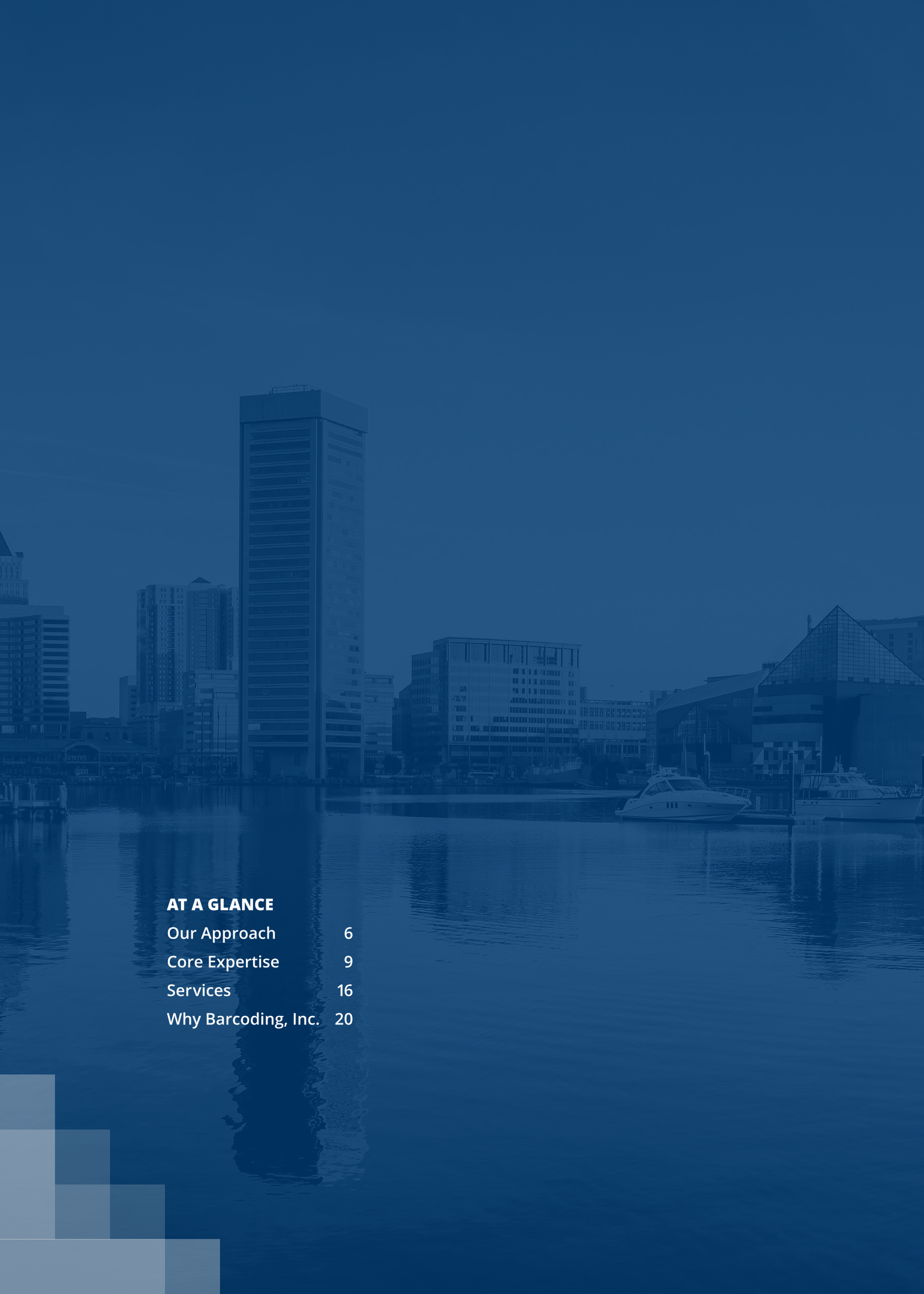
Barcoding

BE EFFICIENT | ACCURATE | CONNECTED



AT A GLANCE

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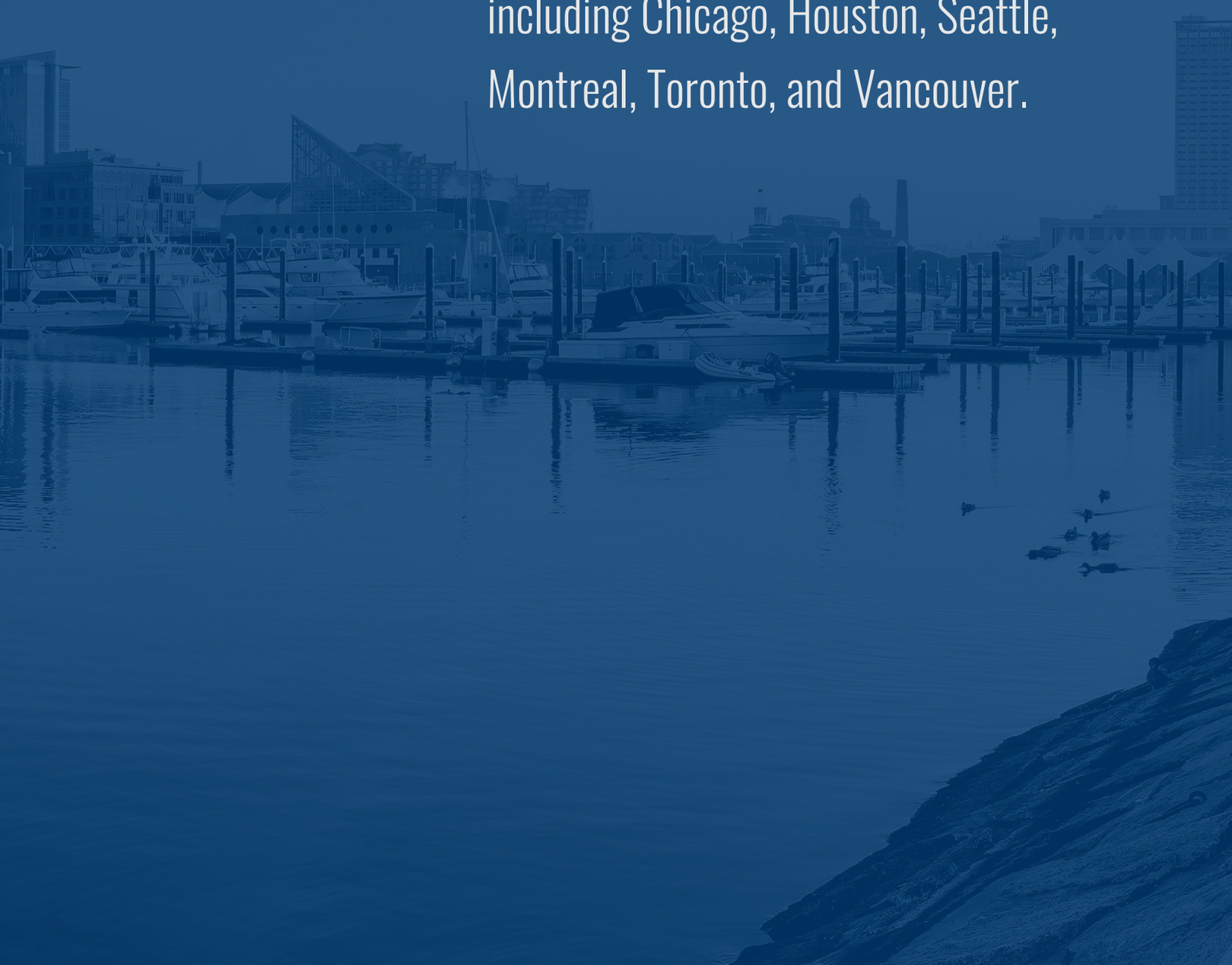
Founded in 1998, Barcoding, Inc. is headquartered in Baltimore, Maryland, with offices across the United States and Canada, including Chicago, Houston, Seattle, Montreal, Toronto, and Vancouver.



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.**

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.

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 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.

1 PROCESS

Our customers trust us to listen and learn. We fully understand workflows before recommending technology.

2 PEOPLE

Cultural fit and user satisfaction are critical to long-term success. We focus on employees in order to maximize tech utilization.

