

RF-iT Solutions partner program

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■ detego[®] You-R OPEN Software and detego solution modules

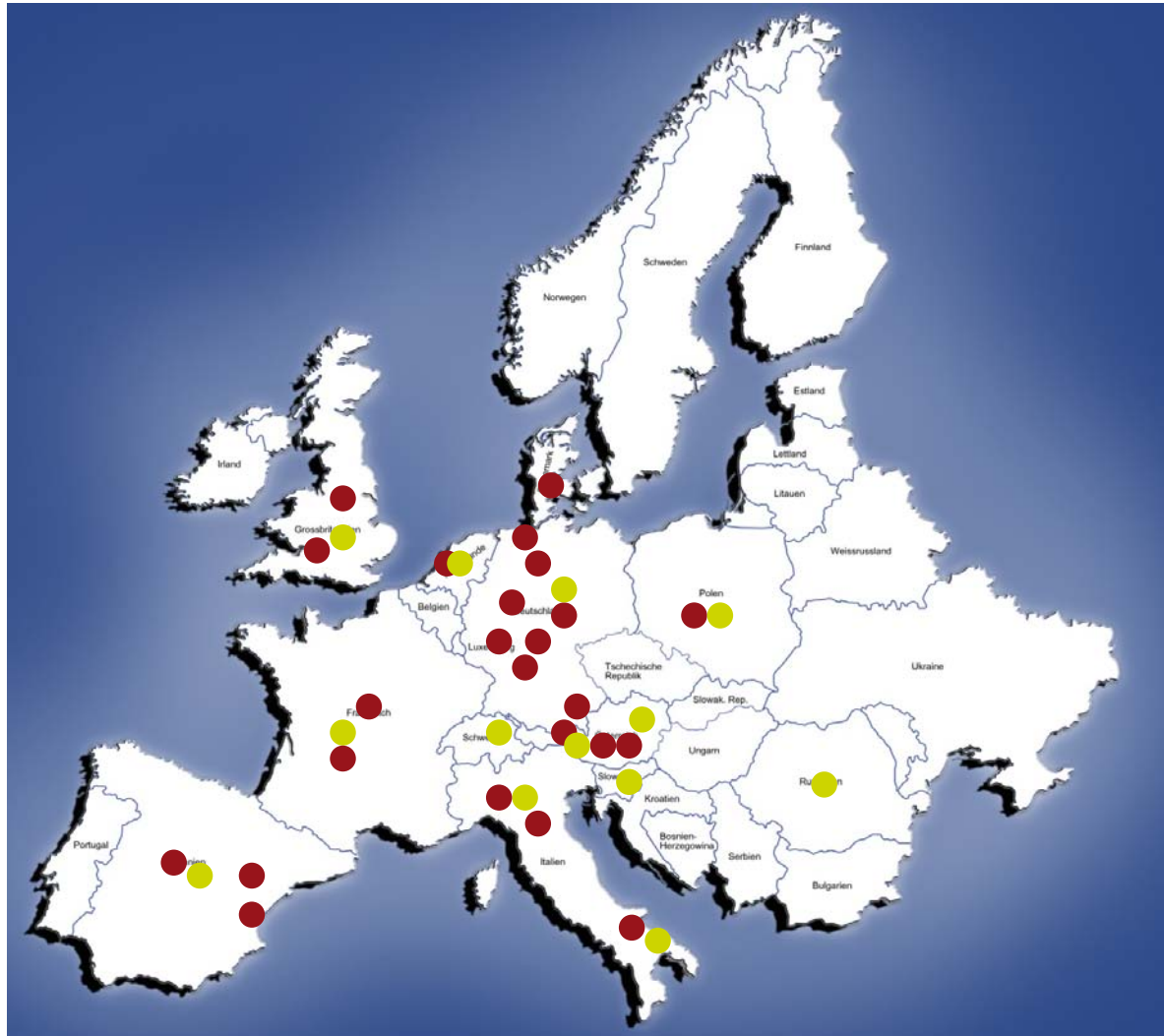
- Leading Auto ID/RFID Software for Device, Data- and configuration management
- Platform for Solutions
- Technology and manufacturer agnostic
- Winner of European Auto-ID Award 2006
- Winner of German innovation prize SME's - ITK 2007
- Benchmark winner automotive

