



AT A GLANCE

Founded in 1998, Barcoding, Inc. is headquartered in Baltimore, Maryland, with offices across the United States and Canada, including Chicago, Houston, Seattle, Montreal, Toronto, and Vancouver.





We are a supply chain automation and innovation company.

DISRUPTION IS A GIVEN.

How will you react? Exceed expectations? Support your employees? Stay competitive?

How will you build a supply chain to stand up to the challenges?

While we can't predict disruption, Barcoding, Inc. builds solutions to support your business and face these challenges head-on.

Our ability to connect process, people, and technology is how we build solutions to support organizations around the world. Together, we bring the right minds, the right approach, the right data, and the right innovation to our customers' toughest challenges to help them drive down costs, increase revenue, and improve customer experience.

With extensive subject matter expertise in data capture, tracking, and integration, we are trusted by some of the best IT and operations teams in the world. We protect our customers' investments in technology with the right combination of management and maintenance services.

Focusing on continuous improvement and long-term relationships, we offer services around upgrades and modernization, strategic assessments, quarterly business reviews, and thoughtful educational programs.

#SupplyChainGeek

We Are...

Financially Strong. Award-Winning. Experienced. Collaborative. Creative and Innovative. Growing and Scaling. Continually Investing. Deep, Broad, Diverse. Human.

...An Extension of Our Customers.

We build long-term relationships based on TRUST with our **customers**, **employees**, **and partners**.





Barcoding, Inc. joined forces with Front Gate Tickets to serve and package food at the Central Texas Food Bank! We have been partnering with Front Gate Tickets for over 10 years.

Our growth-minded culture means we are always looking for opportunities to help.

We believe in our people.We believe in being helpful.We believe in a process-first approach.We believe in transparency and sharing.We believe in continuous improvement.These values are the bricks of our foundation.

Our Approach: Process, People, Technology

At Barcoding, Inc., we believe the best solution is one that comes from collaboration.

THE HEART OF THE BARCODING "PPT" APPROACH

Business Process First

Our customers trust us to learn their business and to fully understand the process that needs improving before recommending technology. We deploy Supply Chain Architects who can conduct in-depth operational assessments to get at the heart of the issue.

Satisfied Users & Continuous Improvement

We recommend solutions that improve employee satisfaction and maximize utilization.

Our clients trust us to manage their device platforms and to maintain continuous improvement goals. We maintain long-term relationships with our customers, always seeking ways to drive efficiency, accuracy, and connectivity.

Technology Fit to Purpose

Once we have learned about your business, our experts will use that information to choose the exact technology to fit your needs. Because we know every configuration, cable, setting, and "gotcha" that comes with the devices, our experts are trusted by some of the world's largest companies.



Barcoding, Inc. Employees at our annual Meeting.





We help companies automate and innovate.

Our ability to connect process, people, and technology is how we build solutions to support your business.

Our subject matter experts guide you through your most difficult questions.

Our feedback is honest, and if we don't think a technology will solve your problem, we will not recommend it.



Our Core Expertise Areas



Data Capture Solutions

Barcode RFID Manual Input

IoT Bluetooth, Sensors, etc.



Labeling & Printing Solutions

Procurement & Ecommerce Strategic Labeling Programs Compliance Labeling Design & Integration Thermal Transfer & Direct Labels Custom Labels RFID Labels & Tags Warehouse Labeling Print & Apply



Mobile Computing Solutions

Hardware Recommendation & Procurement

GoLive Services™ Deployment Services

StayLive Services™ *Lifecycle Management* Modernization (Android)

Application Development

System Integration

Deployment Services & Lifecycle Management

GoLive

Delivering an out-of-box mobile device experience.

Stay .IVe rvices™

Managing the ongoing lifecycle of the roll-out, including help desk.

Growing & Scaling: Timeline of Barcoding, Inc.



1998

2006-2009

SupplyChainBrain Great Supply Chain Partner Award Winner (2016)

Opens West Coast Office

Launches RFID Practice (Miles Technologies Acquisition)

Launches #SupplyChainGeek Learning Platform Acquires Power Up™ Charging and Versatile Mobile Systems

Maryland Technology Company of the Year Celebrates 20th Anniversary

Opens Houston, TX Office (Danforth Systems Acquisition)

Barcoding, Inc. Launches new Branding at Kickoff, Jan. 2019

Expands into Canada with Regional Offices in Montreal, Toronto & Vancouver

2013-2016

2017

2018-2019

Innovation in Action: Improving Efficiency and Productivity in an MRO Store

Vision

Our customer sought to utilize technology to improve reliability, efficiency, parts management, parts tracking, and reduce overall cost and increase cycle count accuracy.

