

# RFID JOURNAL LIVE!

MAY 9-11, 2023 | ORLANDO, FLORIDA

# Thank-you, Next



John-Pierre (JP) Kamel  
Managing Director  
**RFID Sherpas**



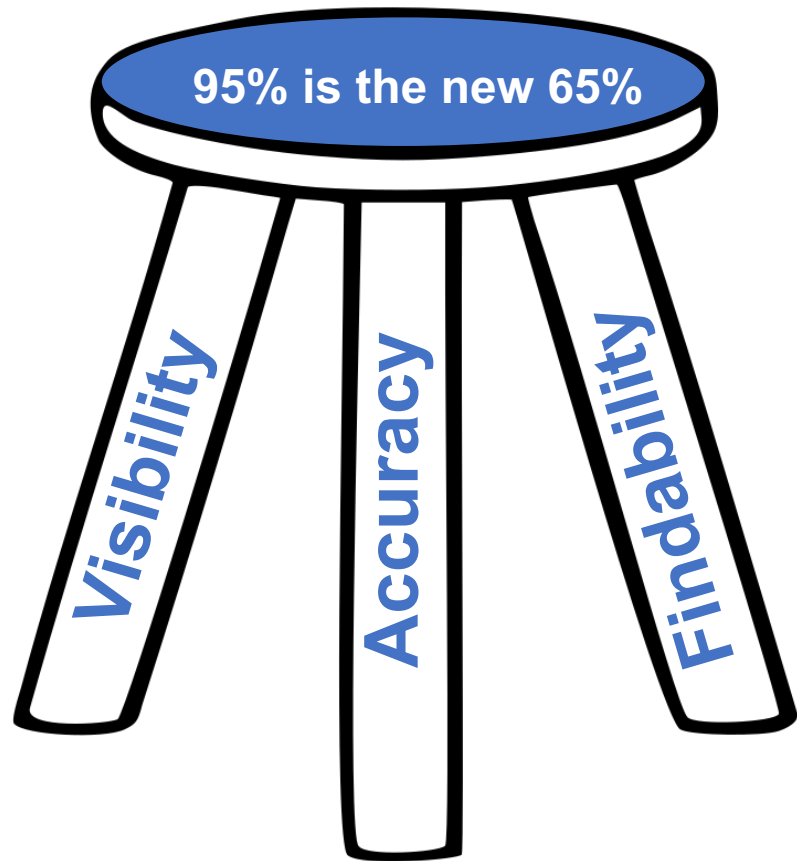
# RFID Sherpas: Who We Are...

- Management consultants
- Vendor agnostic: We don't resell anything....
- Strategy, Operations & Technology
- Focused on helping retailers and brands get the most out of their Omni and RFID investments