3 TECHNOLOGY

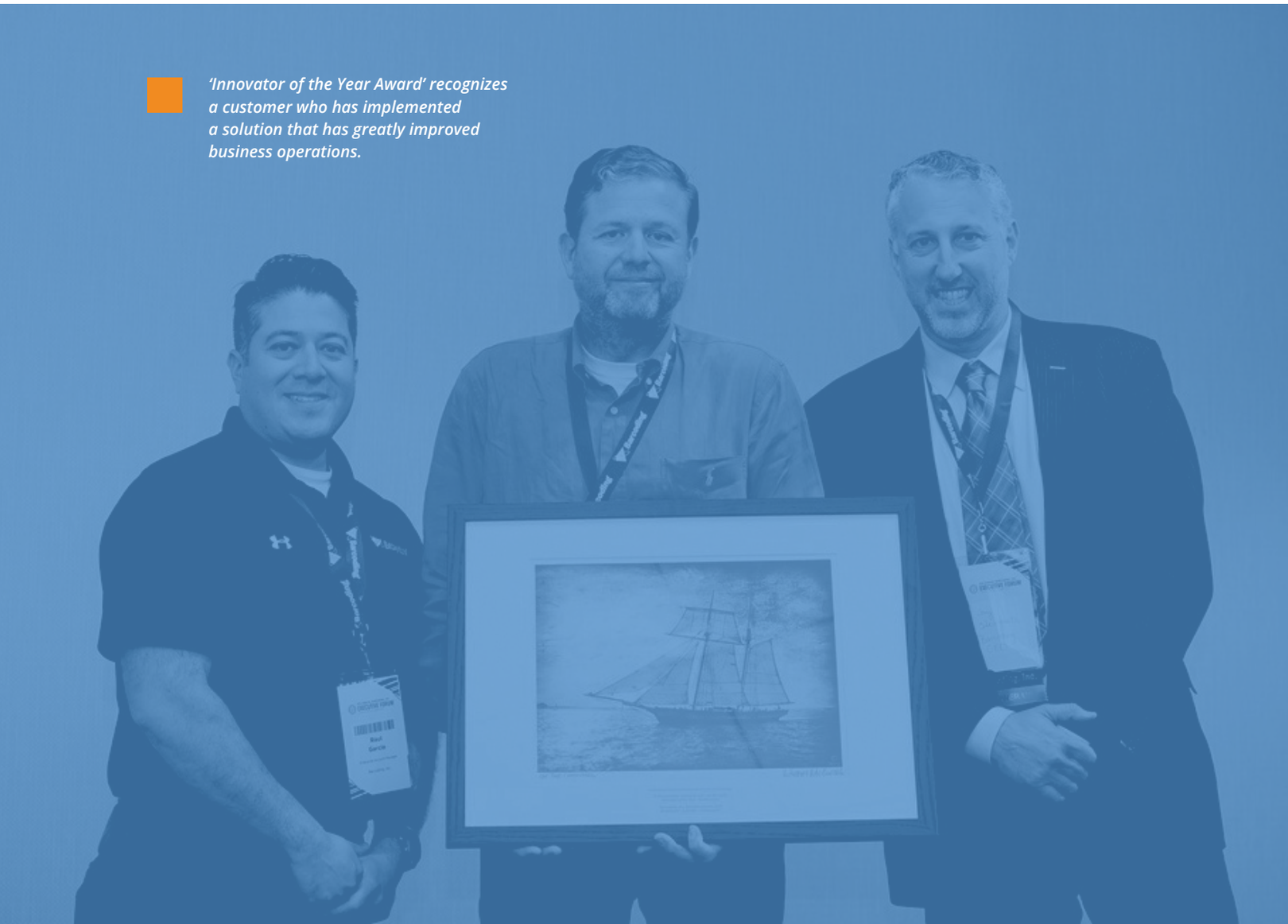
We design, deploy, and manage solutions that positively impact operations & users. Our goal—help our customers' businesses thrive.

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.



'Innovator of the Year Award' recognizes a customer who has implemented a solution that has greatly improved business operations.

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 Services™

Delivering an out-of-box mobile device experience.

StayLive Services™

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

Growing & Scaling: Timeline of Barcoding, Inc.

1998

Founded by Jay Steinmetz

2004

Named INC 5000 Award

Named one of Forbes' "10 Privately Held Technology Companies to Watch"

2006-2009

Ernst and Young Entrepreneur of the Year Jay Steinmetz (2006)

Deloitte Fast 50 Award Winner (2007)

Acquires Acuity ID and Turn 2 Technologies

Acquires Wi-Tec Data Systems and Navigator Technologies

2011

Launches educational program (Executive Forum)

2013-2016

- SupplyChainBrain Great Supply Chain Partner Award Winner (2016)
- Opens West Coast Office
- Launches RFID Practice (Miles Technologies Acquisition)
- Launches #SupplyChainGeek Learning Platform

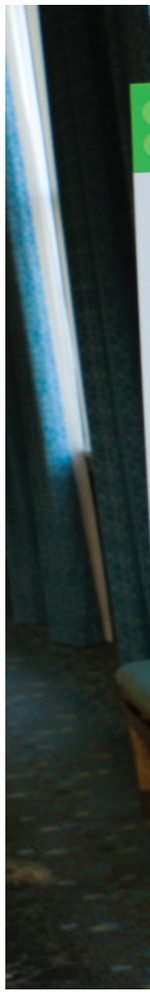
2017

- Acquires Power Up™ Charging and Versatile Mobile Systems
- Maryland Technology Company of the Year

2018-2019

- 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

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.**

CAPTURE

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.

