



# **AFEI and Office Of Force Transformation Adaptive Enterprise Transformation: Sense and Respond**

**Test Before You Invest**

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**DoD, Business Development**

**Sun Microsystems, Inc.**

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# Right Products and Right Partners

- Global Network of iForce Centers
- Test concept before purchase
- Make informed business decisions
- Build test prototypes

# iForce Competency Centers

- Applications and/or market segments
- Assessments
- Proof-of-concepts
- Scaling and Testing
- Reference Architectures

# iForce Solutions Centers

- Run by Sun (world wide)
- Technology expertise
- Brainstorming
- Prototypes
- Government iForce Solution Center

# Authorized iForce Solutions Centers

- Facilities run by partners
- Help to build, test and deliver business solutions
- Simulate real environments
- Partners:
  - EDS, CSC, Hitachi, Deloitte Consulting, Idea Integration, GE Access
  - University of Maryland
    - Esupply Chain Portal for DoD

# iForce Solutions

- Extensive applications include:
  - Data Warehousing
  - CRM
  - ERP
  - Portal (web services)
  - Security
  - Supply Chain Management
- Reference site
  - [Http://solutions.sun.com/iforce](http://solutions.sun.com/iforce)

# RFID and Auto-ID

- Auto-ID Center member
- Sun internal pilot
  - Manufacturing plant to increase material transfer accuracy
  - Achieve high levels of inventory accuracy
- Partners:
  - Alien Technology, Cap Gemini Ernst and Young, ConnecTerra, Gorilla Logics, Inc., Manhattan Associates, Provia Software, ThingMagic, Tyco Sensormatic, VeriSign, Xterprise, Inc., and Mechanical Systems Design, Inc.
- Solutions (EPC compliant) and Integration expertise
- Auto-ID Business Unit Director
  - Julie Sarbacker

# Auto-ID Test Center

- Dallas, TX
  - Tag testing, proof-of-concept, data level of code
- Wal\*Mart supply vendors' testing, scaling, prototyping distribution center
  - 100 top suppliers to incorporate RFID tags in cases and pallets by 1/1/05
- Distribution center (lessons learned/past experience)
  - Portals (virtual/logical)
  - Conveyor belts
  - Fork lifts
  - Entrance and exit (receiving/shipping)
- European center – Scotland
- Government iForce Center and UN of MD integration



- “Our solution strategy starts with R&D that is production-proven in our iForce centers and ends with mass customization via Sun Services and our iForce partner community. ...we are putting structure into our Infrastructure Solutions.”
  - Scott McNealy, President and CEO, Sun Microsystems, Inc.
- “Maximize the take from technology (return on value).”
  - Michael Wynne, Acting Under Secretary of Defense, Acquisition, Technology and Logistics



Leveraging Technology for New Advantages!

