



# Savi AITUP Solution for the National Guard

Four things you should know, and how to get started

## At a Glance:

- >> AITUP is a National Guard program designed to implement better logistics practices
- >> AITUP maintains National Guard readiness before, during and after the mission
- >> Savi can help National Guard units implement AITUP
- >> Only Savi offers Dual Mode (ANSI & ISO) RFID products
- >> Savi has been a leading AIT solutions provider to the U.S. DoD for over 20 years

### 1. What is AITUP?

AITUP stands for **Automated Information Technology Utilization Program**. AITUP is the National Guard's program for implementing tracking technologies such as bar code, RFID, GPS and sensors to enable more efficient supply chain and logistics processes.

### 2. How can AITUP help the Guard?

AITUP will help the National Guard stay ready before, during and after the mission.



National Guard Image Gallery

Before the mission, AITUP helps with Inventory Management to ensure mission readiness. During the mission, AITUP facilitates check-in and check-out processes and helps optimize utilization of assets across the Guard. After the mission, AITUP can support reporting needs to process FEMA reimbursements and identify asset maintenance needs.

### 3. What is the difference between AITUP and ITV?

The U.S. DoD In-Transit Visibility Network (ITV) is the original RFID network that set the standard for leveraging AIT within the U.S. DoD and across the globe.

AITUP will leverage the same world-class technology, but focus on establishing AIT infrastructure at National Guard warehouses, armories, maintenance facilities and weigh stations. Also, AITUP will focus more on the asset management fundamentals such as asset utilization, asset maintenance and inventory management.

### 4. What is a 'dual-mode' reader and why should I care?

The U.S. DoD is migrating away from an ANSI-based RFID tag standard to an ISO-based tag standard. All tags bought before 2009 only support ANSI infrastructure (i.e., readers). Most tags bought since 2009 only support ISO infrastructure. By purchasing dual-mode readers, you can ensure that your infrastructure will be able to read both old and new tags.

To date there are over 4 million ANSI tags dispersed through the ITV Network. Savi Technology is the only solution provider that sells dual-mode readers.

**See page two for how to get started with AITUP.**



• Deployed Savi Infrastructure

#### Savi Solutions for the National Guard

Through projects with the U.S. Department of Defense, NATO, Allied Nations and major commercial enterprises, Savi has deployed global interoperable RFID tracking networks that locate over 35,000 shipments per day across more than 4,000 nodes in more than 50 countries. A worldwide presence and rich auto-ID solutions experience allows Savi to effectively meet the tracking needs of customers in a variety of industries. Savi provides value to customers by improving asset management and utilization through real-time tracking using bar code, RFID, GPS and sensors.

Savi products support Savi SmartChain Solutions, which provide situational context and automated alerts for timely business decisions that impact the bottom line. Savi SmartChain Solutions allow organizations to gain supply chain visibility, streamline operations, revolutionize customer satisfaction and reduce business costs.

## Getting Started with the AITUP Solution for the National Guard

### Step One: Site Survey

Document your sites, weigh stations and asset types. Ask yourself:

- Where do assets sit?
- How granular within each site does the location data need to be?
- How do assets enter and leave the site?

This is the type of information that Savi will need in order to perform a Site Survey. The Site Survey is the first step in getting started with AITUP.

### Step Two: Training

Think about the people that will need to interact with AITUP. Here are the different types of users to keep in mind:

- **Field Operations:** Interact directly with the assets on a daily basis. Typical interactions will be through handheld RFID readers.
- **Inventory & Maintenance Managers:** Need to use dashboard reporting functionality as well as asset handling through handheld RFID readers.
- **Executive:** Focus on executive level key performance indicators (KPIs) and readiness reports.



U.S. Air Force photo by Tech Sgt. Ray Aquino

### Step Three: Make It Happen

To be successful you need to first define what success will look like. In documenting your sites and asset types, and by spending time with your end-users to understand their specific operational and reporting needs, Savi can help make your AITUP deployment a success.

### Where Can I Go to Learn More?

To learn more, go to the Savi National Guard Solutions page at: <http://www.savi.com/national-guard.php>

Call 1-888-994-SAVI (7284), press "1" for Sales and ask to speak with the *Savi National Guard Solutions Team*. You can also email us at [sales@savi.com](mailto:sales@savi.com) and mention the National Guard.

### GSA and SEWP IV Contract Information

Company Name: MicroTechnologies, LLC  
 Phone Number: 1-703-891-1073  
 Contract Type: GSA  
 Contract Number: GS-35F-062  
 Status: SDVO, Small Business, 8a, SDB

Company Name: immixGroup  
 Phone Number: 1-703-462-6274  
 Contract Type: SEWP IV  
 Contract Number: NNG07DA20B  
 Status: Small Business

#### About Savi

Savi Technology provides an integrated suite of complementary Automatic Identification & Data Capture products and solutions that drive business value by reducing supply chain assets, inventory and operational costs for commercial enterprises, defense agencies and other government customers. Founded in 1989, Savi is a wholly owned subsidiary of Lockheed Martin [NYSE: LMT], with headquarters in Mountain View, Calif., and offices in Singapore; Melbourne, Australia; Farnborough, UK; Lexington, Ky.; and Washington, D.C. For more information, visit [www.savi.com](http://www.savi.com).

#### About Lockheed Martin

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 146,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2009 sales of \$45.2 billion. For additional information, visit [www.lockheedmartin.com](http://www.lockheedmartin.com).

#### Contact Savi

Let us show you how Savi's supply chain solutions can work for your organization.

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