



Dakota Defense Alliance Meeting

January 13-14 2009





Who We Are

- A recognized leader in supply chain management and communications aimed at improving logistics and operational performance
 - Specialists in Automatic Identification Technology, including Radio Frequency Identification (RFID) and Unique Identification (UID) technologies
- A firm that serves as a *Trusted Advisor* to clients in search of proven expertise in program management and professional consulting services to address the critical challenges of organizational transformation

OUR MISSION: To provide exceptional consulting services focused on creating strategic change with measurable results.

Government Clients

Department of Defense

- **Under Secretary of Defense for Acquisition, Technology, and Logistics**
- **Department of the Army**
 - Walter Reed Army Medical Center
 - Future Combat Systems
- **Deputy Under Secretary for Defense Logistics and Materiel Readiness**
- **Office of Assistant Deputy Under Secretary of Defense Supply Chain Integration**
- **Office of Assistant Deputy Under Secretary of Defense for Transportation Policy**
- **Department of the Navy**
 - NMCI Program Office
 - Navy AIT
 - PEO-LMW
- **Defense Logistics Agency**

Civilian Agencies

- **Office of Personnel Management**



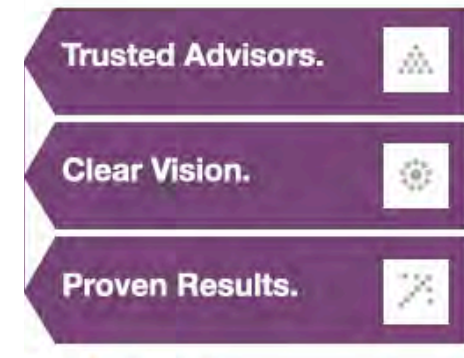
Core Competencies

Supply Chain Management Consulting

- Program Management
- Business Process Analysis & Improvement Planning
- Technology Evaluation
- RFID Consulting
- UID Consulting

Communications Consulting

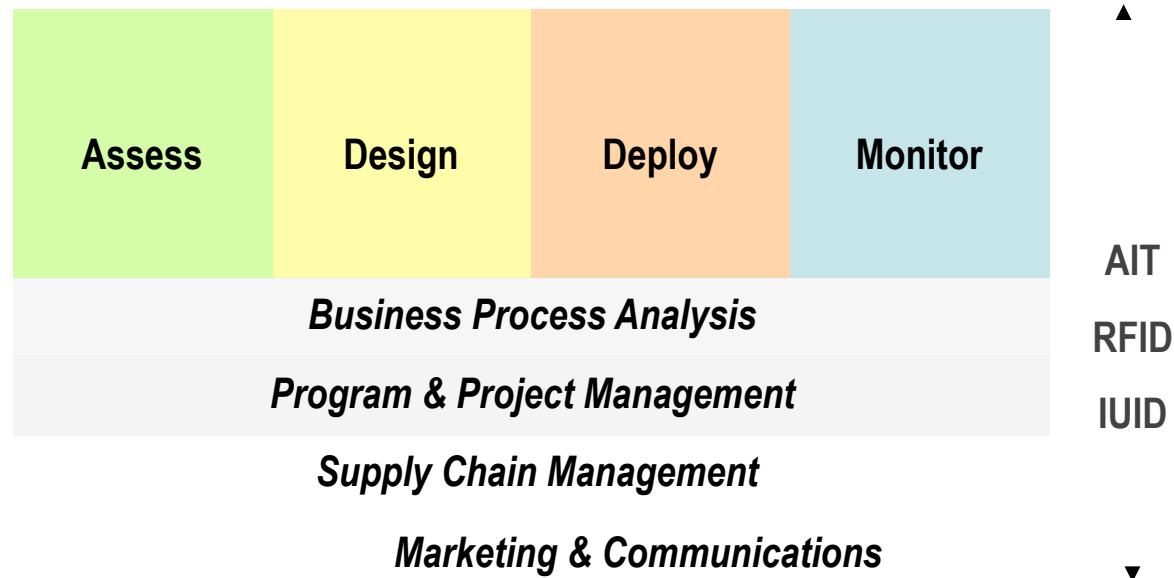
- Strategy Development
- Training and Education
- Marketing Communications
- Technical Writing





XIO Expertise in Automatic Identification

- XIO has been in RFID field since 2003 – recognized SME
- Providing Programmatic oversight for full project timeline
- XIO serves as “Trusted Advisor” to clients who are evaluating AIT implementations



Defining the Scope of a UII

∴

A UII Is

- ✓ A Data Element
- ✓ A Unique Identifier for an Item
- ✓ Globally Unique
- ✓ Unambiguous
- ✓ Permanent
- ✓ Created by Concatenating Specific Data Elements
- ✓ The enabler for business intelligence

A UII Is Not

- ✓ A Device for Communicating Data, such as Radio Frequency Identification (RFID) Tags, Contact Memory Buttons, Linear Bar Codes, or 2-D Data Matrices
- ✓ A Replacement for the National Stock Number
- ✓ Intelligent Data that Yields Information About the Item
- ✓ Transferable from one item to another

IUID-RFID Policy Relationship

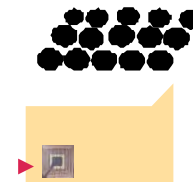
RFID tags that carry data are required to be attached to packages at multiple levels, including item packages, cases, and pallets. Unique Identifiers are required to be attached or directly marked on items using a data matrix to carry the UII data elements.



▶ RFID Tag (Pallet Level)

▶ RFID Tag (Case Level)

RFID Tag (Item Package Level)



IUID Data Matrix (Item Level)



Using the Mark

- Automated Data Capture Benefits:
 - Reduces human error in inventory control
 - Reduces manpower hours spent in data entry
 - Creates capabilities to identify items and histories (e.g., source, usage, and maintenance)
 - Enables specific item tracking throughout supply chain and operational use worldwide

Support Tools

- The DoD IUID Policy Office has created many IUID tools to assist organizations in learning about and implementing IUID.
- Those tools include:
 - IUID Website (www.uniqueid.org)
 - IUID Toolkit (www.iuidtoolkit.com)
 - IUID Videos (available on DAU website)
 - IUID Tutorials (www.iuidtoolkit.com/overview/)
- IUID Help Desk- info@uniqueid.org or (703) 848-7314
- DAU Special Interest Area (https://acc.dau.mil/simplify/ev.php?ID=18058_201&ID2=DO_TOPIC)



Contact Us

 **Mary Ann Wagner, President & CEO**

1.571.722.1919 or mwagner@xiostrategies.com

 **James Clark, Chief Operating Officer**

1.571.722.1902 or jclark@xiostrategies.com

Visit our website at: www.xiostrategies.com