



# Be STid, Instinctive technology

[+] Corporate industry presentation 2017

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OUR APPROACH

## Securing and facilitating the supervision of industrial flows and processes

- Innovative designer of industrial tracking solutions (Readers, antennas and tags)
- Expert in industrial contactless technologies (RFID, NFC, IoT, M2M, etc.)





## OUR APPROACH

# Connect your industry and make it smart

- Technological independence
- Intuitive and user-friendly solutions

### *Easy to evolve*

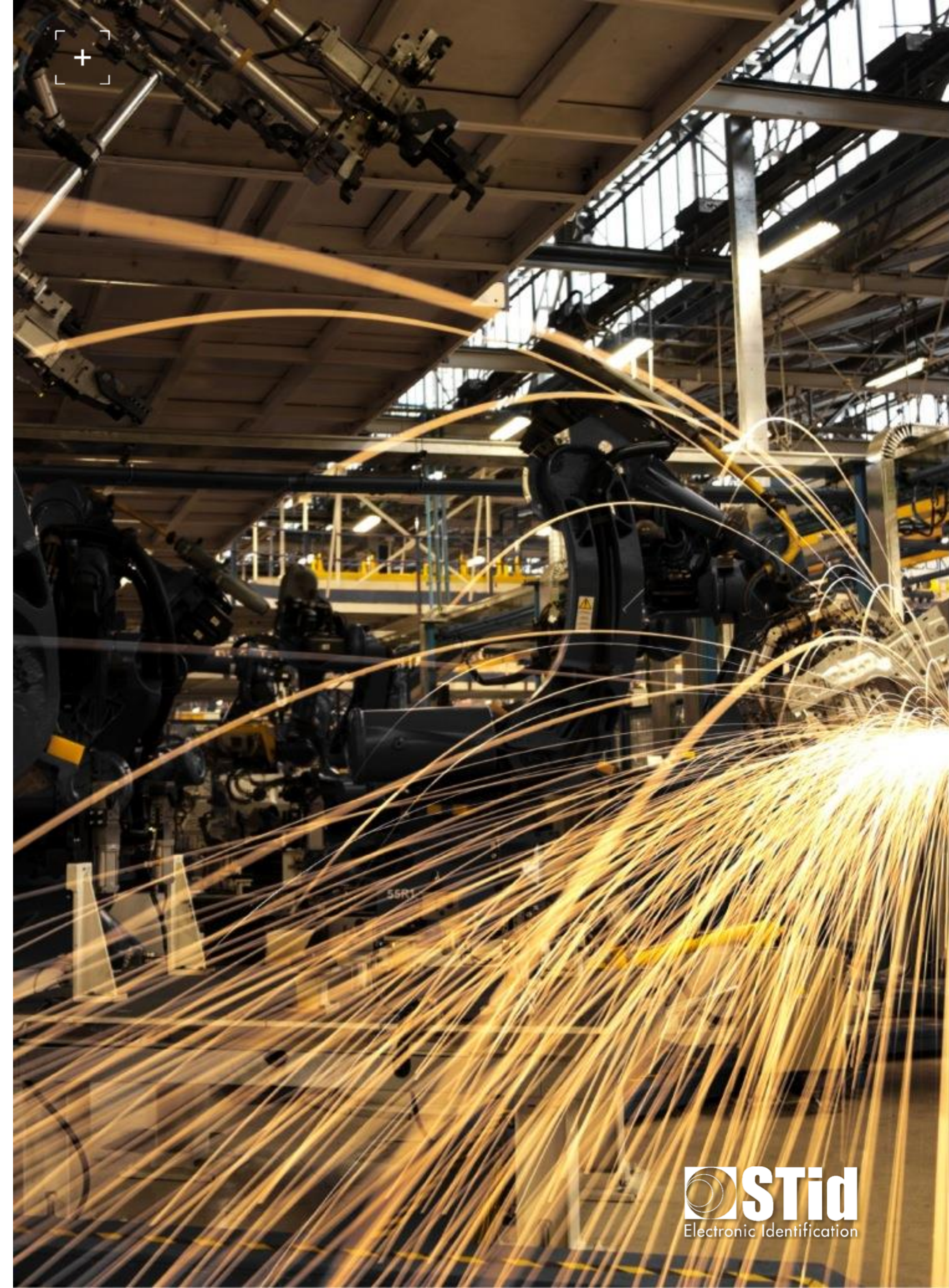
Open and  
upgradeable  
technologies

### *Easy to use*

Optimized  
user-friendliness

### *Easy to secure*

Tools to remain in  
control of your security





## OUR PHILOSOPHY

### Certified Security

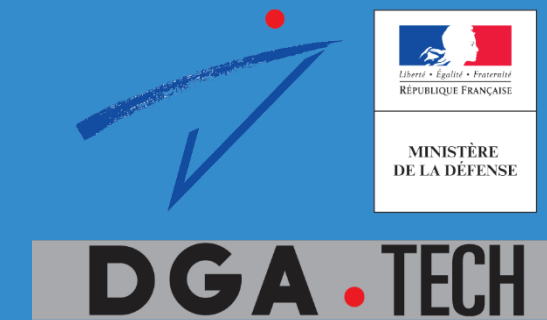
- First RFID manufacturer to have received ANSSI Top Level Security Certification (CSPN)



