From Dark to Light: RFID!

RFID Forum 2025

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From dark to light: RFID!

Great title! To me says it all…

- **But it could be operational appealing, like:**
  - *"From Dark to Light: How RFID Illuminates Hidden Operations"*
- **Or oriented to see what you don't know**:
  - *"From Dark to Light: RFID's Role in Real-Time Visibility"*
- **Or a transformational one:**
  - *"From Dark to Light: Transforming Supply Chains with RFID"*
- **Or a decision driven one:**
  - *"From Dark to Light: Real-Time Decisions Powered by RFID"*

THEY ARE ALL VALID!

From dark to light: RFID!

“RFID at retail is like a flashlight in a dark room”



credits: Michael Graen

From dark to light: RFID!

“RFID at retail is like a flashlight in a dark room”

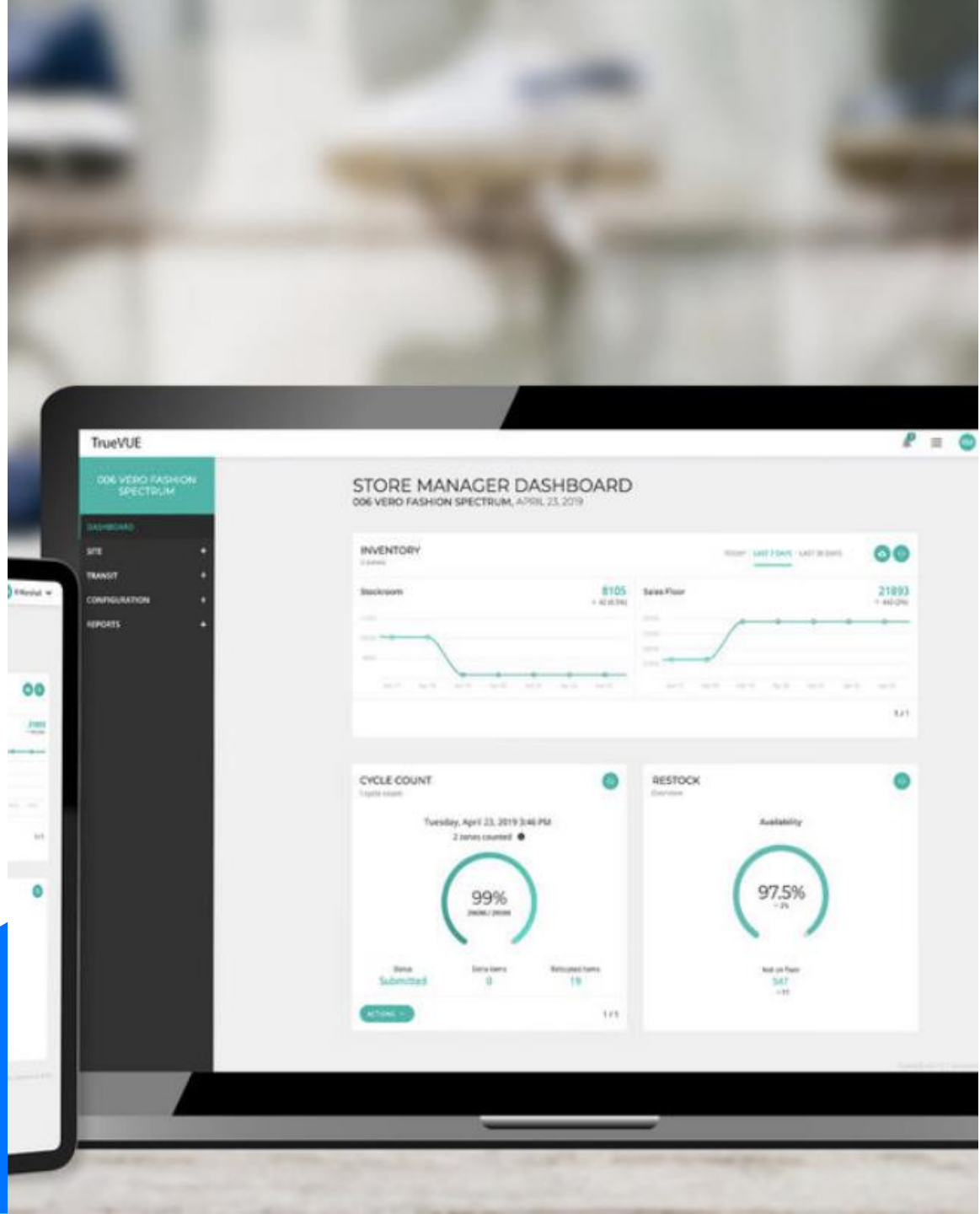
Questions like:

