



INTRODUCTION

Welcome to the UID Quarterly Fall 2010 Edition, brought to you by A2B Tracking Solutions as an educational service. In this issue you will find both practical and historically interesting information designed to help our readers implement UID.

What you'll find in this issue:

UID Success: Force Protection has teamed with Seagull Scientific, A2B Tracking Solutions, Inc. and the Danby Group to become UID compliant. You can hear the whole story by watching the embedded video.

UID Solutions: We offer a thorough review of the challenges and choices you may be facing to ensure UID success now and in the future.



Barcode History: The 50th anniversary of barcode scanning is approaching. In honor of that milestone we offer an intriguing timeline of barcode through the years.

UID Education: You are invited to participate in a free web seminar designed to support the Department of Defense, DoD contractors and suppliers who are facing UID (Unique Identification) compliance in order to fulfill contracts. Check out the upcoming IUID web seminar dates presented by David Collins of Data Capture Institute.

UID SUCCESS

Force Protection Industries Inc. takes the basics of mine protection to the extreme with its heavy armored Buffalo® vehicles. When it became necessary to track these vehicles and their spare parts per MIL STD 130 and MIL STD 129, Force Protection turned to a team of experts at Seagull

Scientific, A2B Tracking Solutions and The Danby Group. To learn more about how UID compliance was achieved, [click here](#) to watch the Saving Heroes Lives video.

We appreciate the efforts made by Seagull Scientific to present this educational video for the further adoption of UID compliance around the world.

UID SOLUTIONS

Pondering UID solution choices? Find help here.



There is no question about it; UID momentum is growing like a snowball rolling downhill. From factory assembly lines to military warehouses UID, in the form of Data Matrix barcodes, is becoming nearly as familiar as the grocery store UPC code. We predict that the surge in UID adoption will continue for several more years. History shows that the grocery UPC-revolution occurred over twenty years, beginning in 1974.

The complexity of UID implementation choices is growing along with the rise in the number of UID practitioners. Add to that mix evolving UID business rules and policy along with ever expanding IT environments. The results can be daunting to those who find they must become UID compliant immediately, in order to meet MIL STD 130 deadlines or to ship product to the military.

Our purpose here is to offer some help in sorting through the maze of system options. The goal should be a simple solution that not only solves current UID requirements but remains viable for future UID rollout. As always, the first consideration in determining a deployment methodology should be finding a match between the application and

the environment. Let's begin with some basic questions. Their answers will help guide your organization to determine the type of system architecture that will work best in your environment. These questions may be easy to answer, as your IT department may have established guidelines. Alternately the decision may come down to which solution best fits your current and future needs.

Match the application to the environment

1. What type of software application can my company support?
2. What does the IT department require when implementing new software?
3. What software application environment will work best? Stand alone "island" mode? Small networked? Enterprise-wide?
4. If this is to be a web-based software environment, will it be self-hosted or SaaS (Software as a Service)?
5. If a single location, will there be access to the internet or the network?
6. If enterprise-wide, how extensive is the network? How many people and locations will be sharing the data?

Web access vs. no access considerations

The fundamental building block for a UID solution is knowledge of the type of access to be employed. If there is no web access, the software application will need to support a batch mode process. This will mean client/server software installed on a single computer that is not networked. In this scenario there are very few users at a single location, with no data sharing, and data is available only on the single device. This scenario works well when a system is to be deployed to a remote warehouse or manufacturing plant that is not networked with the rest of the company. The remote depot or "island" is a full UID compliance kit that includes software to handle marking, verifying, validating, and uploading to the IUID Registry. The latter occurs when the main computer is connected to a network or Registry data transfers via "sneaker net."

At the other end of the spectrum, full internet or network connections allows access by multiple users at different locations, divisions or groups and data sharing across business units. It also allows for mobile printing, validation, or data collection activity in real-time mode. Deployment is through SaaS for full access anywhere, anytime.

This type of web-based deployment benefits large enterprises with many locations. A good example of this is a military unit or large DoD supplier that is managing the UID program from a single location. The web-based system allows for the initial marking of items at many manufacturing, receiving, storage or maintenance locations around the world. It also allows access to the same, real time tracking data across the enterprise. NOTE: When data is being shared enterprise wide, total connectivity is a must. This ensures data continuity and prevents "data collisions." Total connectivity is the only safe environment in which users should make changes to the data as changes made independently, outside the network, will result in an inaccurate picture of current data and errors in the IUID Registry.

The middle ground is a smaller, networked environment. This solution involves a single location with multiple UID workstations on an internal network. Users are limited to a defined group, and data sharing occurs

only between users within that group. Each workstation should have access to the same database or the system should be web based and connected to the same deployment location. In any case each user must have access to the same information. An excellent example of this scenario is when data must be shared between a contract program manager and the manufacturing floor.


Does mobile computing have a place in your UID solution?

Those who are engaged in UID item marking in far flung locations are turning increasingly to mobile devices to get the job done. Mobility is also highly advantageous when items are stacked or difficult to move. The ability to take the computer to the item is a great productivity boost. Mobile applications are available with data shared in real time or through batch mode uploads. Deployment is through SaaS, a self-hosted web application or a networked client/server installation.

When considering the use of mobile devices, the first question to ask is this: What do I need to accomplish? Once that is answered, and mobile devices indeed have a place in your solution, it is necessary to consider the deployment methodology. For example, if you are using the system simply for UID scanning and data collection, an unconnected device that works in batch mode will suffice. In fact, remote scanning of items in the field, where connectivity may be unavailable, will likely require batch mode/offline operation. When it is necessary to view history and full pedigree sets, then a connected device is required.