Expert in contactless identification technologies for 20 years: RFID, NFC, Bluetooth® & IoT



France's leading manufacturer of contactless identification readers



First winner of the Réseau Entreprendre "Growth" award created in partnership with the DGA (French Defense procurement and technology agency) for strategic Defense companies



ISO 9001-2008 Certified Quality for "Design, production, marketing and support"



ATEX Leader in explosive environment industries



Development of ATA SPEC 2000 compliant solutions



Accredited training center





[Find out more](#)



[Skip](#)



## ACTIVITIES



### INDUSTRY

- Securing and facilitating the supervision of industrial flows and processes



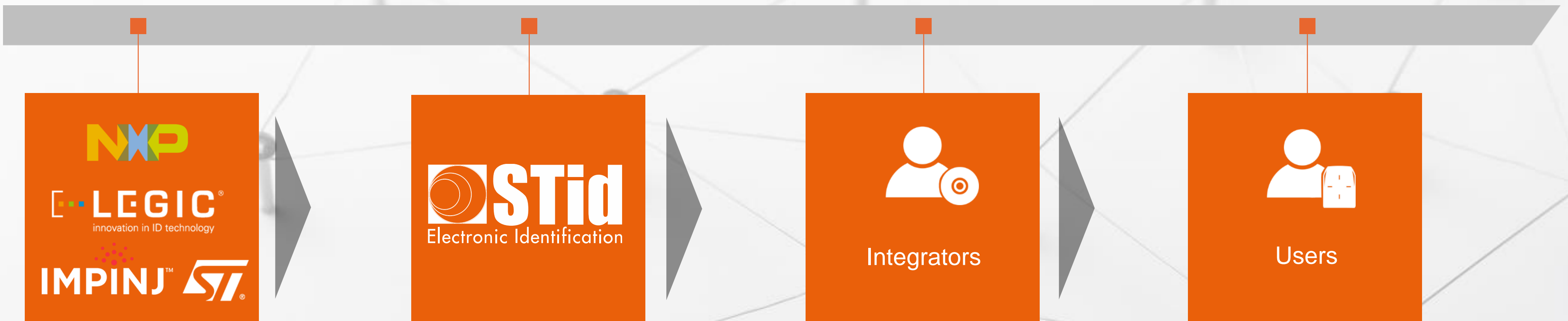
### SECURITY

- Protecting people, goods and data through secure identification and access control





