

Target Prospect Profile

RFGEN IS THE RIGHT FIT FOR MANY COMPANIES

Investing time in focused qualification of leads early in the sales cycle, helps to validate your time and effort to closing more deals. Below, we have listed some of the attributes of businesses that have chosen RFgen and stayed with us for years.

ATTRIBUTES OF BUSINESSES THAT SEE THE STRONGEST ROI WITH RFGEN

- **Utilizing a major ERP:** SAP, SAP Business One, Oracle's JD Edwards, Oracle E-Business Suite, Oracle SCM Cloud, or Deltek Costpoint. We have successfully created connectors for other systems for large operations.
- **Upgrading or moving to a new ERP.** Perhaps also their current data collection solution won't easily/inexpensively migrate to the new platform without additional development/rewriting of existing transactions.
- **Operate one or more manufacturing or distribution centers.**
- **Track inventory/materials manually.**
- **Lack of visibility into inventory status or inventory accuracy** (quantities & locations).
- **Facing penalties from compliance regulations** (CFR 21 part 11).
- **Interested in lot tracking, serial tracking, and/or traceability.**

BUSINESS ISSUES RESOLVED BY MOBILE DATA COLLECTION

- Higher than average inventory levels.
- Excessive handling and/or shipping errors.
- Government requirements around tracking and recall of product.
- Margin pressures.
- Customer fulfillment issues.
- Need to grow business revenue without adding personnel or they feel they have too much overtime or reliance on temporary help.
- Lack of visibility to labor tracking/ productivity.
- They have a need to trace material outside the warehouse: Field service work, Fixed assets, Remote inventories, Direct store deliveries.

“ RFgen provided flexibility on the front-end to design the transactions the way our bakeries actually operate while still honoring the critical JD Edwards integration - while also being the most affordable solution.

David Hartwell, Sr. Director
Clif Bar & Company

”