

SmartRFiD provide free consultancy services for RFID automation projects.

An important part of any automation process is to very early on define what the decision criteria to proceed is going to be.

Quite often management base the criteria on a single element, Return on Investment, either from a payback period or percentage return on investment point of view.

This is understandable as a correctly calculated ROI which takes into account the intrinsic value of proceeding with a project, is clear and backed up by numbers.

However there are a number of other factors which should be considered.

Any project involving a move to RFID automation needs to take into account any likely disruption to current working practices, and the potential impact of implementing change

Considering there is usually a degree of both staff inertia and risk, the two are invariably linked, depending on the size of the project this is likely to be significant

Company employees who are tasked with recommending a particular supplier or solution to a problem, are judged on the success or failure of that recommendation, “risk” either in plain view or in their own minds. This is increased when the cost of change is perceived to be high.

This can lead to a reluctance to make a decision, “inertia”. Taking the view, well it’s going to be a lot of work, why don’t we stay with the current processes for now and look at automation later.

Effectively delaying the decision may sound like a sensible and prudent approach, but the reality is the decision is probably being cancelled or more likely pushed forward for the wrong reasons. The perceived problem will still exist.

It can from an initial conversation about an RFID project to a fully operational system being implemented take up to 6 months, depending on the size of the project. This needs to be taken into account when determining when to go ahead.

Automation through Industry 4:0 is increasing rapidly around the world. If a Company is slow to adopt new, more efficient practices are they going to be left behind by their competitors. History tells us that is most likely.

SmartRFID are very aware of the challenges organisations face when considering significant change. Our experienced staff are happy to advise and suggest the most optimal solutions for the Use Case in question.

As an example, to mitigate the risk factor, we do not proceed with any RFID System installation without a Proof of Concept, based on agreed deliverables with the prospective Client. If the POC works as expected the cost is deducted from the full system investment. If it does not then a full refund is given.