

# SATO INTEGRATION SOLUTIONS DIVISION

*We don't simply see the big picture. We create it.*

SATO Integration Solutions Division (SATO ISD) is a systems integration group of SATO America, Inc. and specializes in the development and support of turnkey, yet flexible asset and product goods tracking solutions for industrial and commercial applications.

SATO ISD offers complete turnkey systems for Barcode, RFID, Software, Labels & Tags, and Data Collection devices. We are known the world over for our exceptional service, sales and support, made possible by our global footprint, which spans 33 countries.

## **SATO ISD SPECIALIZES IN:**

- The development and support of turnkey, flexible software logistics systems for Asset Management, Inventory Control, Track & Trace and Product Traceability
- Barcode and RFID Products serving a wide array of vertical industries
- Manufacturing Solutions
- Horticulture - Cart Tracking, Tray Tracking, Plant Tracking, Load Inventory Tracking Systems
- Media & Entertainment- High End Book tracking, CD's, DVD's EAS solutions
- Pharmaceutical Identification Authentication
- Healthcare/Life Sciences - Patient, Specimen ID and Asset Tracking
- Retail, Inventory Control, Systems and Consumer Goods, Garment Tracking
- Warehousing and Distribution Management Systems and Selection
- Yard Management Solutions
- ERP Selection, Implementation and Integration - SAP, Microsoft, Oracle
- Consulting- Host Systems, Project Management, Industrial Engineering, ASRS, Conveyor and Robotic Automation Systems

## **SATO ISD PROVIDES COMPLETE SYSTEMS INTEGRATION ASSISTANCE, INCLUDING:**

- Systems Analysis, Cost Justification
- System Proposal Development
- Technical Review and Support
- Software Development
- Component Sourcing
- Installation & Training
- Post-Sale System Support



SATO ISD and its parent company SATO America Inc. are recognized as technically sophisticated solutions providers that consistently demonstrate an understanding of “real world” customer application requirements. With decades of experience in automatic identification systems that include barcode and RFID solutions for Fortune 500 companies worldwide, SATO ISD is committed to providing customers with superior quality solutions and unparalleled systems technical support at affordable prices.

# SATO ISD: THE BIG PICTURE REVEALED

## TOTAL PACKAGE SOLUTIONS

As a leader in the application use of automatic data capture technologies in the supply chain and beyond, SATO has delivered both compliant and customer barcode and RFID solutions, including vehicle yard management, reusable container tracking, and high-value asset tracking such as medical equipment, tracking and tracing medical instruments in a high-volume logistics center to article tracking of garments in retail venues. These demanding applications often require features beyond the capability of conventional barcode and passive RFID technology: challenging environments for read range outdoor use, large tag memory store, and robust operation around RF unfriendly materials such as metals, liquids or high-volume dense environments. SATO ISD sees the big picture and will deliver on advanced functionality solutions that are cost effective for the customer. Markets served are broad and include:

- Apparel
- Banking / Financial
- Food & Beverage
- Gaming / Casino
- Healthcare / Life Sciences
- Horticulture / Greenhouse
- Hotel / Resort
- Logistics
- Manufacturing
- Media & Entertainment
- Oil and Gas
- Publishing
- Retail
- Transportation

## SATO DCS AND LABELING

SATO's Business Model - Data Collection Systems (DCS) & Labeling. Auto-identification is a process in technology that replaces manually generated information using barcodes, 2D codes and RFID (IC tags/labels), electronically capturing this encoded information while authenticating the information. Auto-identification technology is a vital part of the information technology (IT) infrastructure for manufacturing, delivery, transportation, retail and medical care, and a range of other industries.

DCS & Labeling is SATO's unique business model that offers total solutions encompassing hardware, software, media supplies and service contracts to maintenance support. We harness the tools of auto-identification technology and dynamic software solutions, and apply our 70 years of market place experience to bring cost effective solutions to customers around the globe.

## CONTACT SATO ISD TODAY

For more information or to speak with one of our ISD professionals directly:

**Mike Beedles**  
**SATO America, Inc.**  
Director, Integration Solutions Division  
and New Business Development  
704-644-1650 ext. 1251

**John Anderson**  
**SATO America, Inc.**  
National Sales Manager,  
Integration Solutions Division  
704-644-1650 ext. 1245



## WHAT OUR CLIENTS ARE SAYING

*"(SATO ISD) coordinated the efforts at our facility... this project has been extensive... (SATO ISD) was a driving force in developing the processes and documentation necessary to commence the utilization of iTrak and was also involved in training in the use of the RF guns... and providing us with various analyses to assist in the selection of an ERP that will result in the best fit for our company and the implementation of SATO's iTrak WMS."*

**Peter Felsenthal**  
CEO, Whitmor Industries

*"SATO's RFID system for Track & Trace gave us 100% read rate which was the Achilles heel of other solution companies... SATO has the team of people, experience and technology expertise to not only propose the right solution, engineer the right solution, but implement the right solution, and they deliver."*

**Brad Slattery**  
IT Manager, Colorpoint, LLC

*"SATO has been an integral part of helping us deliver a game-changing technology to the foodservice industry. Their technology, expertise and especially their team have been tremendous. They have gone the extra mile with their R&D efforts."*

**Paul McGinnis**  
VP, ECOLAB (Food Safety Division)