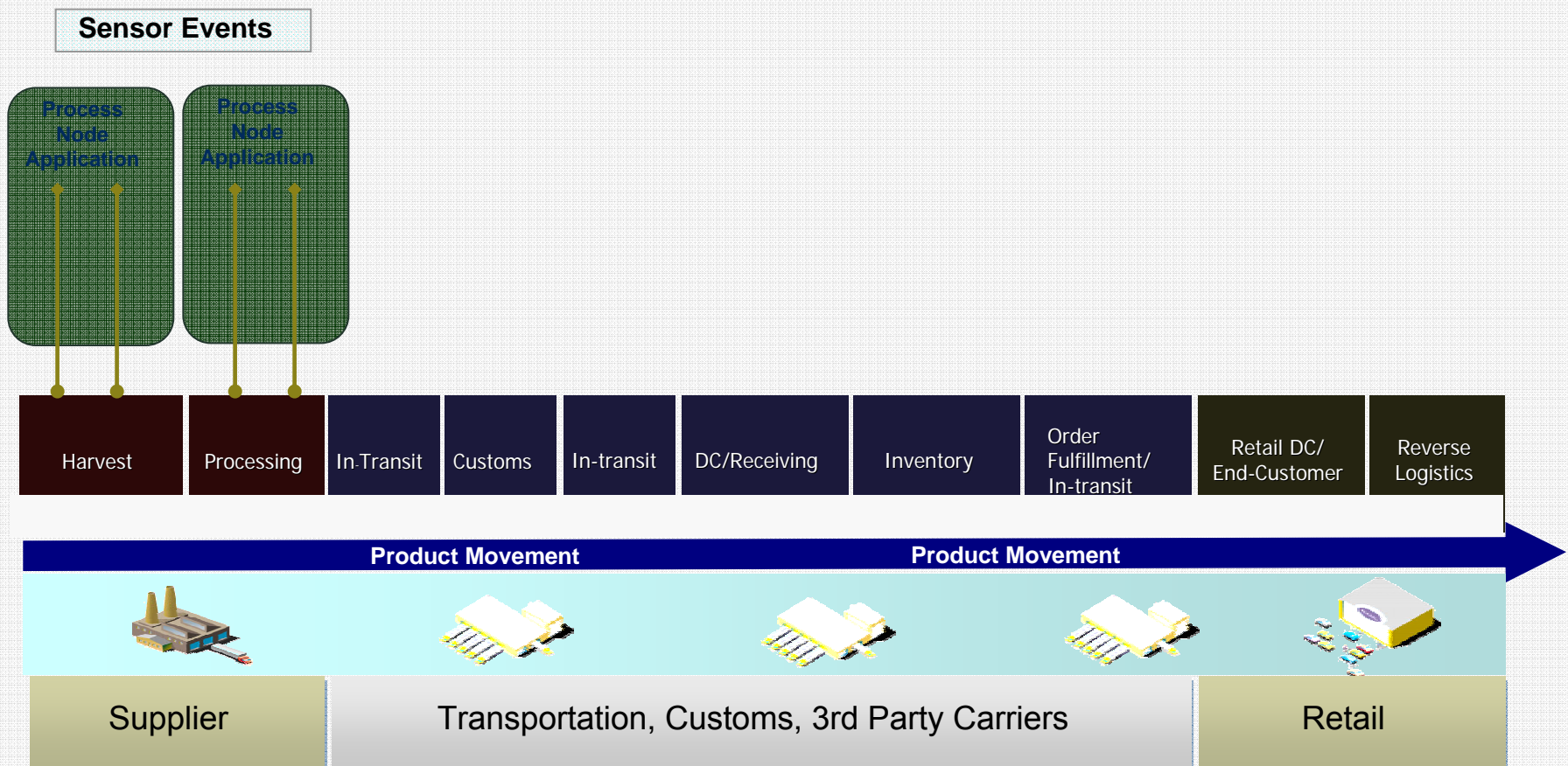  - New inventory/asset visibility
  - Process automation

