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Welcome!

- ❖ Welcome to **How Ready Is Your Company To Adopt Technology?**
- ❖ We hope you will find this narrated class and the written support materials helpful.
- ❖ This presentation takes approximately 22 minutes to view. You do not need to view it all at one time. You can view one section and return to see others.
- ❖ Please take a moment to make sure that your speakers are turned on.
- ❖ *When you are ready, click the arrow to begin the presentation.*



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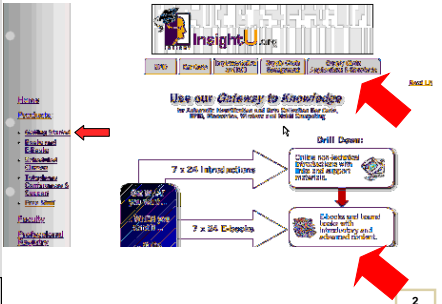
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Much More Information



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Presentation  **Support Materials** 

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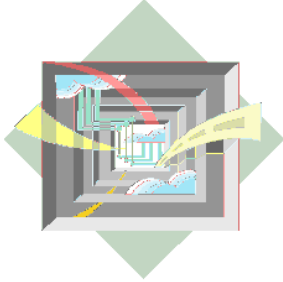
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The Big Picture



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This Class

- ❖ Understanding the goal
- ❖ Identify all the pieces in the puzzle
- ❖ Explain each piece
- ❖ Show how to evaluate your readiness



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The Goal

- ❖ Use new concepts, technologies & hardware...
- ❖ ...To improve financial and market strength of your company.

- ➔ **Reduce Costs**
- ➔ **Increase Profits**
- ➔ **Attract and Hold Customers**

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The Pieces That Make Up the Implementation Puzzle

- ❖ A Technology Partner
- ❖ Trading Partners
- ❖ The Technologies
- ❖ Enabling Community
- ❖ Implementation Team
- ❖ Implementation Plan

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Shifting *Goal* to *Mission*

- ❖ Understanding How To Prepare
 - ◆ Knowing what you need to know
 - ◆ Knowing if you know it
 - ◆ Knowing where to get what you need

Your Mission, really, is to find a GOOD technology partner who will help implement today's information hungry systems

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Preparation To Find A Knowledgeable Partner

- ❖ Logistics and material handling
- ❖ Data synchronizing systems
- ❖ Communications systems
- ❖ Work flow optimization
- ❖ Mobile computing
- ❖ Automatic identification and data collection
- ❖ Warehouse and/or manufacturing operations

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Finding The Right Implementation Partner

- ❖ Explain what you need
- ❖ Understand what you are being told
- ❖ Determine which technology supplier is right for you



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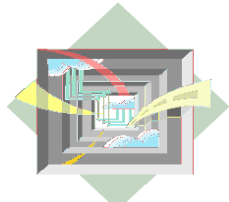
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Technology Providers

- ❖ Each one believes (and wants you to believe) that their company *does* know all about the standards as well as the concepts and technologies that *you* need.



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Understand the Pieces:

- ❖ Trading Partners
- ❖ The Technologies
- ❖ Enabling Community
- ❖ Implementation Team
- ❖ Implementation Plan



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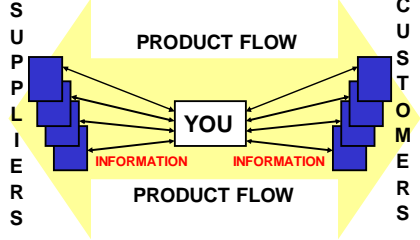
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Trading Partners Linked by Product and Information Flow



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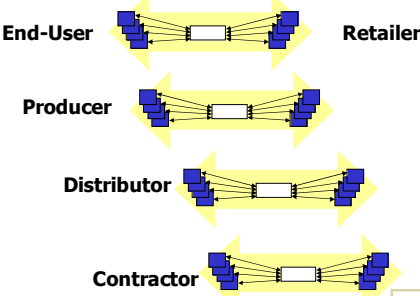
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All Companies Face the Same Challenges



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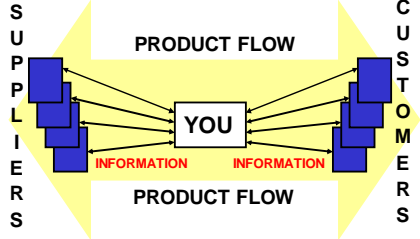
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Systems Work Best When They Work Together



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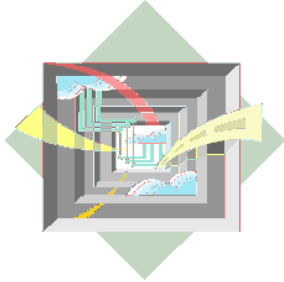
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Technology Improves Flow As Part of a Master Plan