- How many shirts do we really have?
- Where are the XL shirts for the customer order?
- Why is our shrink so high?
- What's in the backroom that should be on the sales floor?
- Where is the item for this customer’s buy online and pick up in store (BOPIS) order?
- Did we get everything that we paid for during our last receiving?
- What left the store that did not get paid for?



credits: Michael Graen

This Will Be
The Year of RFID



This will be the year of RFID

Like the past 15 years



This will be the year of RFID

Like the past 15 years

RFID has been around for decades. Now it's becoming retailers' best crime-fighting tool.

The tech has long been used for inventory management, but is being affixed to more merchandise and yielding more data.

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Daphne Howland
Senior Reporter



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MOST POPULAR



Big Lots acquires entire inventory of toy company Hearthsong



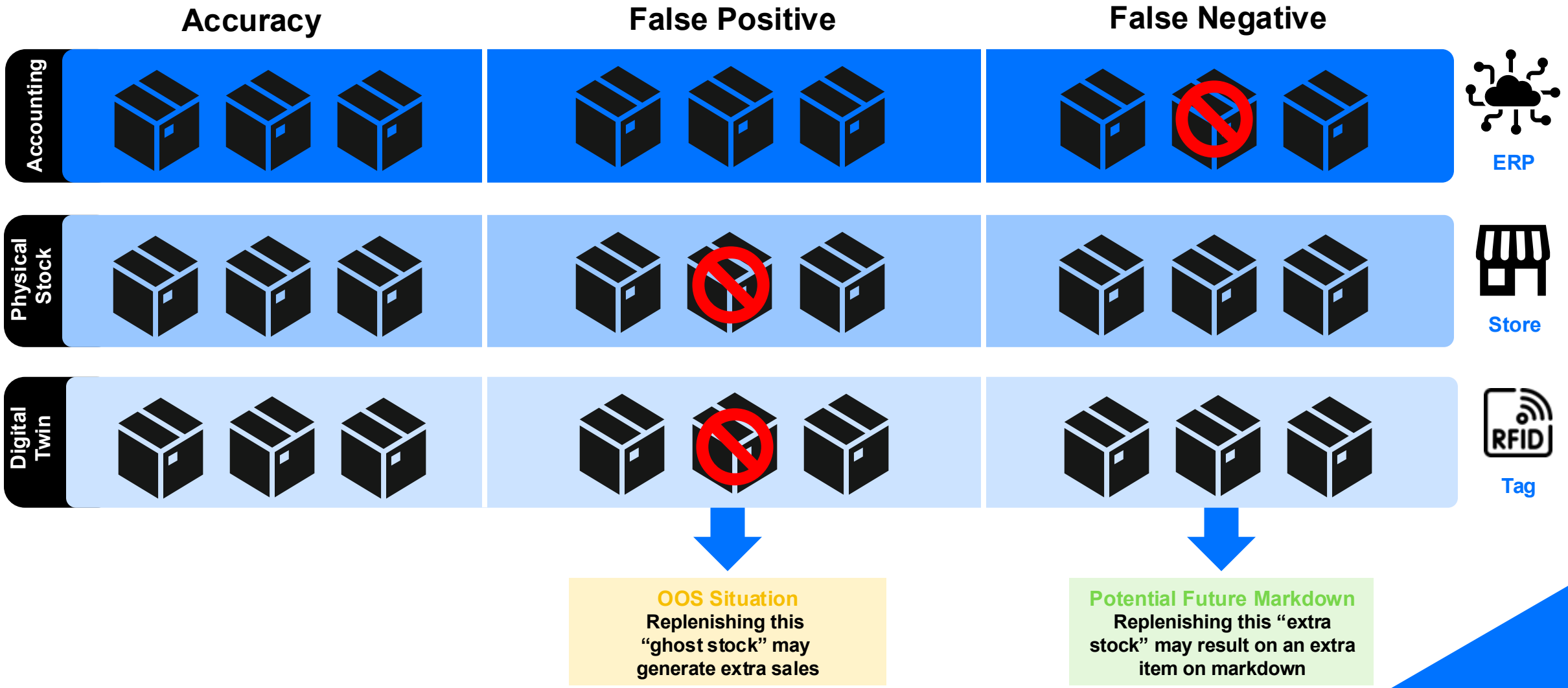
Shutting down Overstock was 'a fatal mistake': Beyond executive chairman

