Test Before You Invest

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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
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:
- 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!