



# Maximize the Advantages of RFID Adoption

How can your organization turn RFID (Radio Frequency Identification) adoption from an expensive, cumbersome mandate into a compelling new business opportunity? A unique strategic partnership between Open Terra, Cape Systems and Novell® is exploring the possibilities—and developing complete, end-to-end solutions that use advanced RFID technology to enhance your operations, make your supply chain more efficient and deliver an outstanding return on your investment.

## The Challenges of RFID Adoption

Many manufacturers are deploying RFID solutions in response to specific mandates from Wal-Mart, Target and other large retailers. Yet most are employing the technology in order to meet the minimum requirements for compliance. Implementing this new, unfamiliar technology can be a daunting task, and many suppliers view RFID adoption as a necessary evil with high initial costs and a low (or even negative) ROI.

As they work to meet these RFID mandates, many manufacturers in industries such as consumer goods or pharmaceuticals are struggling with high up-front capital costs, a lack of experience with RFID technology, immature or incomplete product offerings and the high ongoing costs and limited capabilities of first-generation RFID tags. For this

reason, adoption of RFID technology has not met the expectations of most analysts who assumed mandates from large retailers as well as the Department of Defense would be the catalyst for large projects.

But RFID technology also offers tantalizing possibilities. Second-generation RFID tags provide enhanced capabilities at a much lower cost. New middleware software solutions simplify the process of integrating RFID technology into manufacturing supply chains. And open, highly scalable operating platforms make it possible to lower initial capital investments.

Today, manufacturers are looking at their business and trying to figure out which RFID applications make the most sense from an ROI standpoint.

### ■ Solutions:

Data Center

### ■ Products:

SUSE Linux Enterprise platform



**“Manufacturing companies who are adopting RFID under mandate simply can’t afford to ignore the benefits of integrating RFID into their supply chains and manufacturing processes.”**

### Nicholas Toms

CEO

CAPE Systems



With SUSE Linux Enterprise, you can minimize your up-front capital investment by running your RFID solution on your choice of low-cost Intel-based hardware.

**With Open Terra, you can capture the data on RFID tags as products move through the supply chain—and make that information instantly available to others.**

### **Building a Strategic, High-ROI RFID Solution**

Of course, the emerging potential of RFID technology raises some interesting questions: Where can your organization turn for this kind of strategic, high-ROI RFID solution? And who can help you overcome the challenges of RFID adoption and guide you toward the best possible solution for your business?

A strategic partnership between Novell, CAPE Systems and Open Terra can help answer these questions—and provide strategic, end-to-end RFID solutions that take full advantage of everything the latest RFID technology has to offer.

### **CAPE Systems: Integrating RFID into the Supply Chain**

In strategic, successful RFID implementations, RFID technology becomes an integral part of your supply chain. CAPE Systems, a leading provider of supply chain software, is driving this process by integrating new RFID technology into its existing product and service offerings. CAPE is using RFID to improve and enhance warehouse management, order fulfillment, transport management and other areas of logistics operations. With more than 35 years of supply chain management experience, proven software and services and a deep understanding of how RFID technology can improve supply chain operations, CAPE Systems is in an ideal position to help you successfully integrate RFID capabilities into your existing supply chain systems.

### **Open Terra: Connecting Mobile Technology to Back-end Systems**

RFID technology provides valuable real-time information about products as they move through the supply chain. Open Terra makes this information available to the people who need it—regardless of where they're located—by securely extending enterprise data to wireless mobile devices.

With Open Terra, you can capture the data on RFID tags as products move through the supply chain—and make that information instantly available to line managers, warehouse workers, truck drivers and others. This ability to get the right information to the right people at the right time translates directly into more streamlined operations and improved supply chain efficiency.

### **Novell: Providing a Scalable and Open Linux\* Operating Platform**

RFID solutions inevitably create significantly higher transaction volumes. As a result, implementing RFID requires a platform that is robust and scalable enough to handle the workload—and open enough to accommodate RFID hardware and software from many different vendors.

SUSE® Linux Enterprise from Novell provides these capabilities and offers an ideal operating platform for running high-volume RFID solutions. With SUSE Linux Enterprise, you can minimize your up-front capital investment by running your RFID solution on your choice of low-cost Intel-based hardware. You can create a clustered environment that is capable of scaling to meet the demands of any RFID implementation. And you can take advantage of the established, enterprise-ready services and support infrastructure of Novell. Open Terra and CAPE Systems are working closely with Novell to optimize their RFID solutions on the SUSE Linux Enterprise platform to create seamless, high-performance RFID solutions.

**The RFID Test and Integration Center:  
Bringing RFID solutions to life**

Cape Systems and Open Terra have worked together to build a unique 15,000 square foot test and integration center that shows emerging RFID technologies, platforms and solutions in action. The center includes training classrooms and a hands-on demonstration center where you can see RFID

solutions from CAPE Systems and Open Terra running on SUSE Linux Enterprise. This provides you with a unique opportunity to see and explore RFID technology operating in a realistic environment—and learn how you can successfully integrate RFID technology into your business processes, back-end systems and client software.

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[www.novell.com](http://www.novell.com)

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## Explore the Possibilities

Novell, CAPE Systems and Open Terra are ready to bring all the advantages of next-generation RFID technology to your manufacturing business today. Contact us for more information—and learn how you can turn mandated RFID adoption into a strategic business opportunity.

[www.novell.com](http://www.novell.com)



Contact your local Novell Solutions Provider, or call Novell at:

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