To achieve their vision, we designed, deployed, and managed a new MRO (Maintenance, Repair, and Operations) solution.

Features

System Installation

RFID Portals at Exits of MRO Stores' Locations

- Main Building
- Storage Sheds/Buildings

RFID Tagged Items

Printing RFID Labels/Tags on Receipt

RFID Handheld Computers

- Used for Cycle Counts
- Locate (Geiger Counter) Function

Benefits Realized

Increase inventory accuracy and ability to count efficiently

15,000 items formerly took 9 months to cycle count once

With RFID, 7,000 items took just 2 hours with 100% accuracy

Ability to count all items at least monthly, now with no overtime

Quicker and more accurate kitting and delivery

Improved parts tracking and notifications

Ability to locate parts in general area

Reading of all items leaving stores area

Increase MRO stores' personnel efficiency to work on more value added activities

"By using RFID for MRO Stores' operations, staff time is used more efficiently. Now, storefronts don't need dedicated staff because users issue items using a simple kiosk, and the RFID system automatically monitors unassigned parts leaving. The result? Staff are reassigned to more value-driven activities like kitting or delivery of planned maintenance orders."

Tom O'Boyle VP of RFID & IoT, Barcoding, Inc





Live demonstration of our MRO solution at the Barcoding, Inc. Executive Forum



The core of our technical expertise is around capturing, tracking, and integrating data. **We are problem solvers.**

Our legacy is data capture. How to capture more data points, more efficiently and accurately. We have grown up in the barcoding and mobile space, but are just as proficient in RFID and IoT.

<mark>ംട</mark>് TRACK

Once data is captured, we provide opportunities to track it across our customers' supply chain. Enhancing data tracking means more visibility, better decision-making, and a more responsive customer experience.

🖵 INTEGRATE

At the end of the day, for any solution to have value, it must integrate back into a main business system—whether a fullblown ERP like **SAP**, **Netsuite**, **JD Edwards**, **Oracle**, or a homemade database. We have the technical expertise to bring a solution to life.



A solution is not complete without a plan for **continuous improvement** and an approach to remove friction and stress.



MANAGE

Our services and project management team are second to none. **GoLive Services™** deliver an out-of-box mobile device experience and **StayLive Services™** manage the ongoing lifecycle of the roll-out, including help desk. For our large enterprise clients, we also manage the supply chain around device acquisition with our distribution partners.

We love focusing on maintenance. We take care of service contracts, repairs, high season rentals, and more because well-thought out maintenance can make or break a solution's long-term effectiveness.

I→ MIGRATE

Technology evolves and so do we. Working with our customers, we tackle migrations to new operating systems (Android) and to new forms of technology as appropriate.

GoLive _{Services™}

Out-of-the-Box Experience

When deploying a mobile solution, you need a team who is an expert in project management and deployment. We handle all the details so your users can be up and running as soon as their mobile device arrives.

- Project Management
- Gold Image Development
- Staging/Kitting/ Configuration
- System and Unit Testing
- Site Survey

- Network Installation
- User Training
- Shipping and Tracking
- Cellular Activations



StayLive Services™

100% Uptime

For businesses who manage thousands (even millions) of mobile devices, the right support partner is mission critical. We are a 24x7 partner for our customers—leveraging our expertise and our proprietary BOS[™] web platform to keep our customers "always on."

- 24x7 Help Desk and Call Center Area/Levels 1 & 2
- Training and Demo Center On-site
- Reporting and Content Management
- Spare Pool and Inventory Management
- MDM and Asset Visibility



							welcome to Barcodin	g Online Services			
=							Usemame				
							Password		- E	Ra	rcoding
FR	Report : Asset S	Summ	arv				Forgot your password?			Onli	ncoding ne Services
	ceperent observe	Jannin	ich y					Log in		01111	ine ber vices
						-	Be Efficient – Accurate – Co	nnecled **			
Filters											
	Status	Select	one option								
	Location	Select	one option								
	Location		site aprisit								
	Service Contract	Select	one option				*				
	Tags					Ocrath					
Assets S	Tags Summary					Q Search	🗷 Email Report				*
						Q Search	🖬 Email Report		Сору	CSV Excel	
Show	Summary	ered from	10 total entries	9		Q Search	Email Report		Copy (CSV Excel	
Show	Summary		10 total entries Country		city II		Crmail Report	Serial Number	Copy (
Show	Summary 10 • entries g 1 to 10 of 994 entries (filt	17		State 11	City II Baltimore			Serial Number			
Show Showing	Summary 10 • entries g 1 to 10 of 994 entries (filt Location xUniversal Technologies	17	Country 1	State 11 Maryland		Street	Model		Status		
Show Showing	Summary 10 • entries g t to 10 of 994 entries (filt Location XUniversal Technologies XUNiversal Technologies	19	Country II United States	State 11 Maryland Maryland	Baltimore	Street I 2220 Boston St	Model JT CK71AA2MN00W1100	65111	Status II In Field		



Screenshots from our BOS™ platform

Innovation in Action: Strategic Labeling Program for DHL Supply Chain

Global logistics leader standardizes on high-quality thermal labels for warehouse operations. DHL Supply Chain's strategic labeling initiative streamlines ordering, optimizes printer performance and virtually eliminates chargebacks.