## Value chain





## HISTORY

# Timeline



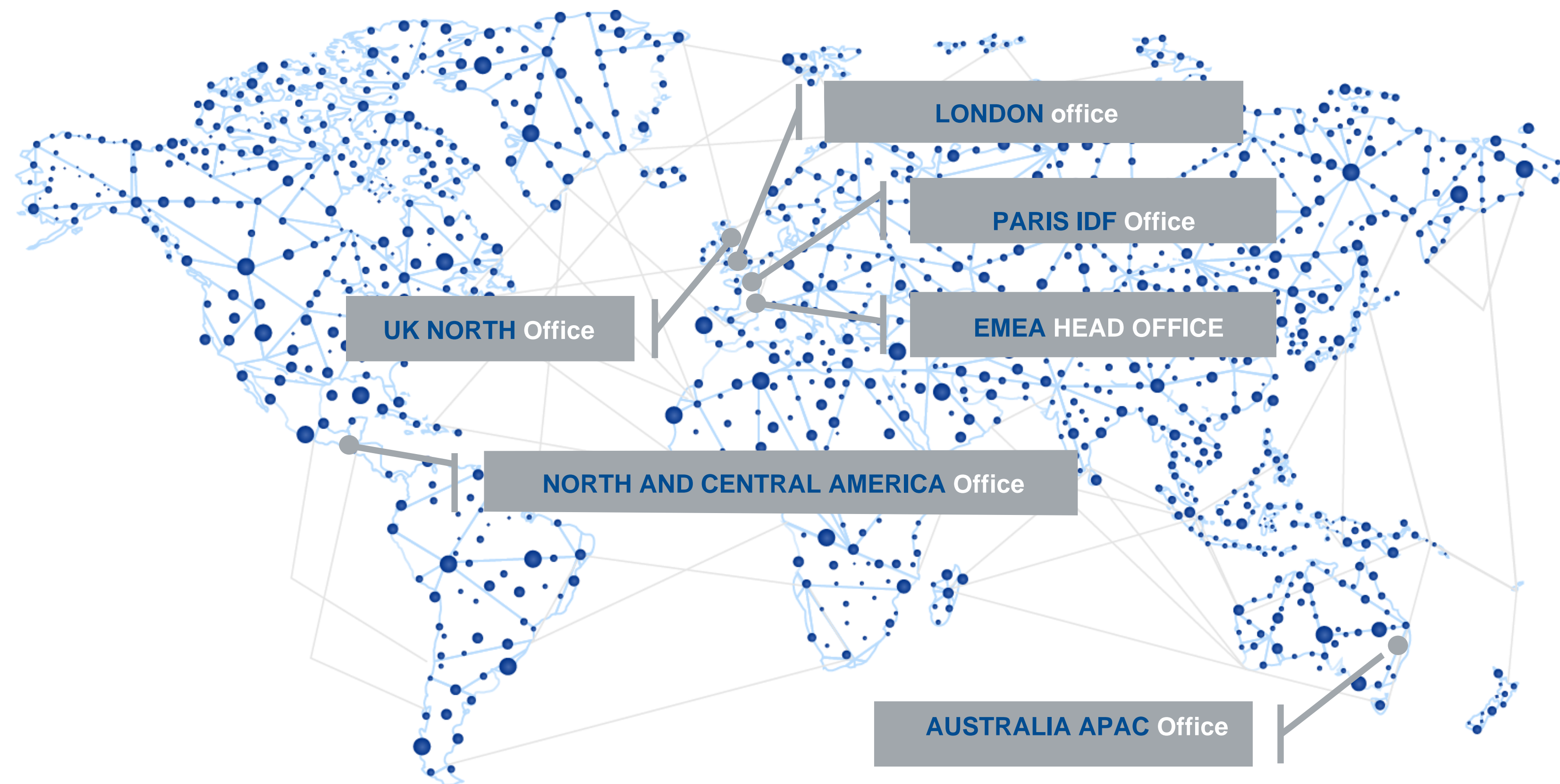




## OUR LOCATIONS

**We share our  
experience locally...  
all around the world**

- 1 head office in France
- 5 sales offices
- Over 50 countries







OUR GOAL

**Leading RFID  
manufacturer for  
demanding industries**



France's **leading**  
RFID manufacturer



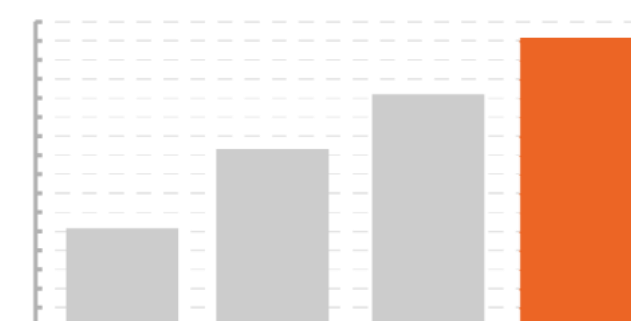
**€7.2m**  
in sales in 2016



**1** Head office  
**5** offices  
**2** subsidiaries



**over  
700,000**  
readers in service



**23%**  
growth  
in 2016



**X46**  
employees



# Clients



## INDUSTRY



## BANKING



www.stid.com



## GOVERNMENT



## EDUCATION



## TERTIARY



## HEALTHCARE





## OUR APPROACH

**We're different,  
to serve you**



**Designed in  
France**



**Support**



**Useful  
innovation**