■ Technology Consulting

- >30 years RFID experience of incorporators
- RFID Solutions Excellence Center
- GS1/EPC Test Center
- automated Test Environment
 - Feasibility Studies
 - Technology Analysis
 - Development of Identification Points
 - RFID Integration Consulting to Partners

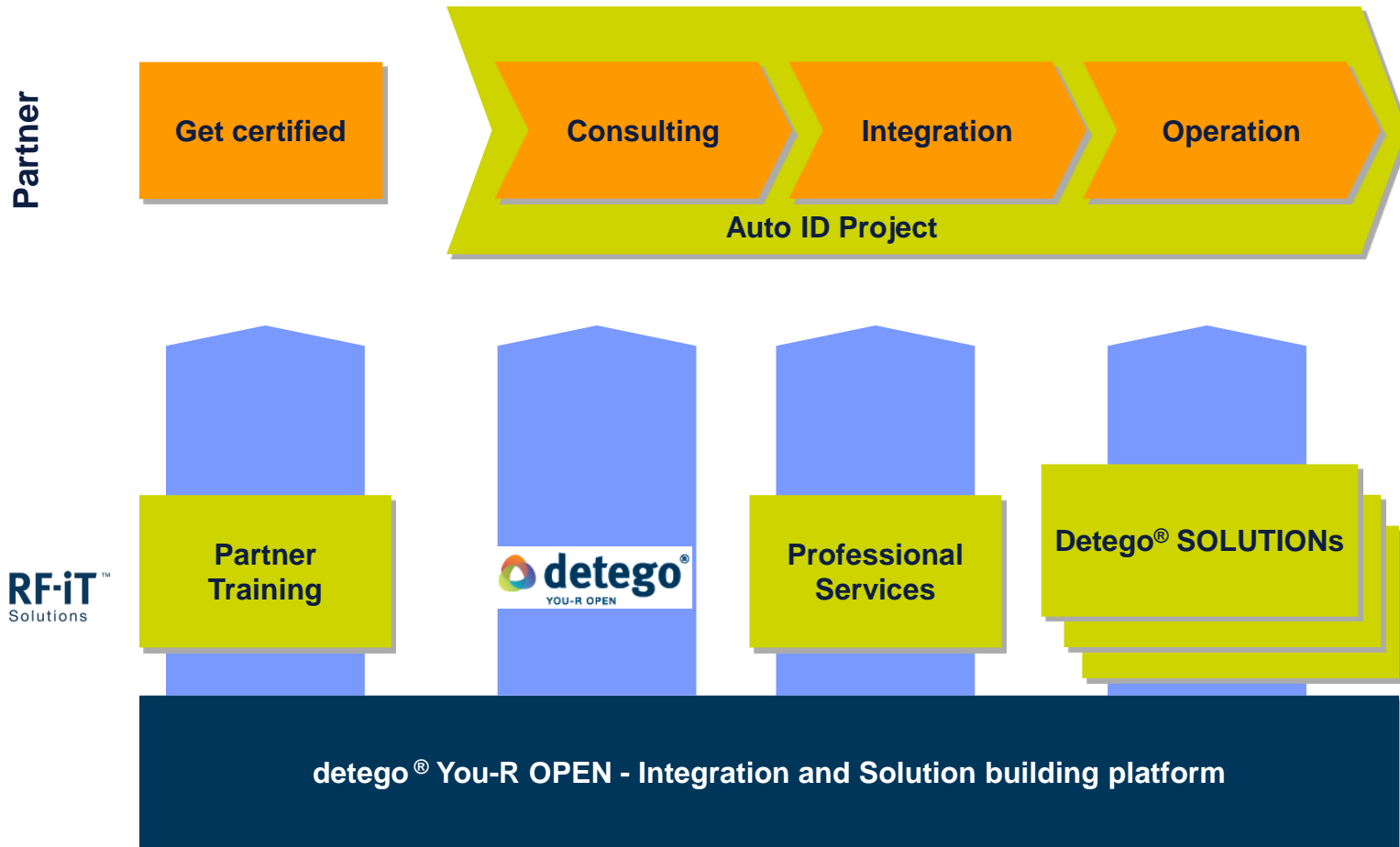


RF-iT Solutions is headquartered in Graz–Austria Regional Coverage + lots of customers worldwide