Get The Quick Wins First And Embrace The RFID Journey



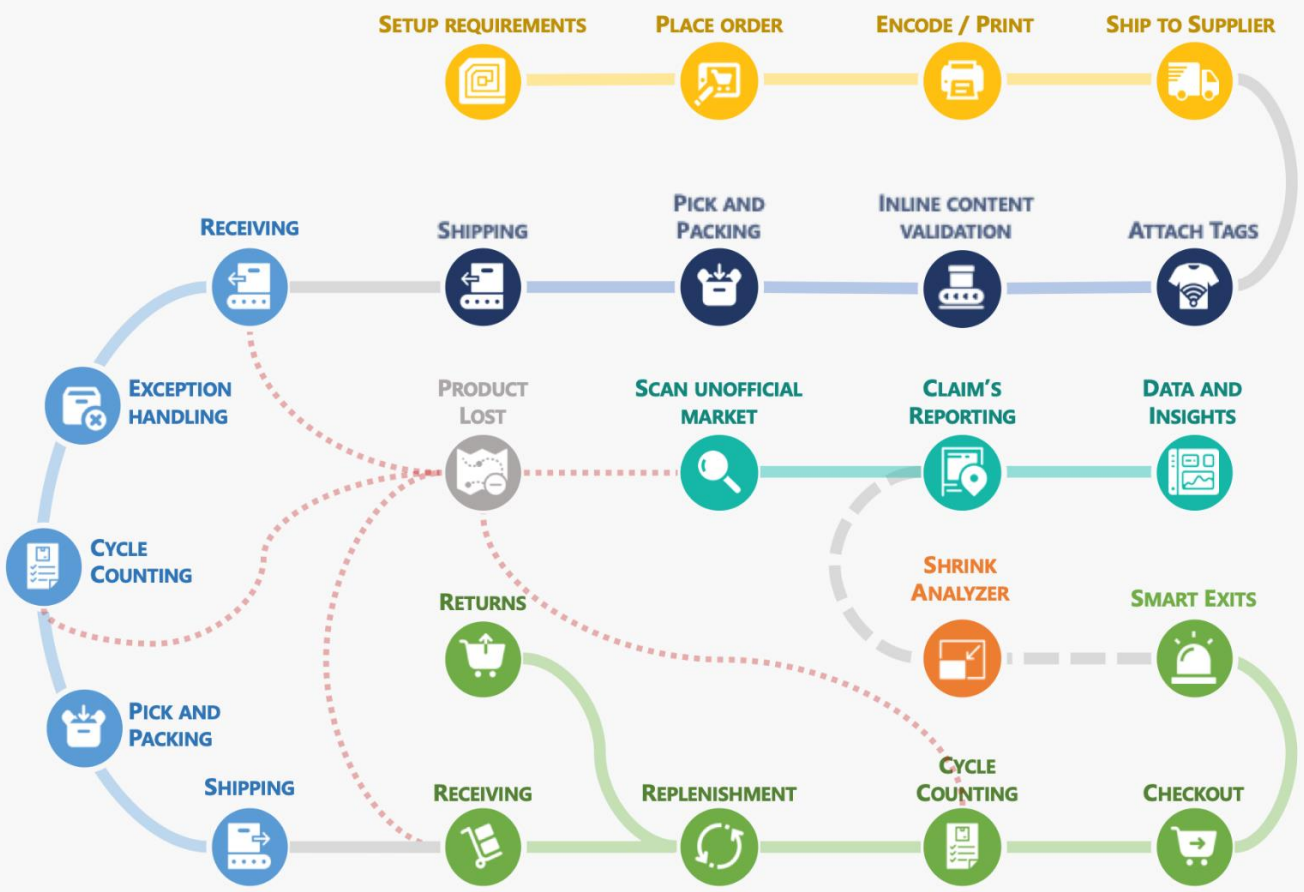
How to get quick wins

The customer reality



How to get quick wins

The end-to-end or from source to store is the always best approach



Service Bureau Portal

TrueVUE Supply Chain (Factory)

TrueVUE Supply Chain (DC)