# Case Studies

➢ Harvest Management
➢ Channel Item Visibility

# Process Automation with Increased Visibility

**Sensor Events**

**Process Node Application**

**Process Node Application**

| Harvest | Processing | In-Transit | Customs | In-transit | DC/Receiving | Inventory | Order Fulfillment/ In-transit | Retail DC/ End-Customer | Reverse Logistics |
|---|---|---|---|---|---|---|---|---|---|

**Product Movement** **Product Movement**

| Supplier | Transportation, Customs, 3rd Party Carriers | Retail |
|---|---|---|

# Harvest Management
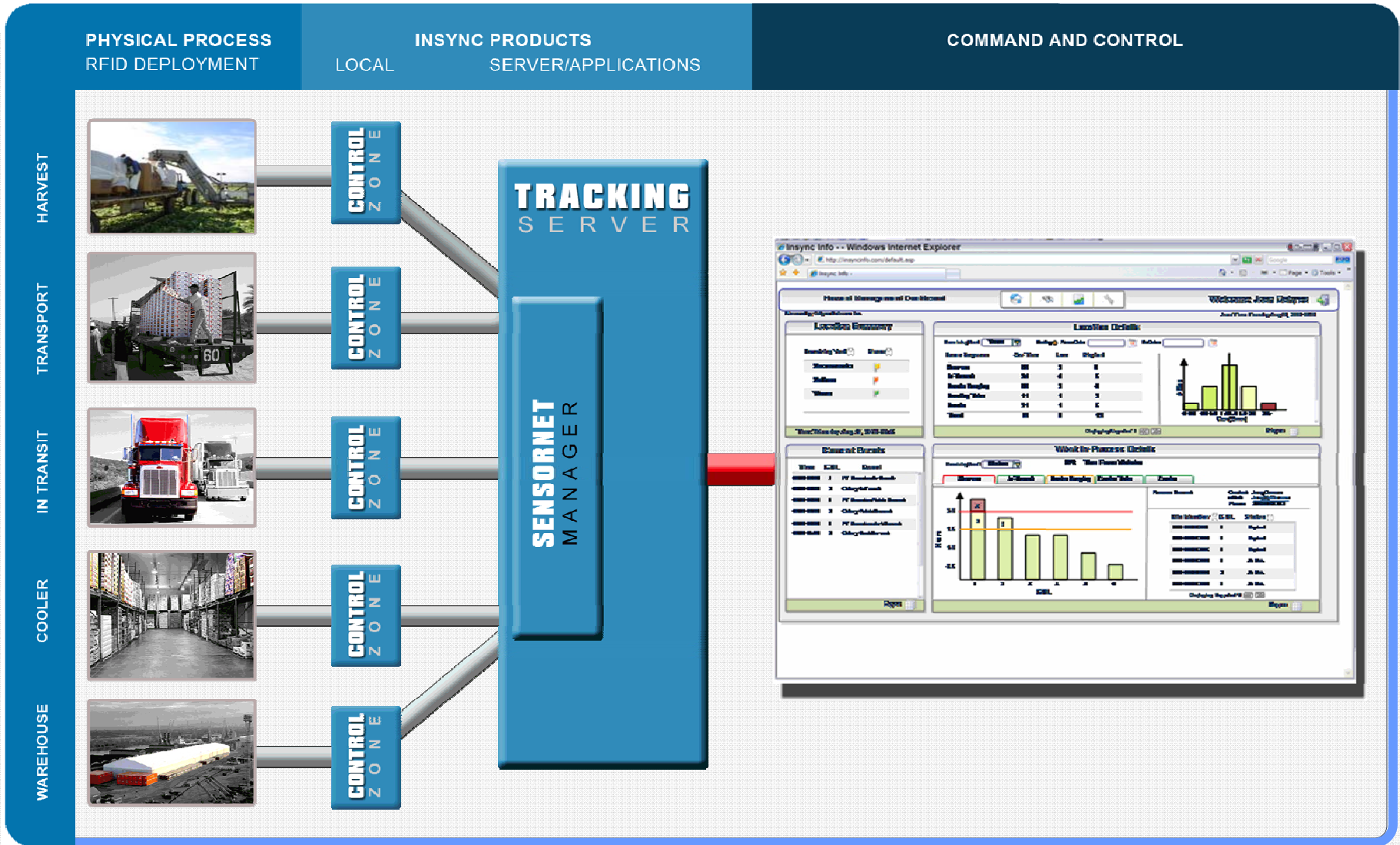
# Constrained Ecosystem 80/20 Rule

Sensor Events

Process Node Application

Process Node Application

Product Movement

Product Movement

Manufacturing

Transportation, Customs, 3rd Party Carriers

End Customer
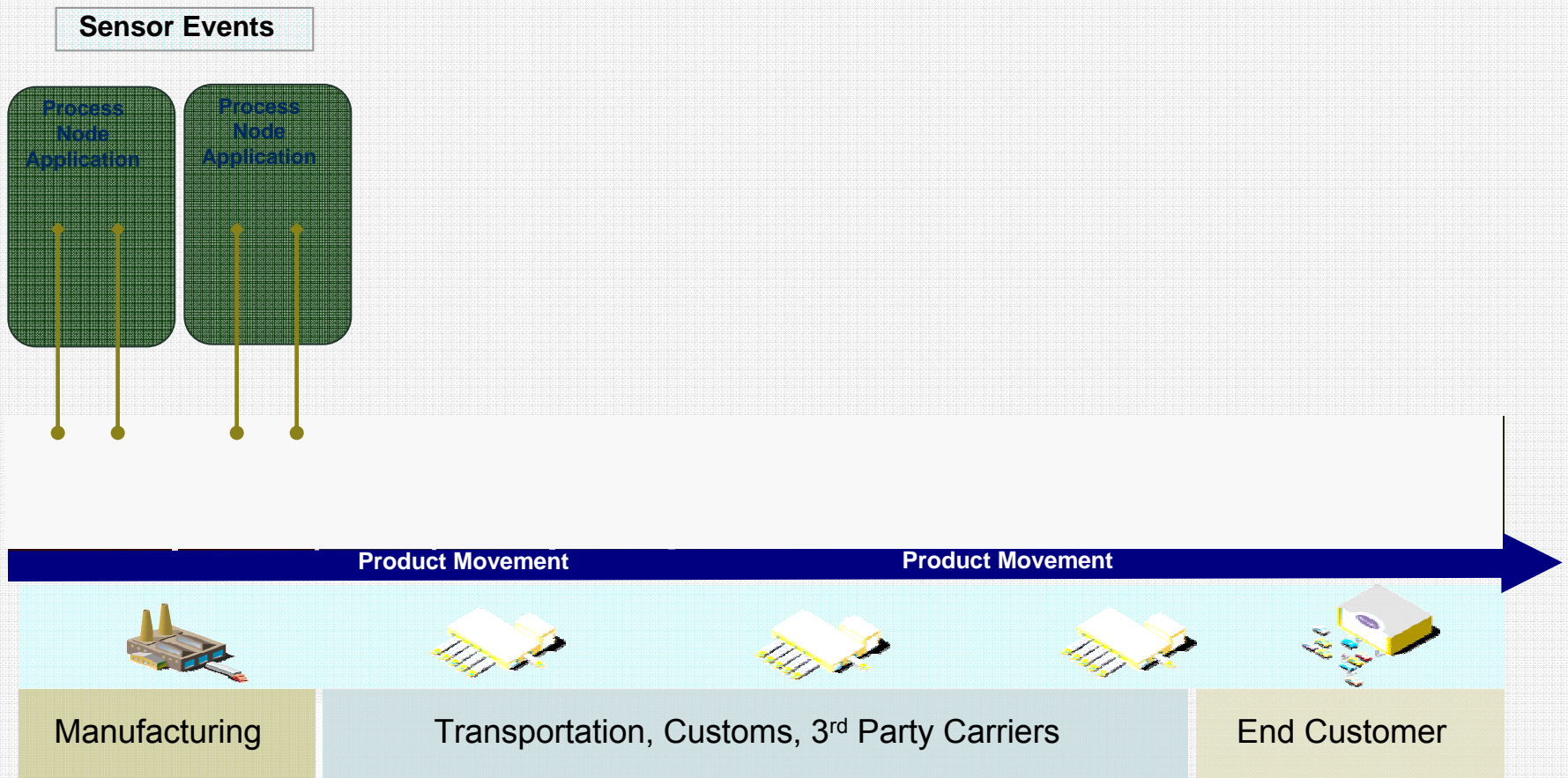
## Inter-Enterprise Inventory Management Scenario – Chassis Supply Chain