- Partners
- Customers
- + Tunesia
- + Vietnam
- + China
- + USA

RF-iTs Partnering Program



Efficient system integration with detego® You-R OPEN

- **detego® You-R OPEN Enterprise Developer Package (SI)**

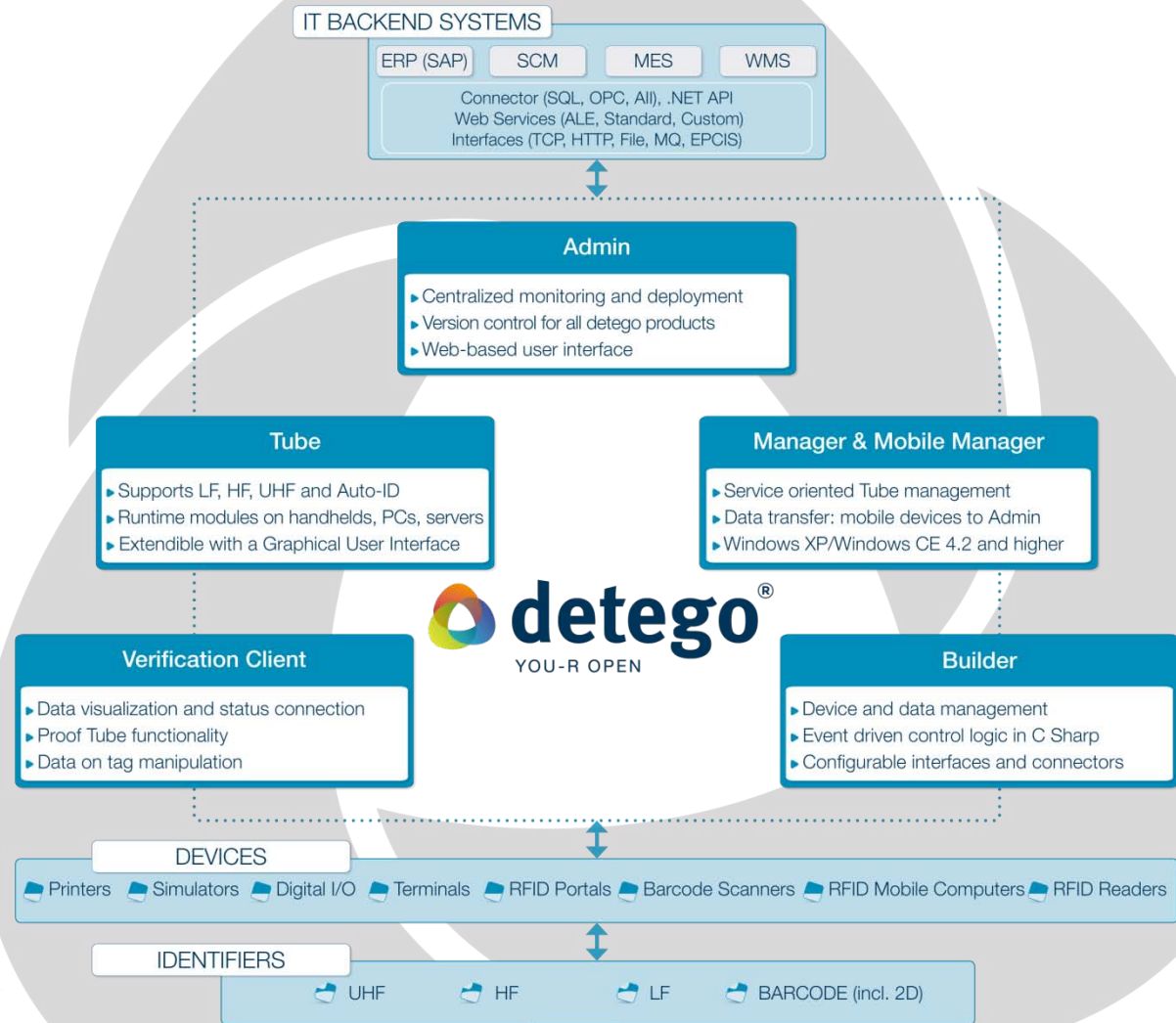
Tube Builder, Tube Manager, Verification Client, Admin Suite & AddOn's e.g. Setup for Mobile Tube Manager