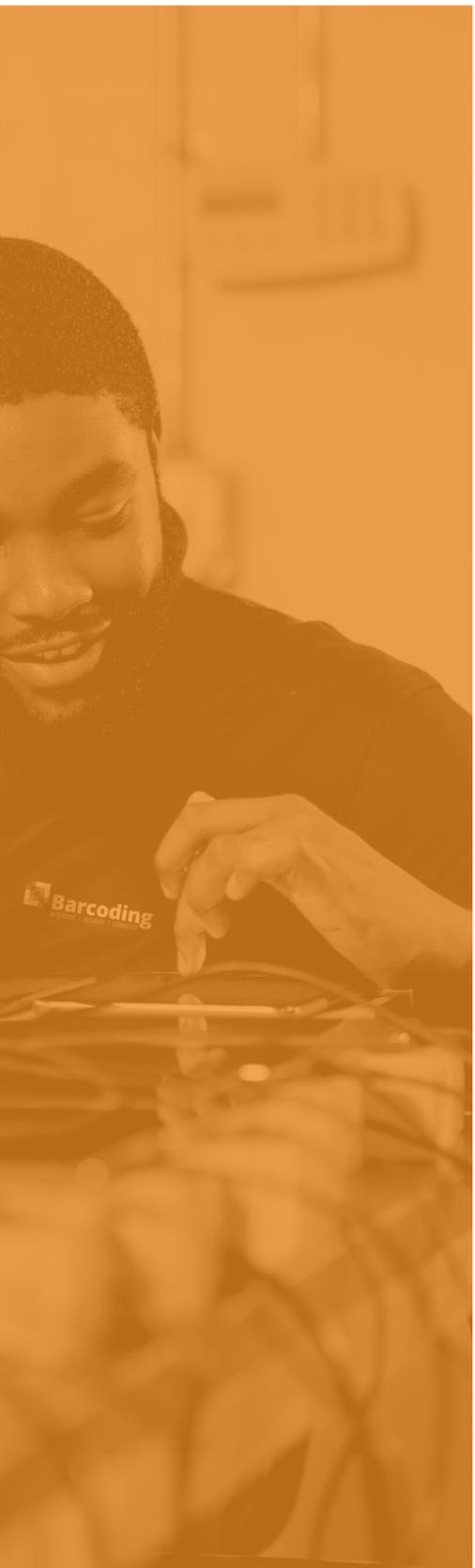
TRACK

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 full-blown 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.

MAINTAIN

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.

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.

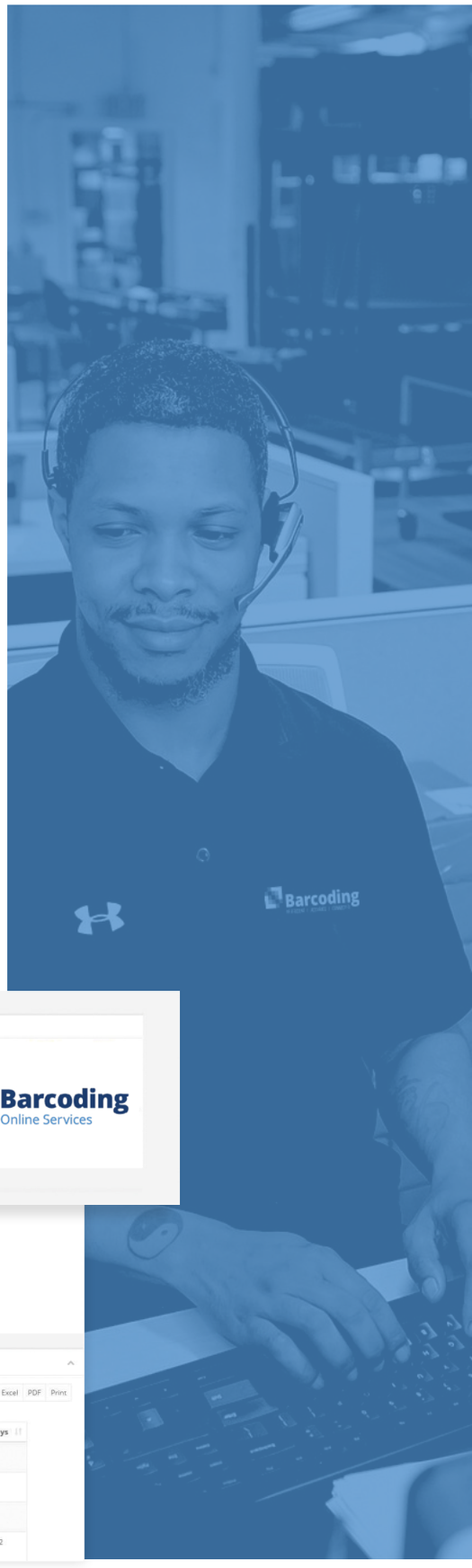
- Project Management
- Gold Image Development
- Staging/Kitting/ Configuration
- System and Unit Testing
- Site Survey
- Network Installation
- User Training
- Shipping and Tracking
- Cellular Activations

