



### **BellHawk Equipment and Supplies Procurement Assistance Program**

One of the more challenging aspects of implementing a manufacturing execution system or an industrial warehouse management system is knowing what equipment and supplies to purchase.

Today there is a wide-range of possible equipment and barcode supplies available from a significant number of suppliers, especially over the Internet. To assist in this process, BellHawk Systems has introduced its no-cost Procurement Assistance Program.

In this program members of BellHawk System's staff:

1. Work with prospective and current clients to determine their equipment and labeling requirements.
2. Work with BellHawk Systems' clients to develop a list of recommended equipment and supplies.
3. Solicit bids from one or more of BellHawk System's preferred equipment and/or barcode label suppliers for the needed equipment and supplies.
4. Either:
  - a. Facilitate its clients to purchase the needed equipment and supplies from BellHawk Systems preferred suppliers.
  - b. Procure the equipment and supplies on behalf of the client, for which there will be a 10% surcharge.

The benefits of using this no-cost program are:

1. We guarantee that the recommended equipment and supplies will work with the BellHawk software.
2. We ensure that the client pays competitive prices.
3. We ensure that the client only purchases the equipment that they need, when they need it.

This new program replaces the prior equipment procurement program in which BellHawk Systems resold the equipment as part of a complete operations tracking system, or simply referred the client or prospect to an equipment reseller, without adequate oversight.

The disadvantages of the prior program, with BellHawk directly reselling the equipment and supplies, was:

1. BellHawk Systems only sold equipment in relatively low volumes. As a result, we were not able to offer our clients the best prices.
2. BellHawk Systems does not have a fully staffed equipment service department and, as a result, we were not as responsive as we would like to be to clients whose equipment needed repairs or servicing.

Our previously-vetted preferred-suppliers are able to supply the needed equipment at competitive prices on short notice. But, please be aware when comparing these with "Internet" prices that many barcode scanning, printing, and mobile computers come with a wide array of options that impact price and performance. For example the popular Zebra MC90N0G mobile computer has a 24 digit part number. Changing a single digit may change the price by hundreds of dollars but may also leave off a feature that is vital for use with the BellHawk software in the proposed application.

In changing to our new program, we also wanted to avoid problems that we have had in the past with equipment resellers not selling the right equipment or supplies or selling too much equipment of the wrong type too early in the implementation roll-out process. By working directly with the BellHawk staff, we can assure that our clients purchase the minimum cost configuration that will do the required job in incremental quantities as needed.

We are big believers in setting up a "Training Room Pilot" installation with one of each piece of equipment in a training room and then using this to train people and to try out real-life production scenarios before deploying the system in production. This prevents problems with clients buying large amounts of equipment that is ergonomically unsuitable for the intended purpose and which can be difficult to return.

As part of our activities to ensure that our clients get the best equipment for the needed application, we continuously test and evaluate possible candidate devices for inclusion in our "Best-of-Breed" recommended device list. While we are able to satisfy the needs of many clients from this best-of-breed list, this does not make this an exclusive list. So, when we have a special requirement, we reach out to our worldwide network of suppliers to find just the right device for the client's application.

We also work closely with prospective and current clients to assist them to get the right barcode labels for warehouse racks and floor locations as well as for stock room bins. We also facilitate their purchase of rolls of pre-printed "license-plate" tracking labels as well as permanent metal and ceramic barcodes for totes, carts, and KanBan bins.

BellHawk Systems is a partner with major resellers of barcode equipment such as Zebra, Honeywell, and Unitech as well as with some smaller specialty resellers. Its staff have also been directly involved in the implementation of over 100 operations tracking systems over the past decade. As a result, we have extensive experience in what works best for most applications.

Through this new BellHawk Equipment and Supplies Procurement Assistance program, our prospective and current clients are able to take advantage of all this experience, at no cost, to ensure that their BellHawk system will rapidly solve their operations tracking problems at the lowest possible cost.