- **detego® You-R OPEN Tube (customer)**

License price based on number of devices

- **detego® You-R OPEN Admin SUITE(customer)**
Administration Suite

- **detego® Solutions (customer)**
Complete range of solutions



detego® SUITE modul catalogue

Component	Module Name	Description/Hardware Options	Code
Tagging	Teach-In	Association of Item and EPC. Packing table, Barcode Reader, Touchpad Handheld	DO-00001 DO-00002
	Label Printing	Printing of RFID labels based on print jobs. Printer	DO-00003
Goods Inbound	Goods Inbound Registration	Registration of Goods Inbound without checking against a target list. Handheld Virtual Tunnel/Portal	DO-00004 DO-00005
	Goods Inbound Verification	Checking of Goods Inbound based on a target list (despatch advice). Handheld Virtual Tunnel/Portal	DO-00006 DO-00007
Goods Outbound	Goods Outbound Registration	Registration of Goods Outbound without checking against a target list. Handheld Virtual Tunnel/Portal	DO-00008 DO-00009
	Goods Outbound Verification	Checking of Goods Outbound based on a target list. Handheld Virtual Tunnel/Portal	DO-00010 DO-00011
Goods Relocation	Relocation	Automatic transfer of registered item data to predefined locations. Handheld Virtual Tunnel/Portal	DO-00012 DO-00013
Inventory	Inventory Registration	Stock taking without checking against a target list. Handheld	DO-00014
	Inventory Verification	Checking of current stocks based on a target list. Handheld	DO-00015
Article Surveillance	EAS Deactivator	Items get the „sold“-flag while the registration in the checkout process. UHF LAN Reader, Barcode Scanner	DO-00016
	EAS Detector	Registration of individual items at the point of exit and checking that the goods were sold. Triggers alarm in case of theft. EAS Antenna	DO-00017
POS	POS/Cash	Article Data are registered at cash desk. Connection to the POS system. UHF Reader	DO-00018

Component	Module Name	Description/Hardware Options	Code
Pick & Pack	Picking	Picking of individual items based on predetermined picking lists. Handheld	DO-00019
	Packing	Review of packed shipping units based on an existing delivery order. Packing table	DO-00020
Item Search	Item Search	Search of items based on their article number or their EPC-code. Handheld	DO-00021
Reporting Services	Track & Trace		DO-00022
	Goods-Inbound Report		DO-00023
	Replenishment Report		DO-00024
	Theft Report		DO-00025
	Sales Report		DO-00026
	Inventory Report Location		DO-00027
	Inventory Report Item		DO-00028
Data Store	Data Store	Database for the storage of all collected data by connected modules.	DO-00029
Cross Docking	Packing	Application for automated review of precommissioned delivery units.	DO-00030
	Goods Inbound Verification		DO-00031
Asset Management	Inventory Registration	Management and automated registration of assets.	DO-00032
Administration	Admin	Central administration tool.	YO-00002