**Certification**

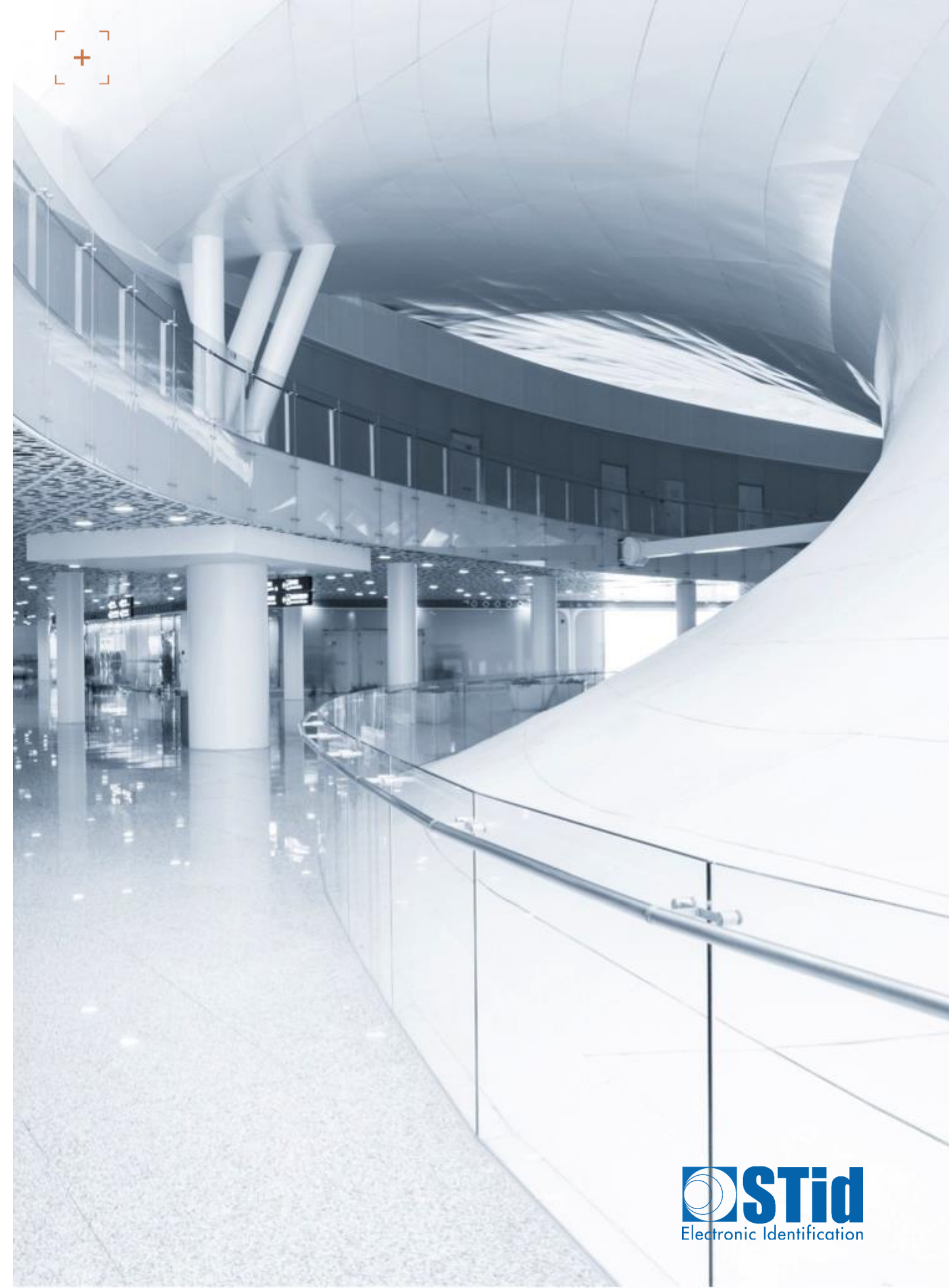


**Service policy**



**Open  
technology**

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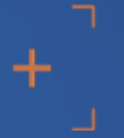
# Be STid

Be smart, be sure et be free

[Find out more](#)







# Be STid, be smart



**INNOVATION**

[Find out more](#)



**EVOLUTION**

[Find out more](#)



**USER-FRIENDLINESS**

[Find out more](#)





# Innovation

BE STID, BE FREE

## Useful innovation

- Innovation is in our DNA  
We are constantly developing innovative value-generating ideas and creative approaches for your markets and technologies.
- RFID market pioneer
- Creation of an innovation department in 2015
- Our innovative solutions are based on 4 key features:

**Reliability / Security / Performance / User-friendliness**

**10.2% of our revenue  
was invested  
in R&D in 2016**

25% of our team works in R&D

11 active patents

over 100 years in combined R&D  
experience





# EVOLUTION

BE STID, BE SMART

## Smart industry

- Upgrading your organization to Industry 4.0
- Involving your employees in your technological transition policy
- Integrating IoT into your industry and helping you make the change
- Offering upgradeable solutions to anticipate your future needs







## USER-FRIENDLINESS

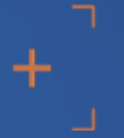
BE STID, BE SMART

### Making technology intuitive

- Developing intuitive user-friendly solutions
- Making things easy for users
- Helping your employees accept the transition to new processes







# Be STid, be sure



**CERTIFICATION**

[Find out more](#)



**SECURITY / INTEGRITY**

[Find out more](#)



**QUALITY & PROCESS**

[Find out more](#)





