

RFID VENDOR CHECKLIST

When looking for an RFID solution provider, here are five questions to consider before potentially settling on a vendor.

01 Do they understand the inner workings of the retail supply chain and are they willing to invest the time to learn your brand's strategic and tactical requirements, current workflow and system and business management processes?

Do they:

- understand the merchandise development process from PLM to POS?
- appear willing to become familiar with the people and culture within the brand or organization?
- know the lingo, both industry and brand-centric?

02 Do they have the capability of benchmarking against best practices in order to develop a practical roadmap?

Do they:

- have a team capable of leading the project from initial business case review through to pilot/POC and then a scalable solution?
- have the experience, tools, and ability to measure, monitor and manage solution efficacy and technical and business case validation?

03 Are they experienced in not only identifying business problems and challenges that RFID can solve, but also opportunities in which RFID can empower organizations?

Do they:

- provide leadership but aren't overbearing with their recommendations?
- make suggestions that might compromise the brand's positioning, mission, vision, values and strategic competitive advantage?
- understand the nuisances and bumps in the road your company might face along the way?

04 Are they vertically integrated and able to deliver upon all components of an RFID system, required?

Do they:

- manage EPC data encoding to ensure 100% accuracy?
- convert data and branding into a finished brand identifier?
- own their own software, including direct control of a code and product roadmap, and are willing to develop or customize to your specific needs?

05 Are they flexible and easy to work with?

- Yes
- No