

Mobile Solutions

Mobile Solutions



RFID

WLAN

AIDC

mobility

auto ID

data collection labeling

software
development

wireless



BRINGING STABILITY TO MOBILITY

Organizations go to great lengths to create policies, procedures, systems, and safeguards to build consistency and efficiency into their processes. But these controls and consistencies are often left behind when mobile workers step outside the four walls.

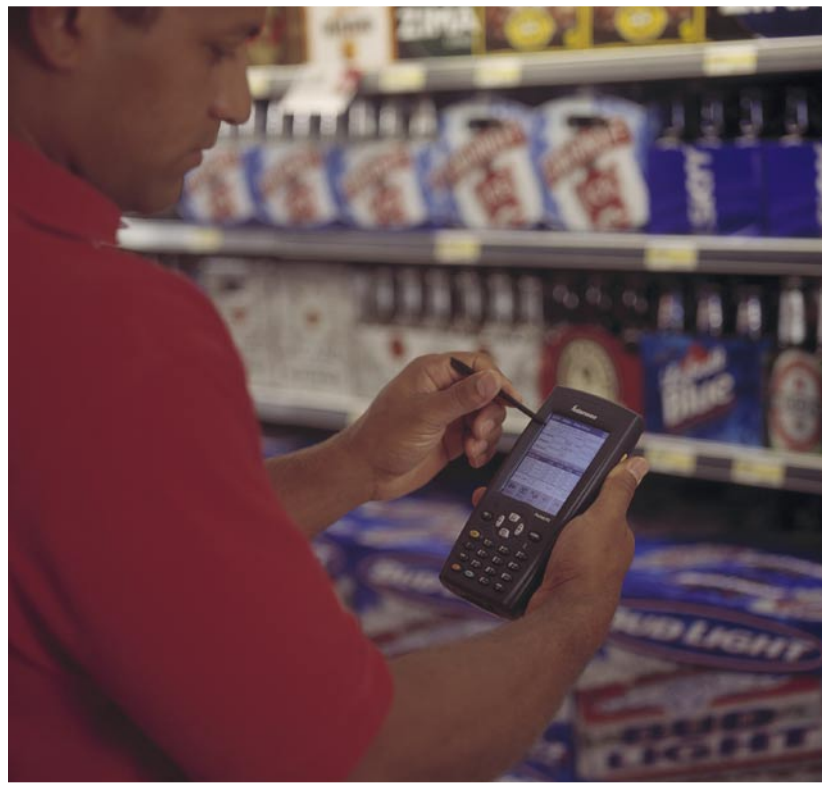
For most businesses, mobile operations represent the greatest remaining opportunity to improve efficiency, responsiveness, and profitability through automation. The benefits to mobile automation are well documented, and are available to practically any organization that delivers, sells, or provides service. Consider:

- Companies that implement mobile sales force automation (SFA) systems are 1.5 times more likely to improve sales force productivity than those who do not.
- 74% of companies who implemented mobile SFA said they increased revenue as a result of the system.
- Only 22% of top-performing field service operators use paper-based operations.
- Field service automation produces an average 18% increase in service revenues and 9% reduction in repair time.
- 60% of companies who implemented fleet mobility technology said it increased customer retention; 75% said it improved mobile worker productivity.
- In DSD operations, automated processes reduce receiving and verification time by 60%.

Sources: points 1-5, Aberdeen Group; point 6: Grocery Manufacturers of America (GMA)

Mobile automation lets you extend enterprise systems to the field so mobile workers can exchange information whenever and wherever it's needed. Automation spares skilled service staff and busy delivery drivers from time-consuming data entry. It streamlines office operations as well, and gives you unprecedented visibility and control over mobile operations. Cell phones and PDAs are no longer enough to create a competitive advantage.





“Overall, we have about 270 mobile computers in use...looking ahead, when we have fine-tuned our processes, we’ll be saving man-hours and costs, and that will translate to revenues”

- C.V. Eaton
MIS Manager
J. J. Taylor



NO MATTER WHERE YOUR MOBILE WORKERS GO, BARCODING INC. HAS YOU COMPLETELY COVERED

By bringing computers, communications, software and services together, Barcoding Inc. creates solutions that meet your needs today with the flexibility to change for tomorrow. We have extensive experience, staff and resources in all aspects of mobile systems, so you don't have to worry about managing and coordinating multiple hardware, software and communications providers.

SERVICES

Our Mobility Solutions Group provides the assistance you need at any and all stages of your mobile automation project. Services include needs assessment and system design, software development, equipment evaluation, configuration & provisioning, installation, training, and support. We can also provide mobile management systems so you can easily and remotely monitor, troubleshoot and upgrade mobile devices and software. We also offer a variety of service and rental services to keep your equipment in the field and out of the shop.

SOFTWARE

You don't send PCs and servers into the field – so why send your mobile workers out with software developed for desktop users? Barcoding Inc. has a wide selection of route, delivery, sales, and service software that is designed for mobile users, built on mobile operating systems, and ready for wireless communication. We provide, configure, and integrate packaged software from leading providers, including applications for:

- Route Accounting
- Pre-sales
- DSD
- Proof of Delivery
- Fleet Management
- Dispatch
- Field Service
- Dispatch & Work Order Management
- Remote Order & Transaction Processing
- Environmental Data Collection
- GPS tracking
- Push-to-talk capability software

To customize and integrate your solution, we offer complete software development services plus application development tools to connect with your enterprise applications and databases. Software that's built from the ground up for mobile users keeps your total cost of ownership (TCO) down while providing a path for future upgrades.



