

**Intermec unveils new fixed-position reader; AeroScout launches formal reseller program; Worldlabel.com offers custom label converting; Mind Commerce issues ZigBee report; NFC Forum holding innovation competition; epcSolutions, A2B offer DOD labeling solution.**

Feb. 9, 2007—The following are news announcements made during the week of Feb. 5.

### **Intermec Unveils New Fixed-Position Reader**

[Intermec](#) has announced a new UHF RFID passive tag interrogator, the IF30, which can read and encode EPC Gen 2 passive tags, as well as ISO 18000-6B, the [Intermec](#) Intellitag G2 and [NXP Semiconductors](#) 1.19 tags. The IF30 contains the IM5 Intermec RFID reader module, certified by [EPCglobal](#) to be compliant with the Gen 2 standard. The IM5 supports full dense-reader mode, a specification within the Gen 2 air-interface standard designed to make tags readable in an RF-noisy environment. The IF30 is capable of reading tags at conveyor speeds of up to 1,600 feet per minute, and from distances up to 15 feet (4.6 meters), according to Intermec. Chris Kelley, the company's director of RFID business development, says Intermec developed the IF30 as an alternative to the IF5 interrogator, which also uses the IM5 reader module but sports additional memory and processing power so end users can run such middleware functions as redundant tag filtering and business logic. He says that for end users who would rather keep middleware functions running on their networks rather than at the reader level, the IF30 offers a lower-cost choice with all of the same RF functions as the IF5. Another important difference between the two models is that the IF5 has a built-in Wi-Fi communication port, which the IF30 lacks. The IF30 is priced at \$3,000, while the IF5 costs \$3,500 or more, depending on memory allotment and other configurations.

### **AeroScout Launches Formal Reseller Program**

Real-time location system (RTLS) vendor [AeroScout](#) launched a new partner program designed to strengthen its sales channel of about 150 value-added resellers, systems integrators and software providers around the world. AeroScout has always sold its RTLS system—which includes AeroScout T2 active RFID tags; AeroScout Exciters, which activate the tags; the AeroScout Engine, which calculates tag locations; and AeroScout's MobileView software—via such partners as [Hewlett-Packard](#) (HP), [IBM](#), [NEC Unified Solutions](#) and [Philips Medical Systems](#). The new program, AeroScout says, provides a more structured foundation on which the company can collaborate with existing partners and create new partnerships. The more formalized program includes "all the appropriate tools, training, collateral, as well as the right incentives our partners need to really go out there and sell our solution," says Josh Slobin. According to the company, there are three levels of AeroScout's partner program: the basic AeroScout Certified Partner; the AeroScout Silver Partner, designed for partners providing additional support and professional services; and the AeroScout Gold Partner, for those demonstrating an expert knowledge of AeroScout products and support and providing professional services and other capabilities.

### **Worldlabel.com Offers Custom Label Converting**

RFID label converter [Worldlabel.com](#) has developed a label converting system called the Infinity V1 RFID Tag and Inlay embedding system, which can convert both HF and UHF inlays into custom label

sizes outside of conventional dimensions. The converting system also includes an inlay testing function that marks non-functioning smart labels so they won't be applied to product. Worldlabel says its label converting system will benefit end users looking for custom-size smart labels for applications in consumer packaging, pharmaceuticals packaging and baggage tracking tags. Worldlabel jointly developed the converting machinery with [TÜV SÜD](#), a German manufacturer. Worldlabel says the machine will be produced in Singapore, with a current lead time of approximately 12 weeks. The Infinity can either be modulated with current label converting lines or used stand-alone. Operators can key in the label dimensions needed using a touch pad. Pricing information for Worldlabel's custom smart label converting has not yet been released.

### **Mind Commerce Issues ZigBee Report**

Market research firm [Mind Commerce](#) has released a research report on the use of RFID devices employing the ZigBee air-interface protocol, a communication standard for active 2.4 MHz, low-power, wireless devices designed for sensor networks. The report, "ZigBee: A New Frontier for Low Cost Active RFID Devices," provides introductory information about ZigBee and its use as a tool for building automation and other applications. It also evaluates the role of ZigBee in location-tracking applications and presents analysis, case studies and real-life experiences culled from the author's utilization of ZigBee devices. The report offers recommendations on how to design and implement a location-tracking system with ZigBee devices, while also conveying the hurdles and limitations ZigBee could present in such an application. Additionally, it provides information on the use of alternate air interface protocols, such as Z-Wave and XMesh. The 49-page report is intended for RFID and ZigBee hardware, software and solution vendors, as well as those responsible for automation systems within manufacturing or other types of enterprises. Priced at \$295 for a single license and \$995 for a company-wide license, it is available for download from [Mind Commerce's Web site](#).

### **NFC Forum Holding Innovation Competition**

The [NFC Forum](#), a non-profit industry association advancing the use of near field communication (NFC) technology, a short-range communication protocol operating in the 13.56 MHz frequency band, is holding a competition to promote innovation and excellence in NFC technology service deployments in Europe. NFC technology enables cell phones and other mobile devices to be used for electronic payments, data collection and sharing. The competition, "Touching the Future," is open to all interested parties. Finalists will be judged on April 18, 2007, at the NFC Developers Summit, to be held in Monaco. Entry forms and competition details are available now at [www.nfc-competition.com](http://www.nfc-competition.com). The deadline for submitting a preliminary proposal is Feb. 19, with a final submission deadline of March 12. The competition's theme is "the simplicity of a touch," and the 16 finalists will be selected based on the innovation, commercial potential and usability of the competition entrants' proposed applications, as well as the quality of their design and implementation of NFC technology.

### **epcSolutions, A2B Offer DOD Labeling Solution**

RFID solutions provider [epcSolutions](#) and [A2B Tracking Solutions](#), a provider of unique ID (UID) data management solutions for suppliers to the [U.S. Department of Defense](#), have collaborated on a new labeling solution. RFIDTagManager for DOD combines epcSolutions' RFIDTagManager RFID software

with A2B's Flagship product, UID Comply, a labeling system designed to enable DOD suppliers to comply with UID label requirements. The integrated offering is designed to assist DOD suppliers in managing all aspects of UID creation, registration, validation and UID labeling requirements while integrating that label data with a complete RFID labeling and Wide Area Workflow (WAWF) submission in a single package. The latter is needed for compliance to the DOD RFID-tagging mandate. First, the system creates and prints UIDs for items requiring bar code UID labels using UID Comply. Then, RFIDTagManager prints and encodes the RFID tags for those shipping containers and pallets requiring them. RFIDTagManager's WAWF Wizard then imports the UID data directly from UID Comply software, based on the contract. The combined UID and RFID data is saved to a UDF file, which is electronically submitted to the DOD via the WAWF. The package includes MIL-STD-129P-compliant RFID labels and MIL-STD-130M-compliant UID marks/labels, as well as a combined RFID/UID WAWF remittance and material-handling document to the DOD, and hard-copy generation of the DD250. The companies say their solution, available now through resellers, supports all major brands of RFID and bar-code printers.