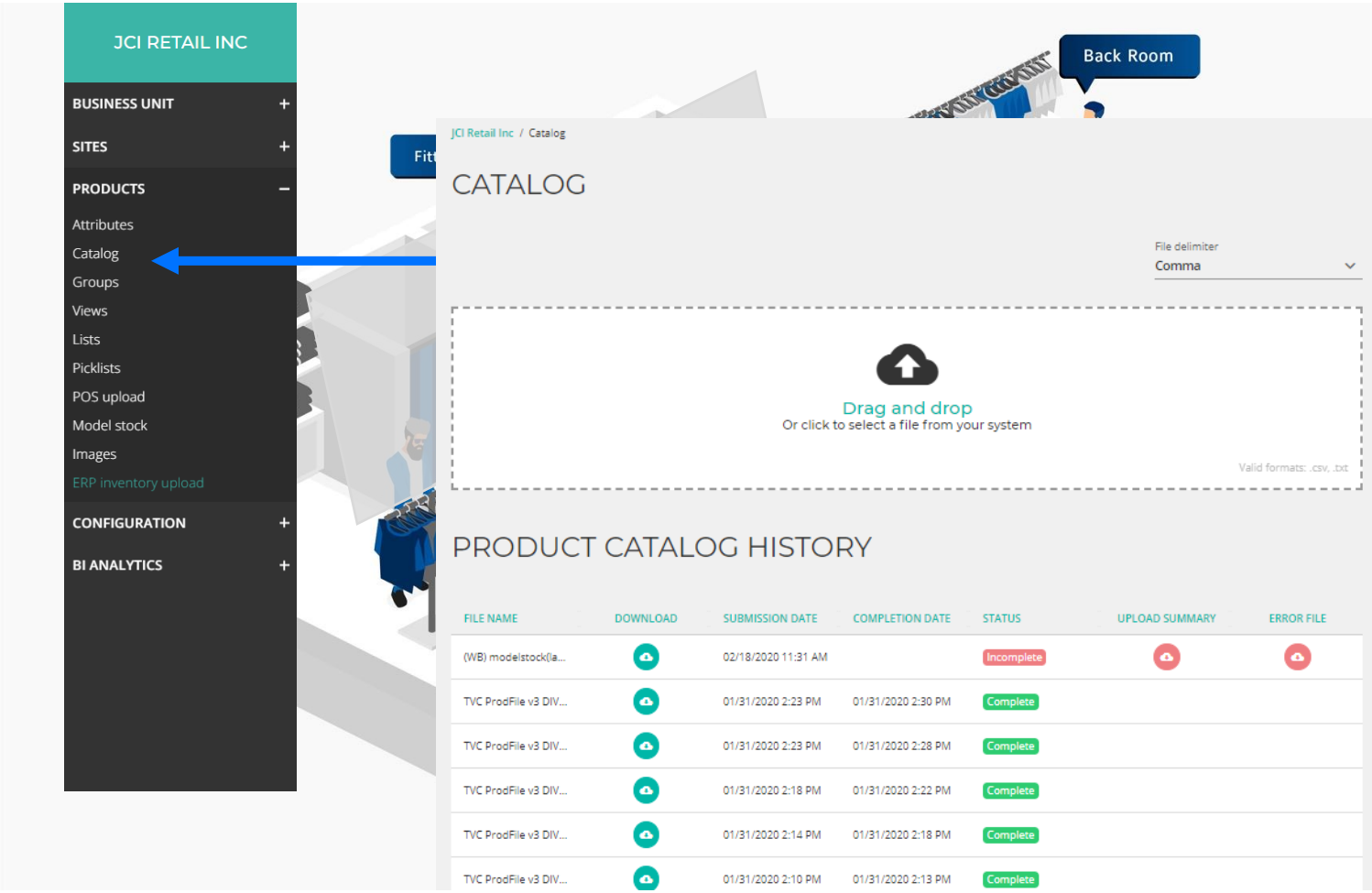
TrueVUE Store

Shrink Analyzer

Track & Trace

How to get quick wins

Building a business case and potential positive ROI perspective



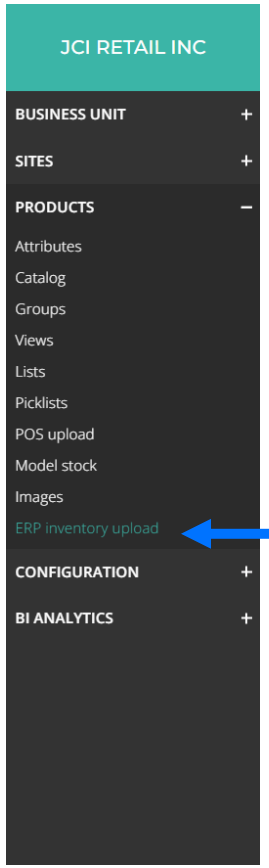
One Day PoC

Cycle count against SOH file

Step 1 – Upload product catalogue

How to get quick wins

Building a business case and potential positive ROI perspective



- The ERP file can contain data for a single or multiple sites within a Business Unit.
- The file can contain up to 10 columns
