

## Sun Microsystems' Global Events Group Taps RFID to Automate Shipping and Receiving

### Challenge

As a Fortune 500 company and leader in network computing, Sun Microsystems Inc. (NASDAQ: SUNW) participates in hundreds of trade-shows and events around the world each year to support its marketing and sales efforts. Because the company attends, exhibits at and sponsors so many events, the Sun Events Group must ensure that the necessary IT equipment arrives on time, in excellent condition and at the correct location. This adds up to thousands of pieces of equipment being shipped from a central Sun warehouse to and from more than one hundred different locations around the globe each year, and leaves considerable room for error.

The group's previous method for tracking equipment shipped from and received at its docks, was entirely manual. According to Sun Engineer John Wetherill, "We were working with a home-grown system that was file-based and fairly low tech. When equipment was coming in and out, we had to literally open the cases, cross check the serial numbers against our manually created records and determine that everything was present."

The manually driven system also required a hefty amount of paperwork that further constrained time and resources and made it prone to human error. The equipment's serial numbers were previously recorded manually, and, because the equipment was shipped to both national and international locations, the group had to fill out numerous export forms.

According to Wetherill, "Our paperwork was generally substantial on a daily basis, but it went through the roof when a huge show came around. For a main event like JavaOne where we're shipping anywhere from 400 to 1,000 pieces of equipment, we'd start weeks out and have one person solely dedicated to handling all the event and shipping paperwork."



### Solution

For better management of its shipping and receiving operations, the Sun Events Group turned to Fluensee AssetTrack™, a software solution with dock management capabilities that uses RFID technology to automate the shipping and receiving functions as equipment moves in and out of a dock environment, eliminating the need for manual tracking and inventory. AssetTrack also provides Sun with real-time visibility into the movement of its equipment, prioritization tools, as well as detailed management reports, enabling improvements to operational accuracy and efficiency.

"AssetTrack's dock processing functions are uniquely designed for an environment like Sun's where assets are shipped from and are returned to central locations," said Chris Brumett, Fluensee's vice president of operations. "By harnessing the power of RFID, the Sun Events Group can cut significant time from its shipping and receiving functions and track the status of its equipment in real time."

A stationary RFID portal is located at the Sun Events Group warehouse. Along with handheld RFID readers, it keeps track of all RFID-tagged equipment that moves in and out of the dock and reports these movements in real time to the Fluensee AssetTrack software running on local computer systems.

The group's management of the shipping and receiving function evolved into a major challenge and sent Sun seeking a solution that would streamline the process, reduce manual labor and decrease the likelihood of error.

“RFID expertise was one of the reasons we selected Fluensee to help us streamline our operations,” said Wetherill. “We have RFID tags affixed to thousands of computer systems and related hardware. The equipment moves through a portal when it leaves and is returned to the warehouse, and Fluensee AssetTrack tells us immediately what’s coming and going.”

Fluensee AssetTrack also topped the Sun Events Group’s list because it supports the Sun Solaris 10 operating system. Also, although the product is platform-agnostic, most of the code for AssetTrack is written in Java, so it can run on any platform and has no specific Windows requirement.

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## Results

With Fluensee AssetTrack in place, the Sun Events Group has seen significant improvements in the time it takes to ship and receive its IT equipment worldwide.

“We’re no longer physically entering data into a system and generating paperwork, which is clearly a big time savings for us. Automating our operations with Fluensee AssetTrack has also helped us reduce the number of errors that happened more frequently with our previous manual data entry process,” notes Wetherill.

What’s more, the Sun Events Group benefits from:

- ◆ Knowing immediately when its IT equipment is shipped to a show and the ability to view the status of the equipment at any given time during the shipping process
- ◆ Automating shipping and receiving, coupled with real-time location and status information, for assurance that equipment will be delivered as planned
- ◆ Receiving real-time information that reveals if something is awry with a shipment

“With Fluensee AssetTrack, we now know immediately and without opening boxes if part of a case or part of a shipment is missing,” states Wetherill. “By knowing earlier that something is missing, we are now able to chase it down quicker and remedy the situation before it escalates.”

With AssetTrack’s sophisticated proactive alerting feature that provides managers with better information to make better decisions, the Sun Events Group is now armed with a powerful tool to streamline shipping and receiving operations, maximize inventory control and reduce costs, while saving time and resources for more strategic functions.



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## About Fluensee

Founded in 2005, Fluensee is a leading provider of RFID-enabled asset tracking and management solutions. Fluensee’s solutions improve the visibility, accuracy, security and utilization of a company’s high-value mobile and fixed assets. Fluensee’s tag- and hardware-agnostic solutions can simultaneously support RFID, GPS, barcode, sensor and other emerging technologies, while integrating with nearly any platform or application. Fluensee’s software is highly scalable and configurable, and can evolve with companies of all sizes as they grow and change. Suitable for any industry, Fluensee’s solutions track and manage a large range of assets including returnable containers, IT assets, pallets, transportation/logistics assets, equipment and tools. Our solutions provide asset location, status, history, and alerts based upon user-specified exceptions. Fluensee is privately held and based in Englewood, Colorado. [www.fluensee.com](http://www.fluensee.com)

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## Contact Us

Fluensee, Inc.  
Denver, Colorado  
(303) 799-0700  
[www.fluensee.com](http://www.fluensee.com)