# You Did it! It wasn't easy.....

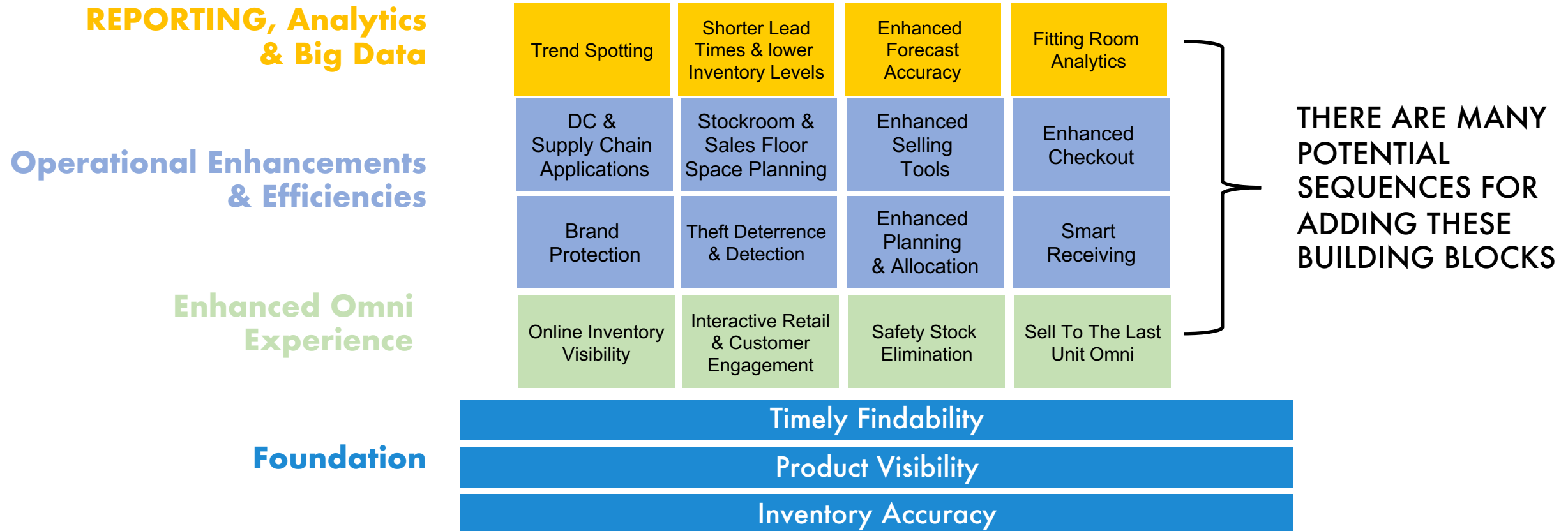


# Foundational Capabilities



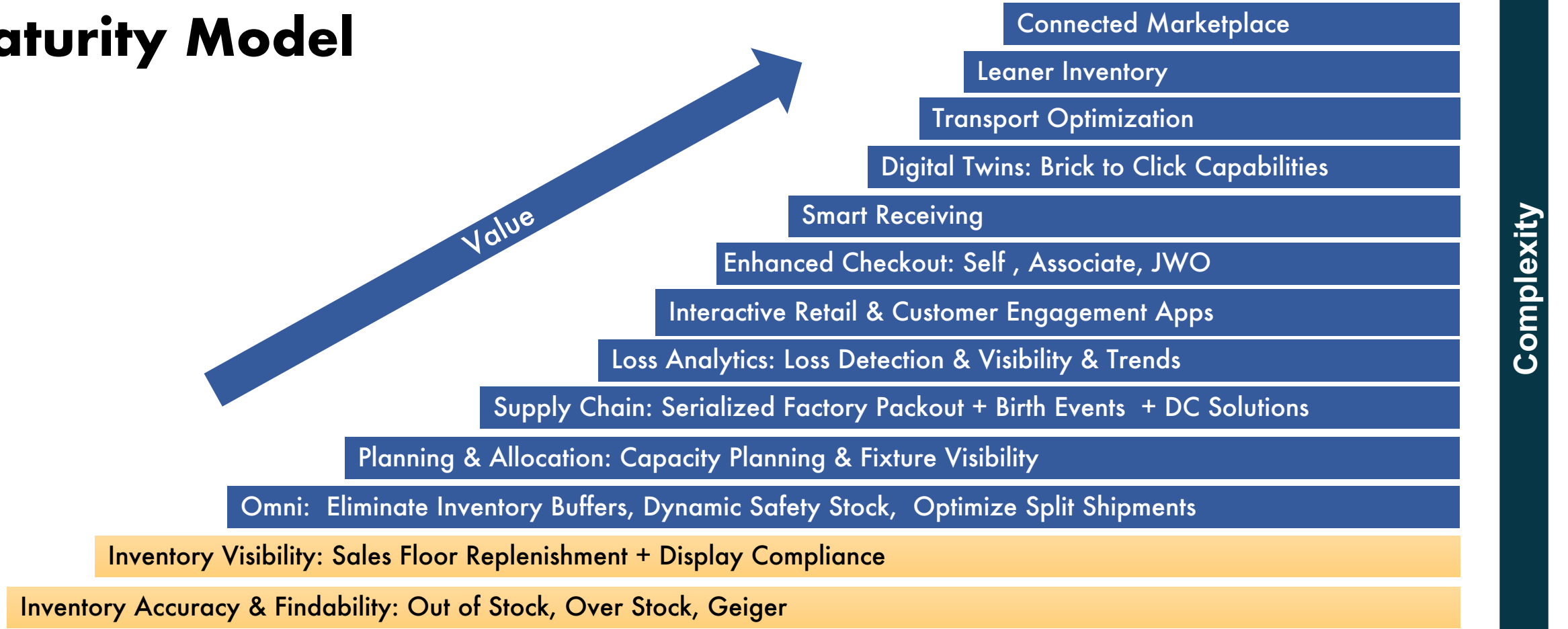
- **Inventory Accuracy**
- **Inventory Visibility**
- **Timely Findability**