  - The first 3 columns must include: Site Code, Product ID, Quantity
  - The positions of these three columns are fixed, and the order cannot be changed
- The remaining 7 columns are optional & will not processed by the system

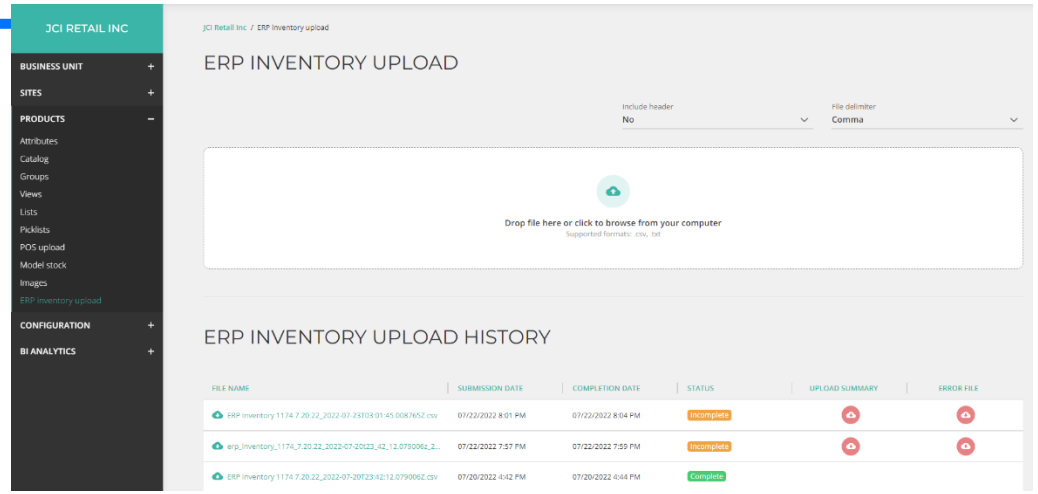
Sample Files in .txt format (comma and pipe delimited)

```
Site Code,Product ID,Quantity
Site01,145452305,25
Site02,145452305,30
```

```
Site Code|Product ID|Quantity
Site01|145452305|25
Site02|145452305|30
```

