



Offer to Participate



Consortium for RFID based IT Asset Management Solutions for Data Centers in Europe

Your EECC-
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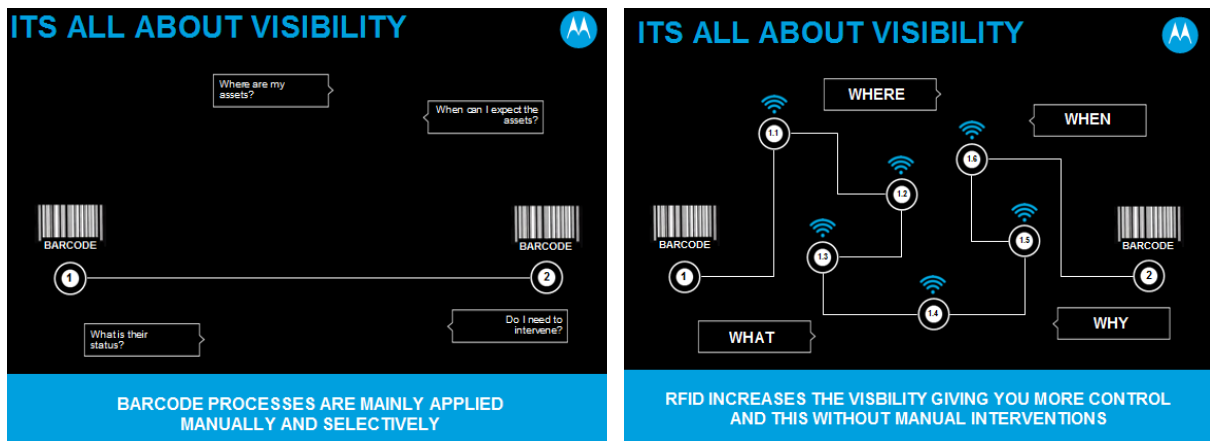


From where we started:

**July 10th, 2013: IT Asset Management Workshop at the EECC Labs
in Neuss, Germany**

In 2005 the Metro Group, DHL and the GS1 Germany organization established the European EPC Competence Center in Germany. The aim is to develop the market for RFID use cases in diverse industries. Not only using RFID in logistic processes, but also invite other industries to participate of the advantages of RFID in their dedicated processes.

Therefore the EECC invited several companies from the IT industry sector to their 5th Workshop Telecommunication. Companies like IBM, RFID GS, Cisco Systems, EECC and Motorola demonstrated how to create use out of RFID for Asset Management in the IT Industry:



For example: Step forward from barcode to RFID

Picture out of presentations on EECC IT Asset Management Workshop

Most relevant was the demonstration of Cisco Systems. They presented how they use RFID internally and worldwide in their own data center. This “closed loop” scenario fits perfect to the needs of Cisco Systems.

After the Workshop some interested companies asked:

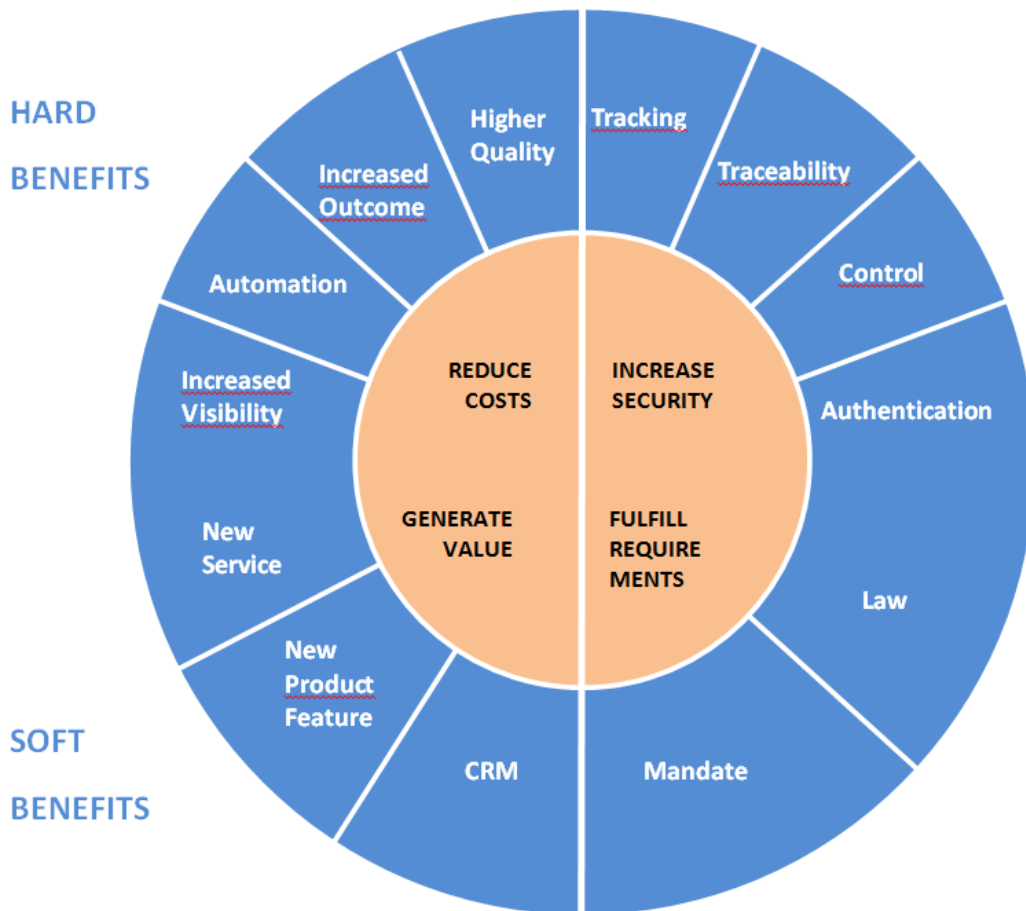
**Why should every company invest lots of money and resources
in the same use case RFID Asset Management?**