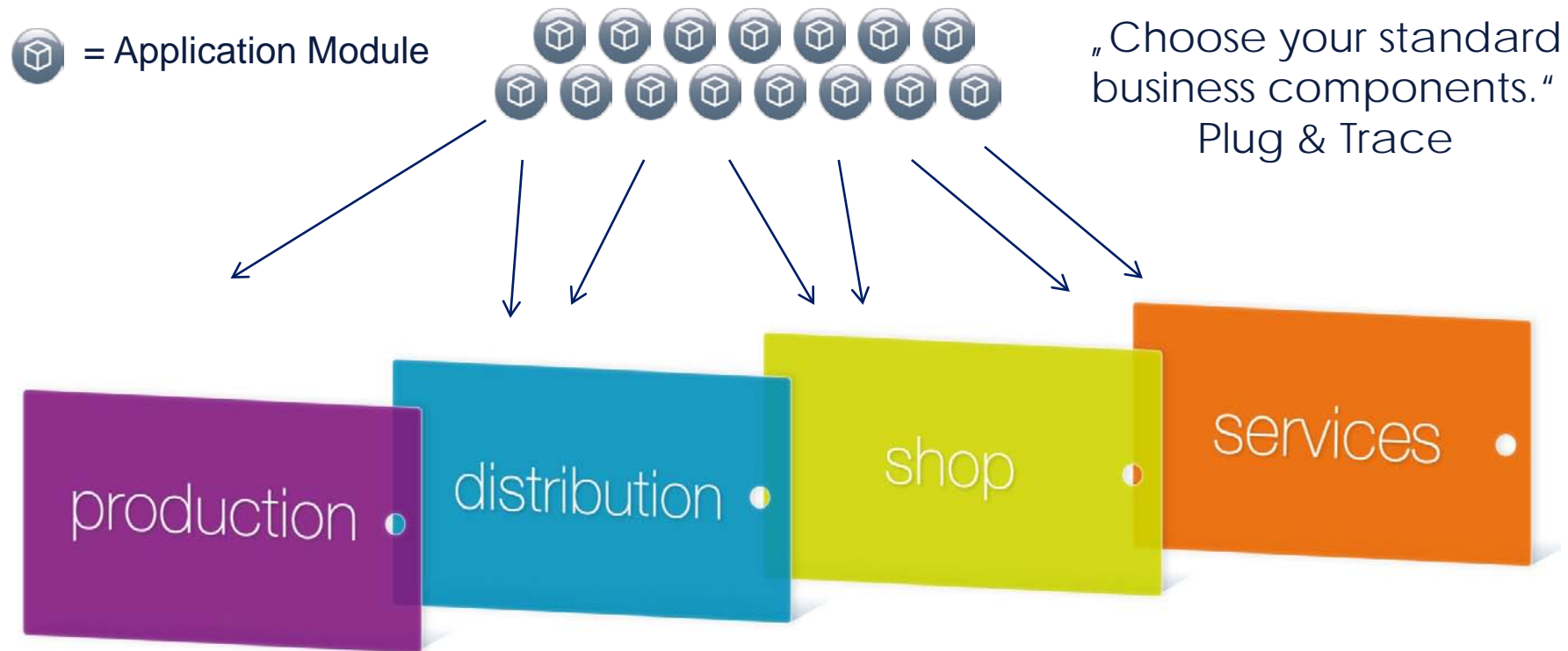
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detego® SUITE

Through the whole value chain

detego®

SUITE



Partner levels



Partnership development process



Partner program

General conditions

RF-iT Solutions partner program			Partner categories		
			Silver	Gold	Platin
Partner requirements	General conditions	Signed partner contract	required	required	required
		Acceptance of our RF-iT Solutions partner program agreement	required	required	required
		Technical training to be a RF-iT Solutions certified partner	required	required	required