**Pack/Ship in Container**

**In-Bound Logistics**

3PL

**Taiwan Manufacturer**

Process Hub

Fremont DC

**Chassis manufactured in Taiwan**

Physical Process

**Receive, Put-Away Kanban to Assm.**

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INVENTORY MANAGER

Admin    Reports

Welcome Atul Dhablamia    Logout

## Current Inventory

Search Options...

■ Manufacturing Floor (WIP)    ■ In Transit
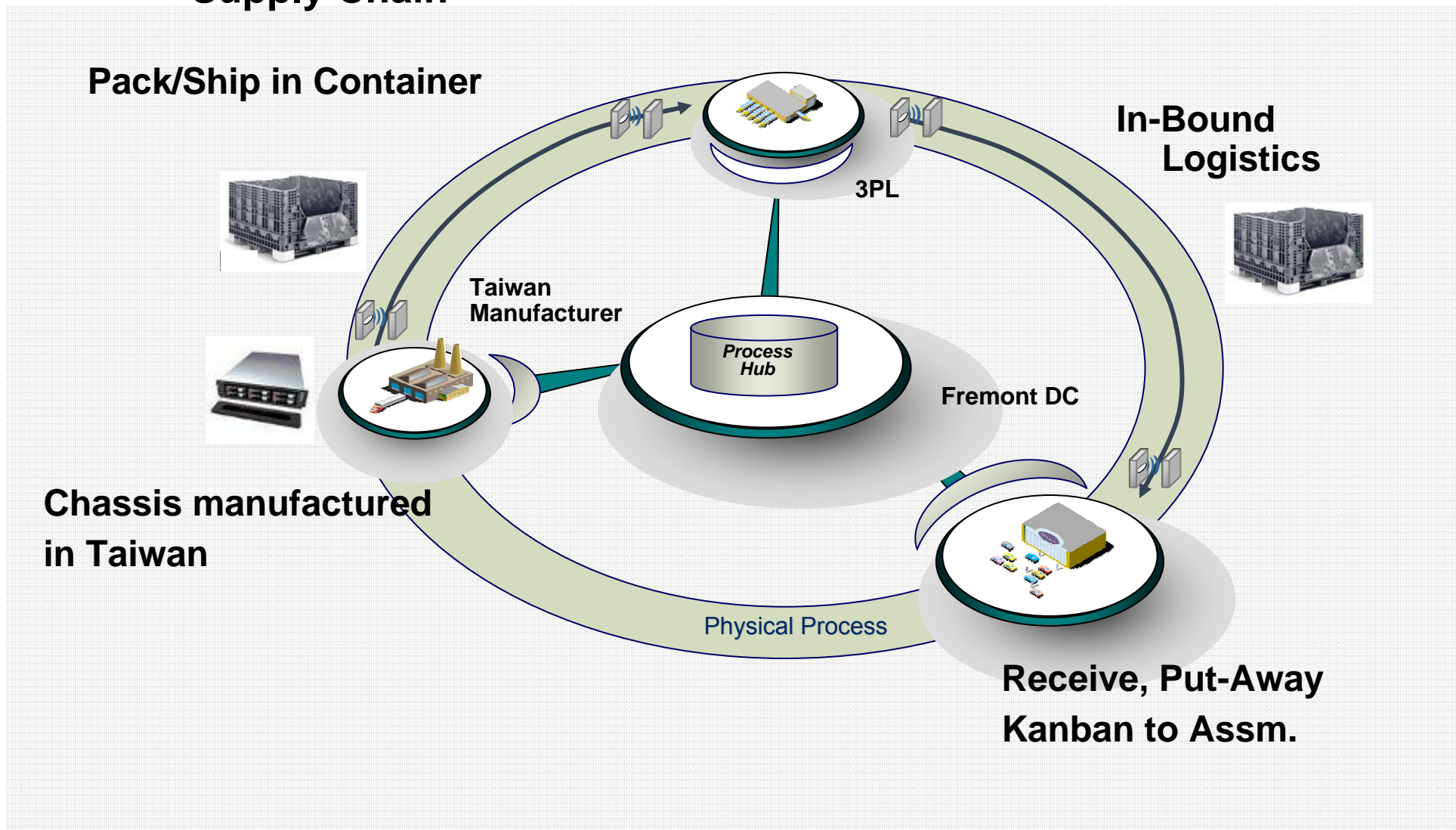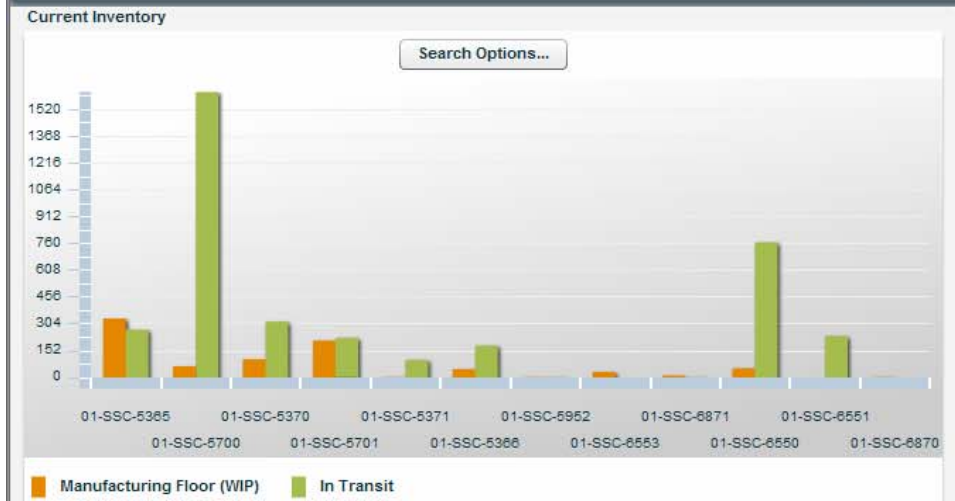
### Inventory