# The RFID Enterprise's Building Blocks

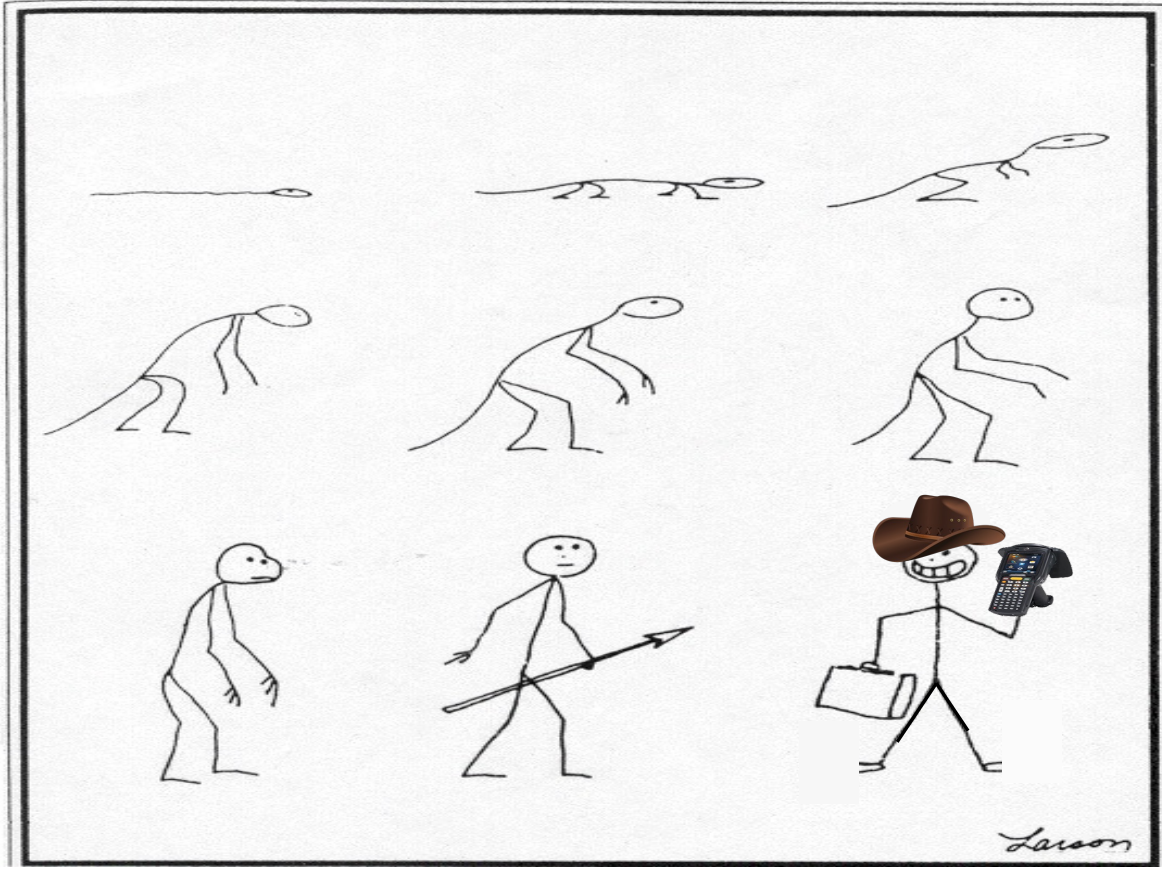


# The Stairway to RFID Heaven

## Maturity Model



# What You Should Be Considering.....



- Business Needs
- Evolving Tech
- Standards
- Trends



# Key Trends We Are Seeing.....



1. More than an alarm: Loss Analytics
2. Supply Chain (DC and Factory)
3. Hands Free RFID & Automation
4. Customer Engagement Solutions
5. Data is driving AI/ML/RPA Applications
6. Brand Protection Solutions

# Crawl, Walk, Run, Fly



# Advice For Expanding Your Program

A Cross-Functional Team is CRITICAL

1

Create a comprehensive strategy that aligns and solicits feedback from all areas of your business. This should be led by an executive.

ROI is King

2

Think Big. Understand your comprehensive ROI and how your investments can have synergistic benefits.  $1+1 = 3$ .

Understand your TCO

3

Your costs include more than your capital costs. When buying and expanding your solution, focus on Total Cost Of Ownership ("TCO")

Don't Be Afraid to Fail

4

As you expand, don't be afraid to innovate and try new things. The more your business plays with the tech the more ideas they will have

Data, Data, Data

5

RFID can produce a lot of data. Invest the time and explore ways of using your RFID data across all areas of your business

# THANK YOU

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John-Pierre (JP) Kamel

Email: [john-pierre.kamel@RFIDSHERPAS.com](mailto:john-pierre.kamel@RFIDSHERPAS.com)

Cell: 416.722.3132

RFID Sherpas