Yearly turnover	Value in €
gold partner	50.000.-
platin partner	100.000.-

Partner program commercial benefits

RF-iT Solutions partner program		Partner categories		
		Silver	Gold	Platin
Commercial benefits	Sales discount on detego You-R® OPEN customer licenses	-35%	-40%	-45%
	Payment by installments offered for your first detego You-R® OPEN Enterprise Developer Package. That means one half at installation, one half at the first project.	x	x	x
	3rd Level support for Enterprise Developer Package for free for the first year and afterwards for a special rate of 18% of the Enterprise Developer Package list price a year	8%	8%	8%
	Sales discount for the second or more detego You-R® OPEN Enterprise Developer Package	-35%	-40%	-45%
	Technical training	x	x	x
	Usage of the RFID/EPC global Competence Test Center in Graz/Austria for the realization of common projects	x	x	x
	Discount programming service	-5%	-10%	-15%
	Discount for technical pre-sales consultancy	-5%	-10%	-15%
	Discount for professional services	-5%	-10%	-15%

Partner program

Sales & marketing benefits



RF-iT Solutions partner program		Partner categories		
		Silver	Gold	Platin
Sales & Marketing benefits	Marketing services and benefits		X	X
	Lead reservation		X	X
	Sales support		X	X
	Published partnership on both web pages	X	X	X
	Access to our RF-iT Solutions partner website	X	X	X
	Partner events	X	X	X
	Partner newsletter	X	X	X

detego® GROUP (diamond partner)



- **Common solution platform and increased market potential**
(well established products under one brand)
- **Systematic marketing & purchasing rights**
(brand CI-Guide, patents, licenses, design, market research)
- **Hardware and software purchasing**
(price advantages based on common business processes and common purchase volume)
- **Common Services for Integration, Development and Project Management on international base**
- **Common group development and market targeting**
(shared R&D resources => decreased costs)

- **Starter Package: € 5.000 one time, plus 4,5% purchased net turnover per year via detego group (2% management fee; 2,5% marketing fee) with a minimum baserate.**

- **Starter Package for the group members includes:**
 - Base Training, Advanced Training
 - Brochures, PR-Mailing
 - Templates, Case Studies
 - Internet Purchasing and Trade Platform
 - Distribution channel of own Detego Solutions
 - detego You-R OPEN Developer Package
 - higher discounts (55% on Detego Solutions)

- **5 years contract**

Organisational setup

- RF-iT Solutions as the consortium leader is providing the official consortium agreement
- Centurio Board (1 seat for each partner)
 - Quality / Controlling
 - Goal setting and Marketing/PR
 - Anonymous partner benchmark
 - Quarterly meetings
- Group Management
(1 centralized contact person for the group activities, controlling, partner benchmarks, administration)
- Purchasing Agents

Expectations on group members

- Training of the staff
- Purchasing of the group product portfolio
- Sharing tradeprices with the group management
- Establishing of Managementmethods (MBO, Balanced Scorecards)
- Customer support
- Sharing market and success indicators to the members of the detego[®] GROUP
- System aligned business behavior
- Active participation, improvement and development of the system
- Loyalty to the detego[®] GROUP
- Optional: enhancing the detego solutions modules portfolio

Our Vision:

right time, right place, right item



- **Home of Excellence**
 - We live a cooperative management style by stimulating creativity, leadership and goal-orientation
- **Plug & Trace**
 - We create off-the-shelf solutions in the field of RFID & AutoID - to maximise customer benefit
- **State of the Art in RFID & Auto-ID**
 - We set the standards by permanently optimising our products & services to achieve worldwide leadership
- **Smart Integration**
 - We are creating the leading european integration network to provide services and support to our customers and partners

Thank you for your attention!

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