- ❖ Bar Codes & RFID
 - ♦ Product ID
 - ♦ Shipment ID
- ❖ e-Commerce
 - ♦ Orders
 - ♦ Payment
 - ♦ Order status
 - ♦ Ship status
 - ♦ e-Catalogs
- ❖ Logistics
 - ♦ Pick / pack / ship
 - ♦ Direct ship
 - ♦ 3 PL
 - ♦ Drop ship

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You Must be Part of the Community

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The Implementation Team

- ❖ Leadership
- ❖ Members

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Leadership

❖ Change doesn't come easily!



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Installation Must Be a Team Effort

❖ You will need three types of members on the team:

EXECUTIVE **OPERATIONS** **TECHNICAL**



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Team Effort - Executives

EXECUTIVE



OPERATIONS **TECHNICAL**



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Team Effort - Operations

OPERATIONS



EXECUTIVE **TECHNICAL**



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Team Effort - Technical

TECHNICAL



EXECUTIVE **OPERATIONS**



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Checklist

- ❖ Who is the leader?
 - ◆ Why was he or she selected?
- ❖ Who is on the team?
 - ◆ Why was each selected?



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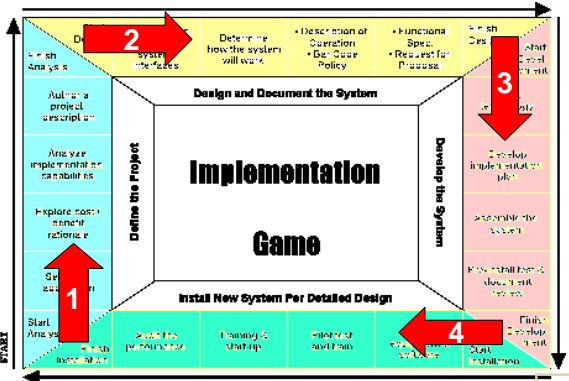
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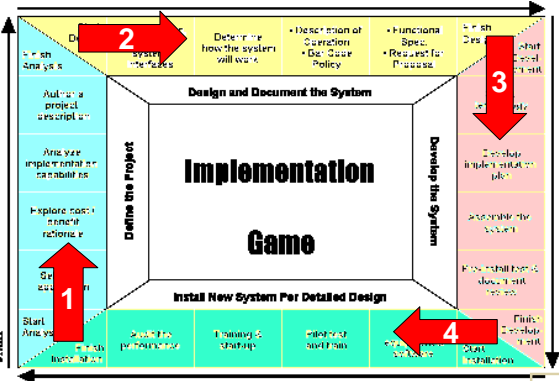
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Checklist

❖ What challenges will you meet:

- During the definition phase?
- During the design and documentation phase?
- During the development phase?
- During the deployment phase?

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Now Calculate How Ready Your Company Is To Implement



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The Adoption Formula

The Adoption Formula

Motivation X Know-How X Resources = Technology Adoption

<p>Benefits and Payback</p> <p>Potential Broad Scale Benefits</p> <p>Mandates to Use the Technology</p>	<p>Technology and Applications</p> <p>Implementation and Design Issues</p> <p>Change and Roadblocks</p>	<p>Management Issues</p> <p>Company and Industry Standards</p> <p>Budgeting Time and Money</p>
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The Adoption Formula

Motivation = 1
 X
 Know-How = 1
 X
 Resources = 1/2

1 x 1 x 1/2 = 1/2

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How Ready Are You Worksheet

Bar Coding... How Ready Are You?

Would you like to know how close you are to actually implementing bar codes in your company?

ISI.com is pleased to partner with INSIGHT, an independent support group for present and future users of bar codes and related supply chain technology, to bring you a worksheet developed to help you understand how far along you are in the process of solving Automatic Data Collection (ADC) and EDI technologies.

The worksheet is based on three categories of activities that, when quantified and then multiplied together, yield a percent completed equation. Simply stated, it is the level of Motivation, times the level of Know-How, times the level of Resources. It is presented here to help you understand where you are in the adoption process.

This model of Motivation x Know-How x Resources is depicted below. Those who engineer all three factors will dramatically reduce their implementation periods.

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Organize Your Information

- ❖ Motivation
- ❖ Know-How
- ❖ Resources

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Thank You!

- ❖ We hope that this has been helpful and that you will participate in other classes when they are offered.
- ❖ Please help us serve you better.
- ❖ Click to learn more about the Bar Code Implementation Guide

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