Use this decision matrix to narrow your choices.

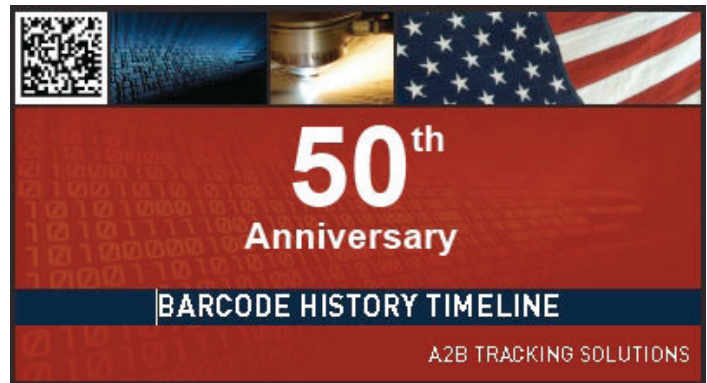
You know you need to implement UID, and a UID data management system is essential to ensuring successful compliance with MIL STD 130. Undoubtedly IT departments will have a say in the chosen technology, but those responsible for UID are urgently advised to study the environment, the user base, the location(s) where items will be marked and read and the outcome that is most beneficial to the operation. Only then will you will have an understanding of the type of system deployment that will work best. This matrix will guide you in your decisions.

			
	Enterprise Wide Solution	Small, Networked Environment	Stand Alone "Island" Mode
Connectivity	Full internet or network connections	Possible connections	No connections
Locations	Disperse locations not necessarily networked	Environment isolated to single site with internal network	Completely isolated environment
Users	Multiple users/different divisions or groups	Limited users to defined group	Very limited users at single location
Data Sharing	Data sharing amongst different business units	Data sharing amongst different users within a business units	No data sharing, data only local to the device
Mobility	Mobile applications in real-time mode	Mobile applications that share data real time or through batch uploads	Mobile applications that work in batch mode only
UC! Solutions	UC! Web™	UC! Web™ or UID Comply!®	UID Comply!®
Deployment	SaaS offering for full access anywhere	SaaS, Self hosted web application, OR Networked client/server install	Installed on single computer, not networked (Client/Server application)

BAR CODE TURNS 50

Most of us can barely remember a time before bar codes, and with good reason - the fiftieth anniversary of commercial bar code scanning is fast approaching. A2B has a special pride in this milestone, because our Board Chairman, David Collins, headed the very first linear bar code scanning effort, and has remained active in the bar code industry since that time.

In honor of this event A2B has published a bar code timeline. We hope you enjoy reliving this economic history. To open the bar code history timeline visit www.uidsolutions.com/barcodetimeline.html or [click here to open a .pdf version](#). Be sure to use the zoom button and full screen options on the tool bar when viewing the timeline online.



UID EDUCATIONAL WEB SEMINARS



In our quest to provide ongoing education to those who are implementing IUID and RFID we offer the following seminar series:

IUID Web Seminars from Data Capture Institute

David Collins, President of Data Capture Institute, has been engaged by A2B to present a series of IUID Web Seminars as a non-commercial, educational service to those who are required to implement IUID.

David is considered by many to be the "father of the bar code industry" having led the original bar code project, KarTrak, for Sylvania, in the early 1960s and later, in 1968, founding Computer Identics Corp, the first company to design and manufacture commercial bar code scanners. Over the years Collins and his team have overseen thousands of bar code installations around the world. He is author of the popular

1992 book, "Using Bar Code - Why It's Taking Over" and is a frequent keynote speaker and automatic data collection seminar presenter. As a member of the IUID integrated product team (IPT) he is uniquely qualified to respond to the questions and concerns of companies of all sizes, including large multi-national enterprises, as they strategize about UID implementation.

Upcoming UID Web Seminar Dates

(Presented each day at 2:00 Eastern)

Tuesday, December 7th
 Tuesday, January 11th
 Tuesday, January 25th
 Tuesday, February 8th
 Thursday, February 24th

To register for any of these dates, email pchasse@a2btracking.com or click on this link: www.uidsolutions.com/webinarSignUp.html

NEWS FROM A2B TRACKING:

Latest Press Releases

A2B Tracking Solutions Releases UC! Web™ v1.3 for Web-based UID Application

PORTSMOUTH, RI (October 14, 2010) – Citing the popularity of A2B's web-based UID compliance solution, UID Comply!® Product Manager... [\(Read More\)](#)

A2B Tracking Solutions President is AIM Expo Speaker

PORTSMOUTH, RI (September 23, 2010) – A2B Tracking Solutions President Peter M. Collins is scheduled to speak... [\(Read More\)](#)

A2B Tracking Solutions GSA Contract Renewed

PORTSMOUTH, RI (September 16, 2010) - A2B Tracking Solutions has been awarded a five-year extension of GSA contract # GS-02F-0227R. [\(Read More\)](#)

A2B Tracking Solutions Wins UID Air Force Contract Worth over \$20 Million

Washington, DC (August 23, 2010) – Senator Jack Reed (D-RI), Senator Sheldon Whitehouse (D-RI), Congressman Patrick J. Kennedy (D-RI)... [\(Read More\)](#)

A2B to Host UID Comply!® and UC! Web™ User Meeting at Forum

PORTSMOUTH, RI (August 17, 2010) - A2B Tracking Solutions Inc., the leader in enterprise-wide UID compliance software and services... [\(Read More\)](#)

UID QUARTERLY - A2B TRACKING SOLUTIONS - FALL 2010

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