Sample File in .csv format

Site Code	Product ID	Quantity
Site01	145452305	25
Site02	145452305	30



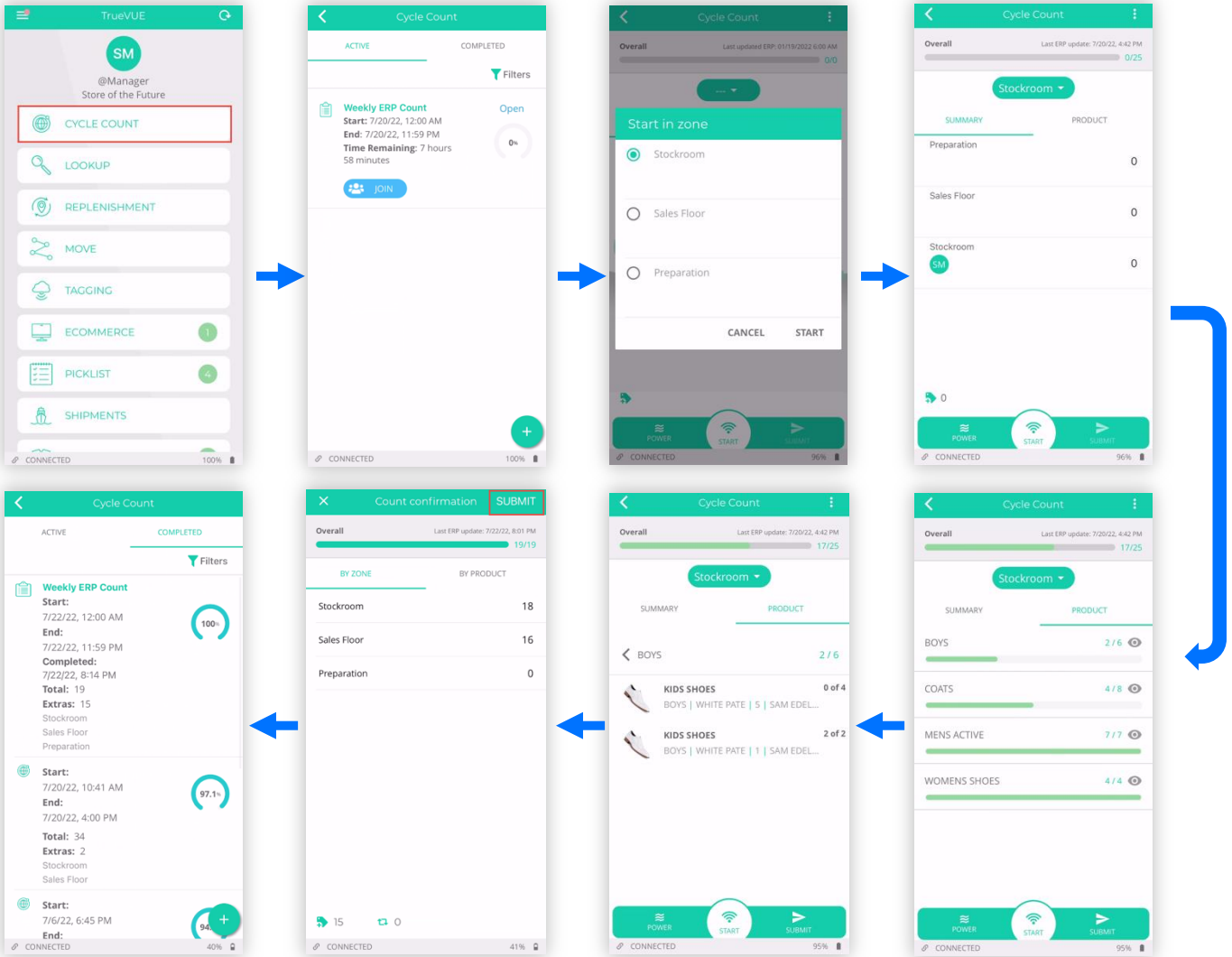
One Day PoC

Cycle count against SOH file

Step 2 – Create task for ERP and upload ERP file less than 24 hours before Task is executed

