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– Jonathan Collins, RFID Journal

## GAINS\*OPS is RFID Enabled to Support the Next Generation of Supply Chain Improvements

GAINSystems and Savi Technology Partner to Deliver Powerful Tools for Real-Time Inventory Optimisation

**GRA’s U.S. partner company GAINSystems and Savi Technology, a leading RFID provider, have jointly developed an application that dynamically optimises the utilisation of supply chain assets. This is achieved through the seamless integration of advanced planning functionality and real-time data captured through RFID technologies.**

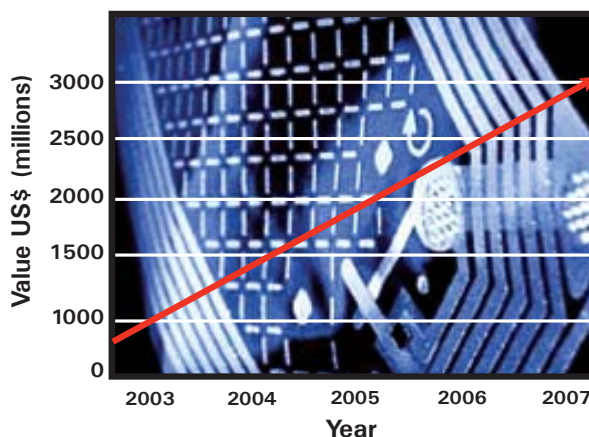
“The goal is to know where everything is in the supply chain and where it will be needed, so you can manage inventory much more effectively. Through the integration of real-time data captured by RFID and other automatic-identification technologies, including bar codes, the extension dynamically optimises the inventory and utilisation of supply chain assets. In addition, analytical tools help customers optimise their asset inventory by using the forecasting capabilities in conjunction with Savi’s real-time container-tracking RFID systems”, says Savi’s Director of Business Development, David Shannon.

Savi and GAINSystems expect the greatest value of their solution will be realised by asset-intensive companies, with large and complex supply chains, in industries such as Consumer Products, Aerospace, Electronics, Healthcare, Transportation and Distribution, Service Parts, Manufacturing and MRO [Maintenance, Repair and Overhaul] Operations.

Radio Frequency Identification [RFID] has emerged as *the* next important technology in effective supply chain management. Since the U.S. Department of Defence – the largest supply chain in the world – decreed that all of its suppliers must incorporate the technology by 2005, RFID has become – and will continue to be – big business [see graph following].

“This partnership means that GRA can provide a proven planning and optimisation system coupled with a leading RFID platform that has been rigorously tested” says Carter McNabb, GRA General Manager. “By way of example, the U.S. Department of Defence already uses Savi’s RFID technology. So now you have a system that plans what’s required, executes the plan and tracks what’s happening in real time. When Australia begins adopting RFID, we’ll be in a unique position to provide a proven, tested solution.”

For further information refer to the RFID Journal article following or contact Carter McNabb at GRA on [03] 9421 4611 or email [cmcnabb@gra.net.au](mailto:cmcnabb@gra.net.au).



**Value of Global RFID Market**

Source: Wireless Data Research Group (WDRG) Press Release

News Article

28 January 2004

“Wal-Mart has mandated RFID shipments from its suppliers by 2005. Other retailers are following suit. Are you ready?”

– RFID: Just the Facts

“As the RFID industry moves from a silent revolution to a very public evolution, recognition of the importance of automated identification and data capture will reshape the way enterprises manage their supply chain as well as their vendor relationships.”

– Ian McPherson, Principal Analyst, Wireless Data Research Group [WDRG]

“The [U.S.] Department of Defense’s edict to all its suppliers is the tipping point that will drive widespread adoption of RFID technology.”

– Mark Roberti, Editor, RFID Journal

#### **About GRA**

GRA is an Australian supply chain consulting firm specialising in inventory optimisation. We provide a full range of tailored, outcome focused solutions using 'best-of-breed' tools and techniques, to suit businesses of any size. Guaranteed results are typically delivered within 8-12 weeks and we aim for a minimum 3:1 ROI. For more information, visit [www.gra.net.au](http://www.gra.net.au).