They were right:

Now the aim of the EECC is to establish standard scenarios for same use cases in data centers in Europe. In the US IT companies already decided to optimize their processes with RFID.

The main Benefits of RFID based IT Asset Management for Data Centers are:

- Datacenters value is space and infrastructure. If you know what is where how effective planning and productivity would be?
- Maintenance Services are complicated (and expensive) because of not knowing where the equipment in the datacenter is located, what the maintenance history iswith RFID they would know.
- Telecommunication companies very often do not really know exactly what type of equipment and how much it they have in use or stock. With RFID they would know.
- Do you know who was responsible in case of failure. You will know with RFID.
- Manually annual stock takings are common and cost a lot of money. With RFID they would know.
- How do you deal with the documentation of secure destroying of old hardware? Do it with RFID.



Picture out of presentations on EECC IT Asset Management Workshop



Picture: The EECC Lab in Neuss

- The EECC wants to help you to offer these RFID-services to your customers.
- The EECC helps you to calculate new ROIs.
- The EECC will help you to produce transparent.
- The EECC will help you to increase your productivity.

How can we create a win – win situation?

After the very successful RFID Workshop Telecommunication the EECC was requested to answer these questions:

“What are the next steps. How can we get some grip on this issue?”

The EECC created an opportunity to participate in a consortium of companies which have a similar business model or even operating tasks. Companies like telcos, data centers, insurance, telehouse ... are invited to share the knowledge and create a group which uses RFID in the same way. On top the possibility is then given to create own use cases based on standard technology but differentiation potential to competitors.

From EECCs point of view the main development tasks could be:



IT assets move constantly throughout a data centers and are typically tracked manually

Seldom in a permanent location – many look alike and sometime hard to find the right specific item

Inability to locate servers for repair or upgrades quickly (typically 4-8 hours)

Tax and data security laws (HIPAA, SOX, etc.) require knowing all movements and locations of assets

High security data tapes are constantly being pulled from storage without validation

Picture out of presentations on EECC IT Asset Management Workshop



The Consortium wants to create an easy fully demonstrable product that

- Allows easy inventory
- Allows databased history features for each equipment
- Allows to find easily equipment
- Is easy to install and easy to use
-and you / your customers tasks....

Join our

Invitation

BUSINESS NEED

**THE ABILITY TO
IDENTIFY AND
TRACK THE
MOVEMENT OF
ALL CRITICAL
ASSETS**



Picture out of presentations on EECC IT Asset Management Workshop



The Schedule:

The EECC invites you as potential interested company to a workshop to our innovation center in Neuss. Use cases will be shown in our test laboratory- we give you insights and trust in the plan and technology. After that we plan to visit the data center of Cisco Systems in Amsterdam. Here you can see in a live environment how Cisco uses RFID and get some impression what you can use. This workshop is planned for the

When: 12th of December, 2013

- Workshop will start at 9:00 a.m. in Neuss.
- Presentation of the Master Plan.
- Walk and talk through the Innovation Center. How would the RFID solution smell like?
- Around 12:00 a.m.: Travel to Cisco Systems Amsterdam.
- Around 14:30 a.m.: Visiting RFID staffed data center of Cisco Systems Amsterdam.
- Discussion round: Definition of needs and demands consortium.
- Open end in Amsterdam (possible)

Costs of travel or accommodation needs to be covered by every consortium member on their own.

START Project: IT ASSET MANAGEMENT SOLUTION

The EECC plans to start the evaluation and development of the consortium solution in December, 2014. After the workshop interested parties will get an offer to participate depending on the number of participants. We plan to stay under 10TEUR/party. The more parties the higher the win – the lower the cost for each. Agreements shall be given one week after the workshop till December, 20th.

Please check your ability to participate. The last workshop was completely overbooked.

Please reply to: kern@eecc.info vonbonin@eecc.info

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Kind regards,

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