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Building a business case and potential positive ROI perspective



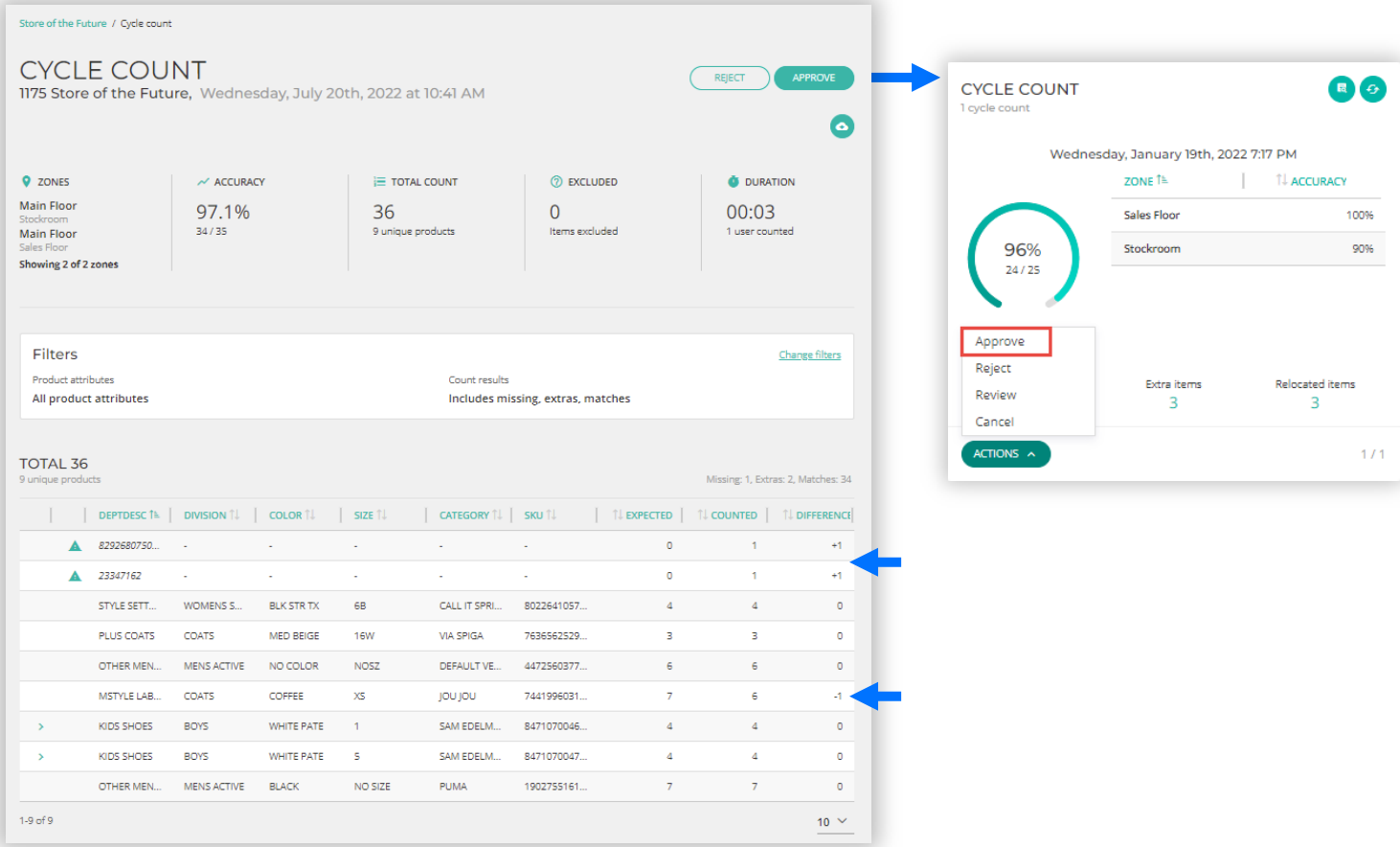
One Day PoC

Cycle count against SOH file

Step 3 – Start performing cycle count (+/- 66k items)

