



# ICLogistics

Completing the last mile of supply chain integration™

## **FOR IMMEDIATE RELEASE**

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### **ICLogistics Joins Forces with Sun Microsystems to Develop and Sell Joint AIDC Solutions**

**St. Louis, MO (July 14, 2005)** – Inner Circle Logistics (ICLogistics) today announced a go-to-market agreement with Sun Microsystems, Inc. to develop and sell joint auto identification and data capture (AIDC) solutions. The alliance will initially center on transportation solutions, building on a recently successful border-crossing demonstration completed by ICLogistics in Southeast Europe in partnership with the US Agency for International Development (USAID) and two leading Southeast European firms. ICLogistics' data and document management solution drove significant cost savings and process improvements for the Southeast European supply chain partners, while effectively dealing with some of the thorniest cross-border issues such as tracking, standards, border-crossing times and security.

The initial activity under the ICLogistics-Sun relationship will be working together at Sun's state-of-the-art radio frequency identification (RFID) demonstration center in Dallas, Texas to roll out complete transportation solutions. The combination of ICLogistics' Java-based flagship product, Scarborough Fair<sup>SM</sup>, web services and RFID capability along with Sun's hardware and web services will result in a turnkey RFID-enabled solution that will extend the capability of RFID solutions beyond the current requirements by Wal-Mart and the Department of Defense.

"Sun is uniquely positioned to leverage the market demand for working RFID solutions, and ICLogistics will be a critical partner in meeting that need for our customers," says Yanni Kalajakis, Vice President, Global Transportation and Travel Industry Sales for Sun Microsystems, Inc. "Today, RFID solutions are perceived as mostly talk, but we are ready to change that perception with a joint solution that is easily deployable and scalable."

"Sun has been watching our progress for some time, but it was the recent RFID, GPS and biometric authentication integration demonstration in Southeast Europe that created the burning platform for our formal alliance," says John Clendenin, CEO of ICLogistics. "Our go-to-market partnership not only brings our joint RFID solutions to market ahead of the next wave of expectation, but it opens the door to continuous improvements and innovations that were not possible before. We are very excited about this new partnership. It's a natural for ICLogistics, as our products are already optimized for use with Sun hardware and services."

ICLogistics' net-centric data and document management tools enable electronic data and document exchange capabilities for any business documents, such as purchase orders, invoices and Customs declarations, and real-time data visibility through web services by housing information on the Internet in virtual relational databases. ICLogistics' caravan of products offers B2B integration, business process improvements, advanced security, multi-language capability and automated data exchange. When integrated with AIDC devices, all of these capabilities are brought to bear on data collected from RFID tags, fingerprint readers and GPS, among other data collection methods.

**About ICLogistics' AIDC Solution**

Scarborough Fair<sup>SM</sup> allows trading partners to exchange information, such as invoices, purchase orders, and customs declarations, regardless of what software platform they are running. When integrated with AIDC technology the power of the solution to provide real-time, relevant content, tracking and security information is increased exponentially. For the Southeast Europe demonstration, the solution set used RFID tags and global positioning systems (GPS) to track a truck, driver and cargo from the time they left a Bulgarian supplier's loading dock to their arrival at a Macedonian buyer's factory. It facilitated the delivery of electronic documentation to Customs and a border crossing procedure whereby required information could be gathered with a simple scan of an RFID tag, vastly speeding up border crossing times. Security was added to the system using biometric authentication so that no one but an authorized and identified user could gather official information at a border crossing, providing the security necessary in today's environment.

**About ICLogistics**

ICLogistics provides the connectivity required to complete the "last mile" of supply chain integration in an inexpensive and easy-to-use format. It delivers significant cost savings, international reach and an unprecedented level of access to supply chain and logistics information to large corporations and small and medium enterprises (SMEs) by combining a business-to-business (B2B) technology model with a patent-pending process for exchanging inventory and supply chain data. ICLogistics combines Web-enabled data and document management with the integration and information management capabilities of enterprise resources planning (ERP) to power full supply chain integration. <http://www.iclogistics.com>.

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