#### **About GAINSystems**

GAINSystems is the leading provider of Inventory Chain Optimisation in the Manufacturing, OEM Distribution, and MRO/Spare Parts market segments. Grounded in operations research techniques and methods developed at Purdue University by GAINSystems' founder, GAINSystems has grown and validated the power of its solution through "real world" experiences with over 400 corporations in 16 countries. GAINSystems' Inventory Chain Optimisation solution provides executives of product intensive manufacturing and distribution companies with the most comprehensive, profit optimisation capabilities on the market. GAINSystems is so confident in this, that we document our value proposition with empirical evidence and a written guarantee. For more information, visit [www.gainsystems.net](http://www.gainsystems.net).

#### **About Savi Technology**

With over 14 years of global logistics infrastructure experience, Savi is the proven leader in real-time supply chain asset management and security. The company's broad customer service base includes the U.S. Department of Defense, the U.S. Postal Service, Woolworths UK, Target, Hewlett-Packard, Singapore Airlines, as well as numerous international ports, terminal operators, shippers, carriers, asset owners and third party logistics providers. Founded in 1989, Savi Technology is privately held, with headquarters in Sunnyvale, Calif., and offices in Washington D.C., London, Hong Kong, Taiwan, Singapore and South Africa. For more information, visit [www.savi.com](http://www.savi.com).

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Found at: [http://216.121.131.129/article/articleprint/602/-1/1/Savi Adds Forecasting and Planning](http://216.121.131.129/article/articleprint/602/-1/1/Savi>Adds+Forecasting+and+Planning)

**Savi Technology beefs up its systems RFID tracking software with tools that give customers more control.**

By Jonathan Collins

Oct. 7, 2003 - [Savi Technology](#) provides active (battery-powered) RFID tags and the software—Savi Asset Management System (AMS) and Savi Transportation Security System (TSS)—to enable its customers to track shipping containers and other large assets. Customers have been asking for additional capabilities, such as the ability to forecast demand and to modify security rules on the fly. Savi has responded by partnering with another software company to provide those capabilities.

To add forecasting and planning to its AMS, Sunnyvale, Calif.-based Savi turned to longtime optimization software specialist [GAINSystems](#), based in Oak Brook, Ill. A joint-development project carried out over the past year has resulted in a new add-on module for Savi's AMS.

"AMS focuses on operational management and control of mobile assets," says David Shannon, Savi's director of business development. "This new extension enables that management and control to be extended into forecasting when and where those mobile assets are needed."

The goal is to know where everything is in the supply chain and where it will be needed, so you can manage inventory much more effectively. Through the integration of real-time data captured by RFID and other automatic-identification technologies, including bar codes, the extension dynamically optimizes the inventory and utilization of supply chain assets. In addition, analytical tools help customers optimize their asset inventory by using the forecasting capabilities in conjunction with Savi's real-time container-tracking RFID systems.



*Savi's Shannon*

The AMS module was developed in response to demand from an air cargo container management company. That Savi customer is currently deploying the new forecast module across its container-tracking business, says Shannon.

The new capabilities are best suited to asset-intensive companies, with large and complex supply chains, in industries such as consumer products goods, aerospace and freight transportation. Those companies, says Savi, have the greatest need for tracking assets through the supply chain and for advance knowledge about where best to deploy those assets.

Savi chose to partner with GAINSystems because of the company's specialized skill and experience in advanced planning systems. Through licensing and reseller agreements, both companies are now set to jointly market the extension, which is available immediately; pricing will be based on the size of deployment and the number of assets to be tracked. The AMS system typically costs about \$500,000.

To introduce proactive functionality, Savi developed a new version of its Transportation Security System, which debuted in October 2002. TSS is a Web-based application that provides real-time continuous monitoring of the security and integrity of "smart" cargo containers—that is, containers equipped with RFID tags. The TSS Version 2 provides greater reporting capabilities regarding the status of the containers and adds the ability to modify security rules to deal with changes in the status of secure containers—sealed containers that can be tracked and whose security status can be monitored.

The new version, developed with feedback from existing customers, can send regular reports on the security status of a smart container, such as whether it is still secure, and send out an alarm if the container's security status has changed, perhaps because someone without authorization opened the container or it was damaged. The automated alerts are sent to TSS immediately to provide updates on the security status and integrity of the container, as well as the location and any deviations from plan, such as a delay or a rerouting. TSS Version 2 also adds a real-time control capability that enables users to specify controls on alarms, so that if sensors inside a container detect a specific event has taken place, such as noise or light, an alarm can automatically be tripped for that container indicating a change in security status.

Although Savi says TSS Version 2 is available immediately, the cost of the system has yet to be determined. Pricing for Version 1 has been based on the size and scale of each shipping terminal, but that model could be changed for Version 2, according to Shannon.