How to get quick wins

Building a business case and potential positive ROI perspective



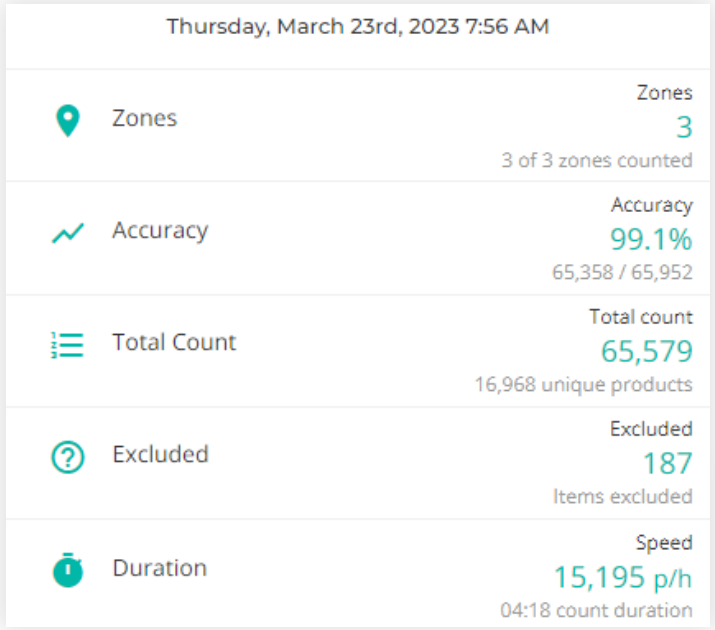
One Day PoC

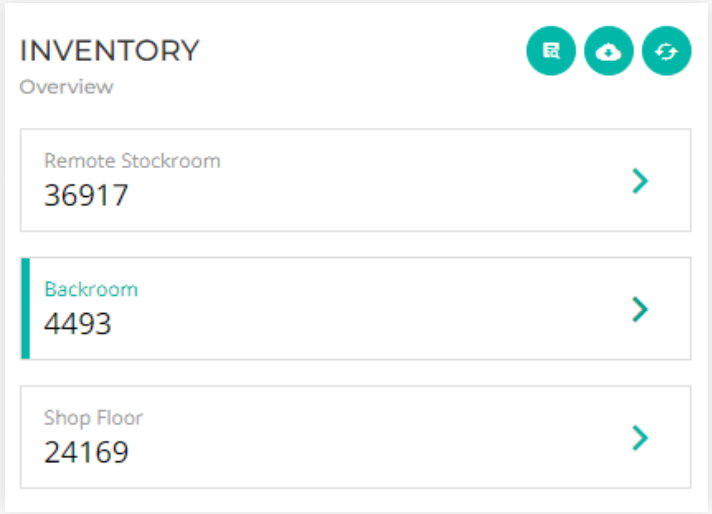
Cycle count against SOH file

Step 4 – Approve or not the cycle count, being able to check the discrepancies on stock

How to get quick wins

Building a business case and potential positive ROI perspective





One Day PoC

Cycle count against SOH file

Step 5 – View stats results

Post Rollout Results



Post rollout results

Your life after RFID

Use Cases

- **Distribution Center**
  - Tagging and encoding
  - Blind shipping to store

- **Store Floor and Back Room**
  - Cycle count
  - Receiving
  - Find product
  - RFID at POS
  - Transfers between stores
  - Pick and pack from online orders
  - Self checkout

	WITHOUT RFID	WITH RFID
Increased Stock Acuracy	~80%	~99%
Increased Efficiency in Cycle Count	2 times/year, 50 staff, 8 hrs	2 times/month, 3 staff, 1 hr
Increased Speed in Receiving (x6 times)	Daily 2.000 items, 2 staff, 3 hrs	Daily 2.000 items, 1 staff, 1 hr
Increased Sales Speed with POS Integration	24 second p/item	19 second p/item (and improving)
Increased Efficiency with Self Checkout		7 Regular POS and 3 SCO in each store
Increased Shopper Satisfaction	👎	👍

Q&A and let’s connect

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Nuno Miguel Guimarães

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Thank You



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