COMPUTERS & PERIPHERALS

Each environment is different, which is why Barcoding Inc. carries dozens of mobile computers to meet your specific needs for ruggedness, data entry technologies, communications capability, and software support. To lower your purchase and support costs, consider using a single handheld computer with integrated wide-area voice and data capability, wireless LAN and Bluetooth connectivity, along with data entry by keypad, signature capture, barcode or digital camera. Users don't have to worry about keeping separate computers, cell phones and peripherals charged and working, and you don't need to worry about supporting or servicing multiple devices.



Barcoding Inc. has a complete line of handheld, vehicle mounted and tablet computers built on the operating systems – including Pocket PC 2005, Windows Mobile 5.0, Windows CE 4.2 & 5.0 – that are designed to provide the user interface and battery efficiency mobile workers need. Choose from a variety of ruggedness levels, display options, communications capabilities, and data entry technologies, including barcode, RFID, voice, and more.

MOBILE PRINTERS

Complete your mobile transactions with invoices, receipts, service records and other documentation produced on rugged mobile printers. Choose vehicle-mounted or mobile models to meet the convenience and output needs of your mobile workforce.

COMMUNICATIONS

Connect whenever and wherever you need to provide mobile workers with enterprise information such as order and service histories, worker orders, available inventory and delivery status. Two-way wireless connectivity also lets you send and collect orders, inventory updates, delivery confirmations, and other data throughout the day. Get the connections you need – Bluetooth connectivity for peripherals, Wi-Fi, cellular voice & data, and GPS tracking. In fact you can even get them all in a single device. Regardless of what you choose, Barcoding Inc. specifies mobile computers with integrated radios to improve reliability and reduce the chance of damage. And, we provide complete configuration & integration support.



Our ability to provide the complete solution is not all that sets Barcoding Inc. apart. We have actual experience bringing it all together. Barcoding Inc. has been integrating mobile applications and related technologies for more than 15 years and has helped customers create many practical, proven and profitable route accounting systems.

Barcoding's Mobility Solutions Group is in charge of helping to track your products and services outside the four walls of your warehouse, whether it is proof of delivery for route accounting applications or tracking technicians on service calls, Barcoding has the knowledge and expertise to implement mobile solutions in to your enterprise.

It's not just about being mobile... ...it's about improving your business

KNOW THE DIFFERENCE, MAKE A DIFFERENCE

Compared to office, factory and warehouse environments, automating mobile operations is different. Successful mobile automation takes much more than fitting enterprise application screens on handheld computers and finding batteries that will last long enough to complete the shift. Successful systems must be developed from the ground up to meet the needs of the mobile worker and environment – from the user interface to the communication method to the ruggedness and ergonomics of the devices.

Mobile automation is different – but it doesn't have to be difficult. If you understand what mobile workers need, you'll create a system that improves accuracy and efficiency in the field and in the office. With more than 500 completed mobile projects, Barcoding Inc. understands what it takes for mobile automation success.

SEE THE WHOLE PICTURE

At Barcoding Inc., we want to provide more than hardware, software, and service. We want to give our customers perspective. We've developed extensive resources to help people learn about Mobility and its applications, capabilities, and limitations. Visit our web site (www.barcoding.com) to see FAQs, white papers, user profiles and more information about Mobility and related technologies.



Any business that relies on time-sensitive information can benefit from mobile technology. Below are just some of the industries that we have implemented systems for. Visit www.barcoding.com to learn more about specific solutions.

- Aerospace and Defense
- Airline
- Automotive
- Banking
- Capital Markets
- Chemicals
- Communications
- Consumer Goods and Services
- Department of Defense
- Education
- Electronics and High Tech
- Energy
- Financial Services
- Food and Beverage
- Footwear and Apparel
- Forest Products
- Freight and Logistics
- Gaming
- Government
- Health and Life Sciences
- Healthcare
- Hospitality
- Industrial Equipment
- Insurance
- Manufacturing
- Media and Entertainment
- Medical Products
- Metals and Mining
- Military
- Pharmaceuticals
- Rail
- Retail
- Transportation and Logistics
- Travel Services
- Utilities
- Warehouse and Distribution

BUSINESSES MOVE FORWARD WITH BARCODING INC.

Our systems are successful because we manage all the details. There are no handoffs between the computer maker, software developer, and network provider. Barcoding Inc. brings it all together, and integrates it with your host systems. Our solutions are complete – but completely flexible. Your needs and work processes won't be shoehorned into a packaged offering. Consider:

- Barcoding Inc. carries dozens of handheld, vehicle mounted, and tablet computers from multiple leading manufacturers. You'll get exactly the form factor, operating system, ruggedness, screen size, communications capabilities, and peripherals your workers need.
- Systems can be batch or wireless. Bluetooth, Wi-Fi, GPS and wide-area wireless voice & data from multiple carriers are all supported.
- Choose from packaged software application, custom development, or an application development package to create your own solution.
- Support sets Barcoding Inc. apart. We provide complete planning, implementation, and after-sales service. With offices around the country, we're ready to support rollouts of any size and quickly respond to service needs.

Barcoding Inc. creates complete solutions by integrating products from the top providers of mobile workforce software, network services, mobile computers, and peripherals. As an independent integrator, we have the flexibility to recommend the mix of mobile computers and peripherals best suited for the job, and have the integration expertise to bring them all together.

Mobile technology changes quickly, but fundamental business challenges and opportunities remain. Our combination of business understanding, mobile & wireless expertise and complete service is why Barcoding Inc. has been a leader in helping customers automate for more than 15 years.

2220 Boston Street
Baltimore, MD 21231
888.860.SCAN
www.barcoding.com
