Beacon Micro®

Beacon Micro RFID Prospect Survey Questionnaire

Company Contact: _____ Position in Company: _____

Company Name: _____ Years in Business: _____

Company Address: _____

Company Phone Number: _____ Company Fax Number: _____

Email: _____ Web Address: _____

1. Has a budget and timeline been established for the RFID project? Does it have company approval?

2. Is the project being driven by internal business considerations or a Government/Customer mandate?

3. If driven by internal business considerations, what are the business drivers:
    a. Cost cutting (reduced labor, reduced inventory)
    b. Improve productivity
    c. Improve asset utilization
    d. Increase process velocity
    e. Eliminate delays and errors

4. What does the project specifically involve:
    a. Inventory management
    b. Asset management
    c. Manufacturing operations
    d. Logistics and warehouse functions

5. Has hardware been selected/purchased for the project? If so, which vendor/product? Will customer be handling hardware selection and purchase?

6. Does the solution involve sensor technology (temperature, humidity, etc.) and location technologies (RTLS, GPS, etc.)?

7. How many facilities are involved? Where is the location of these facilities? Do the facilities have wireless networks installed?

8. Is this a stand-alone solution, or does it require integration with back-end software systems? If so, what systems specifically?

9. Does the customer have an IT department that wants to develop the solution, or are they looking for a turnkey solution to be delivered by GlobeRanger?

10. What is the level of RFID knowledge in the company?

11. If the project is successfully delivered, would the customer be willing to support a press release with permission and a quote?