Challenge

In 2017, the 400+ distribution sites and warehouses operated by global third-party logistics provider DHL Supply Chain in North America were purchasing labels and other consumables from multiple sources, often incurring excessive shipping costs and chargebacks due to poor quality, unscannable labels. DHL had no idea what the rogue spending was costing. The company needed a consistent, cost-effective solution to contain increasing costs, better plan budgets, ensure consistent label quality and increase customer satisfaction.

Solution

DHL turned to Barcoding, Inc. and Zebra Technologies to develop a single-source solution for the purchase of consumables at the company's internal procurement portal. Working together, they launched a strategic labels initiative that provides all participating sites with prenegotiated volume pricing for Zebra Certified Supplies, free replacement printheads, and managed label inventory.

Results

By consolidating purchasing and providing volume pricing at the corporate procurement portal, the company saved more than \$100,000 in purchases of consumables in 2017, with total savings in freight and the costs of printhead replacement estimated at \$273,340. By standardizing on the purchase of quality Zebra labels, DHL has virtually eliminated unscannable labels and chargebacks by receiving locations.





"It is important for us to drive the use of quality Zebra labels to ensure quality delivery, quality of scans, and fewer returns based on using lower-end and inconsistent products."

Keri Speciale Corbin Senior Director of IT Infrastructure, DHL



Why Barcoding, Inc.?

Our Culture.

We have a transparent and flat organizational structure that fosters communication, teamwork, and growth among our teams.

To deliver the best customer experience possible, we focus on our employees' well-being. We actively foster a culture that is diverse, inclusive, fun, and rewarding in all of our offices. Annually, we invest in a Kickoff Conference that gives all employees a chance to spend time together face-to-face.

We Stand Out in Our Industry.

Barcoding is consistently one of the strongest partners in our industry. By fostering close collaboration with our OEM, ISV (independent software vendor), and distribution partners, we are better able to creatively solve our customers' challenges.

Our extensive partner community is a key reason for our growth. We will continue to focus on new ways to bring out the best in these partnerships for our customers.

We are Recognized in the Community.

From Forbes to SupplyChainBrain to Supply and Demand Chain Executive, Barcoding is consistently recognized for our leadership.

And we believe leadership extends beyond our business. To us, finding meaningful ways to give back to our communities is essential. Our customers, employees, and partners are empowered to bring us new ideas on how we can make a difference together.

Premier Partnerships All major OEMs (Manufacturers) Strategic ISVs (Software)



What Can Our Partnership do for You?





What Will We Build Together?

CONTACT US

- 🖸 www.barcoding.com
- J.888.412.SCAN (7226)
- 🐱 info@barcoding.com
- barcoding-canada.ca
- 1.438.800.8009
- info@barcoding-canada.ca

UNITED STATES LOCATIONS

Baltimore Office (Headquarters) 3840 Bank Street Baltimore, MD 21224

410.385.8532

Chicago Office (Technology Integration Center) 1S-660 Midwest Road, Suite 310 Oak Brook Terrace, IL 60181

1.888.412.7226

Texas Office (Formerly Danforth Systems) 10370 Richmond Ave., Suite 125 Houston, TX 77042

🤳 713.782.6000

Washington Office (Versatile Mobile Systems) 14660 NE North Woodinville Way Building B | Suite 200 Woodinville, WA 98072

1.800.262.1633

CONNECT ONLINE

Follow us on Facebook, LinkedIn, Instagram, Twitter, and YouTube: @BarcodingInc & @BarcodingCanada

f in 🛈 🔽 🕩

CANADA LOCATIONS

Vancouver Office

#213 – 2999 Underhill Avenue Burnaby, BC V5A 3C2

🤳 1.604.260.1446

Montreal Office

1111 Boulevard Dr. -Frederik-Philips #600 Saint-Laurent, QC H4M 2X6

🤳 1.438.800.8009

Toronto Office

2770 14th Avenue, Suite 103 Markham, ON L3R 0J1

🤳 1.437.538.3185

barcoding.com/android-enterprise



Where to Begin When Moving to Android in the Enterprise?

VIEW

WWW.BARCODING.COM | BARCODING-CANADA.CA