

Why use an RFID Systems Integrator?

Integrated Solutions magazine published an article (Jan. 2009) explaining the value in working with an integrator vs. niche solution provider.

The author likened an integrator to the functions of servers and chefs in the restaurant industry:

«Think of RFID in a restaurant scenario. Companies desiring a seat at the RFID table can order from a vast menu of hardware, middleware, and software components. When you have a meal at a restaurant, you don't place an order with the steak provider, another with the lobster farm, and another with a vineyard. You place an order with the server, and the chef prepares the meal to your specifications. In the RFID world, you can use an integrator much like you would your server and chef in the restaurant scenario. An RFID integrator can listen to your goals and objectives, make recommendations, and then design a solution that meets your specifications».

This analogy provides a clear picture to the benefits of working with a solutions integrator.

Dynamic Computer Corporation provides RFID solutions designed for industries including health care, defense, manufacturing, pharmaceuticals, legal, government and more. We have acquired specialized knowledge of the processes and challenges common to our customers and their industries through the 30 years of experience that we have spent designing IT solutions for them.

We continually evaluate the available hardware, middleware, software and tags available in the RFID market, carefully selecting and partnering with companies that have components which offer the **best QUALITY, VALUE and FUNCTIONALITY** for the industries we support. Our neutrality in terms of technology allows us to learn about the needs of our customer and determine what combinations will best meet

those needs. A mix of technologies is often the best solution, and like the Integrated Solutions piece explains – it makes much more sense to allow an integrator to order and combine the various components for your solution and serve as the single point of contact. It can reduce the overall cost and streamline the entire process.

Organizations are continually striving to improve efficiencies, reduce loss and risks, at the same time as operating costs and demand increasingly rise and resources are more and more limited across the board. A carefully planned, tested and easily scalable RFID foundation can be achieved through the hard work, dedication and knowledge that

DCC and our partners can provide through:

- Examining your company's needs
- Completing a thorough site survey and readiness assessment
- Designing an appropriate RFID solution

These solutions are not proprietary, and therefore are very flexible and easily expanded. DCC will provide you with the best RFID infrastructure that will enable you to scale out your applications and/or include other types of tracking applications. You will quickly recognize the benefits of our RFID solutions as you will notice a rapid increase in your ROI.

As our 30 year history providing IT solutions and our 90-plus rate of repeat business illustrates, the relationships we build with our partners and customers are valuable. We strive for 100% customer satisfaction with each client, and operate with forthright business practices in every aspect of every endeavor. [Click here to learn more.](#)

Contact us for more information or to set up a vendor neutral RFID demo or consultation.