

detego[®] Partner Network



You know your business - We know RFID

Partnerships are based on trust, mutual support and reliability – that is our philosophy

ENSO Detego GmbH is a strong partner-oriented RFID solution provider. We offer outstanding and market proven solution modules under the brand name **detego[®] SUITE**.

The modules support system integrators in various industries to implement RFID projects in a fast and efficient way. Typical frequently required process steps like Goods-In, Inventory, Pick & Pack, etc are available as predefined and configurable hardware and software functionality. Based on this concept the integration effort and implementation time can be reduced to a minimum. The benefits and usability for our system integration partners have been proven in numerous reference cases.

detego[®] You-R OPEN is your advanced development platform that allows you to connect, configure and control a wide range of Auto-ID devices and interfaces to a database or an Enterprise Application (e.g.SAP).

System integration partners decide which products or services they want to rely on. The detego[®] product range has already enabled many of our partners to deliver innovative RFID and Auto-ID solutions.

Our offerings to partners are

- ▶ **RFID solution modules:** detego[®] SUITE
Module catalogue comprising hardware and software, documentation, price list
- ▶ **RFID development platform:** detego[®] You-R OPEN
- ▶ **Pre-Sales-Support:** Accompany partners to end customers to support RFID project selling
- ▶ **Customizing:** Adaption of modules to specific project needs
- ▶ **Maintenance & Support:** 3rd Level Support / software
- ▶ **Hardware procurement:** One-Stop-Shopping

Benefits of the detego[®] partner program

- ▶ International networking – exchange of information
- ▶ Single brand identity – e.g. customers will become familiar and comfortable with detego[®]
- ▶ Discounts from hardware suppliers – e.g. for higher volume purchases
- ▶ Discounts for the detego[®] product range and consultancy services
- ▶ Group product develop activities
- ▶ Possibility of forming strategic partnerships – e.g. between group members for larger/international projects