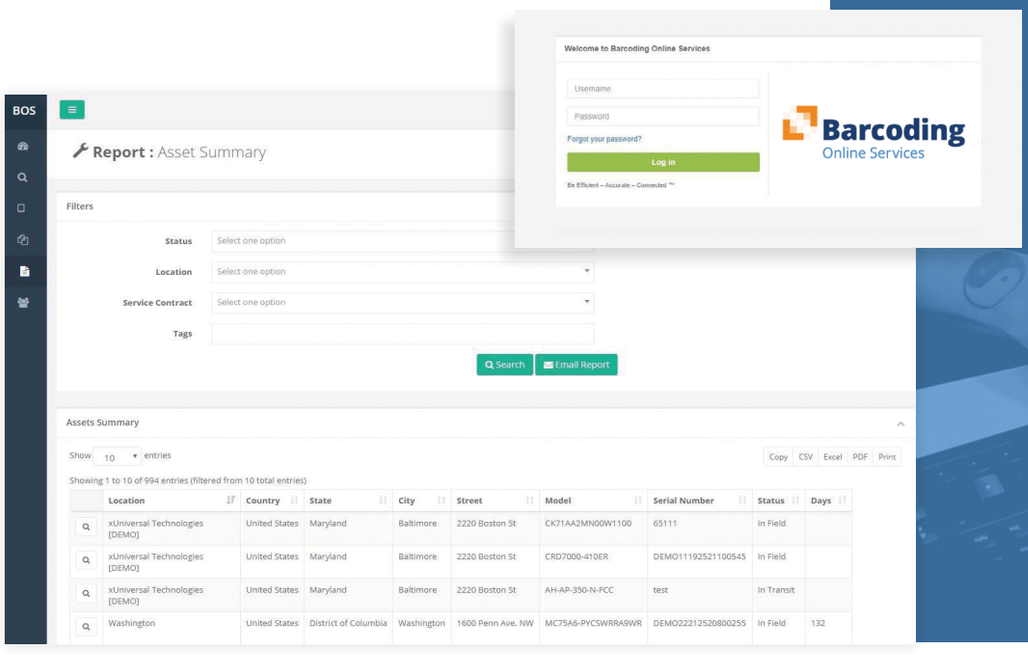
StayLive Services™

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





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?

PROBLEM
SPENDING TOO MUCH ON LABELS

STRATEGIC LABELING PROGRAM

Our Labeling & Printing specialists will work with you to cut costs and save time from supplies purchasing.

We have saved customers $250,000+ in one year!

PROBLEM
LACK OF IT BAND-WIDTH FOR MOBILE DEVICES & SCANNERS

PROBLEM
LOSING HARDWARE DURING SHIFT CHANGE

GET SMART MOBILE AGENT

Our Get Smart Mobile Agent checks mobile devices in and out to improve efficiency.

GOLIVE SERVICES™ & STAYLIVE SERVICES™

Device Configuration
Staging and Kitting
EMM/MDM Set Up
Deployment Management
Rental Equipment Program
Service Contract Management
Troubleshooting
Spare Pool Management
Help Desk

PARTNER WITH EXCELLENCE

PROBLEM
NEED TO MIGRATE TO ANDROID

ENTERPRISE MOBILITY SERVICES

Expert services around Android migration strategy and execution–from project management to software/TE migration to new device procurement and deployment.

RFID & IOT SOLUTIONS

Our experts use the latest in RFID & IoT to provide more accurate and efficient asset tracking of pallets, containers, and more.

PROBLEM
UNRELIABLE ASSET TRACKING

Barcoding

What Will We Build Together?

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VISIT THE BARCODING RESOURCE CENTER

learn.barcoding.com

Tech Roundtable: Managing the Migration to Android and Cloud

WATCH

How to Effectively Deploy Mobile Solutions

VIEW