| Company | SKU Description | SKU # | Manufacturing Floor | In Transi | Total |
|---|---|---|---|---|---|
| Senao Taiwan | SonicWALL Pro 3060-North America | 01-SSC-5365 | 334 | 271 | 605 |
| | SonicWALL PRO 2040-North America | 01-SSC-5700 | 64 | 1621 | 1685 |
| | SonicWALL Pro 4060-North America | 01-SSC-5370 | 103 | 316 | 419 |
| | SonicWALL PRO 2040-International | 01-SSC-5701 | 209 | 224 | 433 |
| | SonicWALL Pro 4060-International | 01-SSC-5371 | 1 | 100 | 101 |
| | SonicWALL Pro 3060-International | 01-SSC-5366 | 48 | 181 | 229 |
| | SonicWALL-North America | 01-SSC-5952 | 2 | 1 | 3 |
| Sercomm Taiwan | -NETWORK SECURITY | 01-SSC-6553 | 32 | 0 | 32 |
| | -NETWORK SECURITY | 01-SSC-6871 | 9 | 1 | 10 |
| | -NETWORK SECURITY | 01-SSC-6550 | 51 | 766 | 817 |
| | -NETWORK SECURITY | 01-SSC-6551 | 0 | 235 | 235 |
| | | 01-SSC-6870 | 1 | 0 | 1 |

## Supply Chain Performance

Average Units/Day    Average Time/Unit    Average Pack-to-Ship

Products

■ Senao Manufacturing Floor    ■ Sercomm Manufacturing Floor

| Location | Product | Average Units Per Day | Average Time Per Unit | Average Pack-to-Ship |
|---|---|---|---|---|
| Senao Manufacturing | 01-SSC-5365 | 43 | | 1 days 14 hours |
| | 01-SSC-5700 | 122 | | 2 days 3 hours |
| | 01-SSC-5370 | 76 | | 0 days 19 hours |
| | 01-SSC-5701 | 66 | | 3 days 1 hours |
| | 01-SSC-5371 | 10 | | 0 days 0 hours |
| | 01-SSC-5366 | 82 | | 2 days 10 hours |
| Sercomm Manufacturing | 01-SSC-6550 | 219 | | 0 days 0 hours |
| | 01-SSC-6551 | 231 | | 0 days 0 hours |

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http://12.104.150.37:8080/trackingmanager/sonicwall/index.html

Google

Fidelity Investments | Internet Explorer cannot... | http://12.104.150.37:... ×

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**INVENTORY MANAGER**

Admin    Reports

Welcome Atul Dhablania    Logout

**Current Inventory**

Search Options...

1520
1368
1216
1064
912
760
608
456
304
152
0

01-SSC-5365    01-SSC-5370    01-SSC-5371    01-SSC-595
01-SSC-5700    01-SSC-5701    01-SSC-5366    01

■ Manufacturing Floor (WIP)    ■ In Transit

Inventory

**Supply Chain Performance**

Average Units/Day    Average Time/Unit    Average Pack-to-Ship

### Search Options ✕

**Inventory**    Product    Serial Number

**Products**

▼ ☑ 📂 All
  ☑ 📄 01-SSC-6553
  ☑ 📄 01-SSC-6871
  ☑ 📄 01-SSC-6550
  ☑ 📄 01-SSC-6551
  ☑ 📄 01-SSC-6870
  ☑ 📄 01-SSC-5365
  ☑ 📄 01-SSC-5700
  ☑ 📄 01-SSC-5370
  ☑ 📄 01-SSC-5701
  ☑ 📄 01-SSC-5371
  ☑ 📄 01-SSC-5366

**Locations**

Manufacturer ▼

▼ ☑ 📂 Manufacturer
  ▼ ☑ 📂 Senao Taiwan
    ☑ 📄 Senao Manufacturing Floor
    ☑ 📄 Senao Warehouse
  ▼ ☑ 📂 Sercomm Taiwan
    ☑ 📄 Sercomm Warehouse
    ☑ 📄 Sercomm Manufacturing Floor
  ▼ ☑ 📂 Flash Fremont
    ☑ 📄 Flash Manufacturing Floor

**Dates**

Start Date [          ] 🗓    End Date [          ] 🗓

Search    Cancel

01-SSC-5370    01-SSC-5701    01-SSC-5371    01-SSC-5366    01-SSC-6550    01-SSC-6551

Products

Sercomm Manufacturing Floor

| Company | SKU Description | SKU # | | | | Product | Average Units Per Day | Average Time Per Unit | Average Pack-to-Ship |
|---|---|---|---|---|---|---|---|---|---|
| Senao Taiwan | SonicWALL Pro 3060-North America | 01-SSC-5365 | | | | 5365 | 43 | | 1 days 14 hours |
| | SonicWALL PRO 2040-North America | 01-SSC-5700 | | | | 5700 | 122 | | 2 days 3 hours |
| | SonicWALL Pro 4060-North America | 01-SSC-5370 | | | | 5370 | 76 | | 0 days 19 hours |
| | SonicWALL PRO 2040-International | 01-SSC-5701 | | | | 5701 | 66 | | 3 days 1 hours |
| | SonicWALL Pro 4060-International | 01-SSC-5371 | | | | 5371 | 10 | | 0 days 0 hours |
| | SonicWALL Pro 3060-International | 01-SSC-5366 | | | | 5366 | 82 | | 2 days 10 hours |
| | SonicWALL-North America | 01-SSC-5952 | 2 | 1 | 3 | | | | |
| Sercomm Taiwan | -NETWORK SECURITY | 01-SSC-6553 | 32 | 0 | 32 | Sercomm Manufacturing | 01-SSC-6550 | 219 | 0 days 0 hours |
| | -NETWORK SECURITY | 01-SSC-6871 | 9 | 1 | 10 | | 01-SSC-6551 | 231 | 0 days 0 hours |
| | -NETWORK SECURITY | 01-SSC-6550 | 51 | 766 | 817 | | | | |
| | -NETWORK SECURITY | 01-SSC-6551 | 0 | 235 | 235 | | | | |
| | | 01-SSC-6870 | 1 | 0 | 1 | | | | |

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