## Certification

BE STID, BE SURE

# France's leading certified RFID manufacturer for critical markets



### AERONAUTICS



### AUTOMOTIVE



### DEFENSE / MILITARY



### ENERGY / OIL & GAS



### RAIL TRANSPORT



### HEALTHCARE



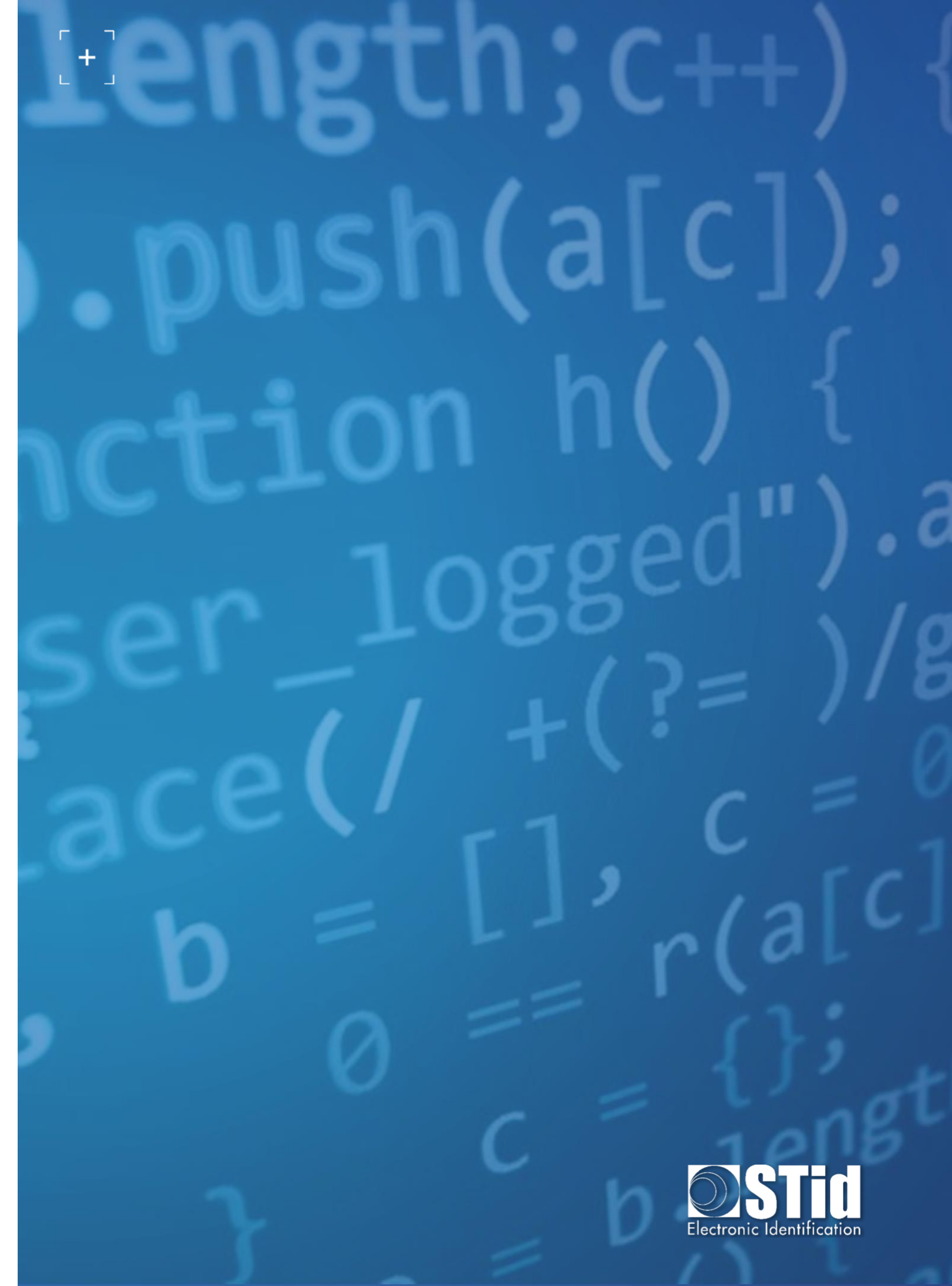




BE STID, BE SURE

### Ensuring security, integrity, durability and data access

- Data security in terms of authenticity and confidentiality
- Use of public algorithms that comply with French general security standards (RGS)
- Secure software and embedded software design and development
- Protection of data against cloning
- Physical protection (Irontag® range - resistant to extreme environments)
- Extensive data storage







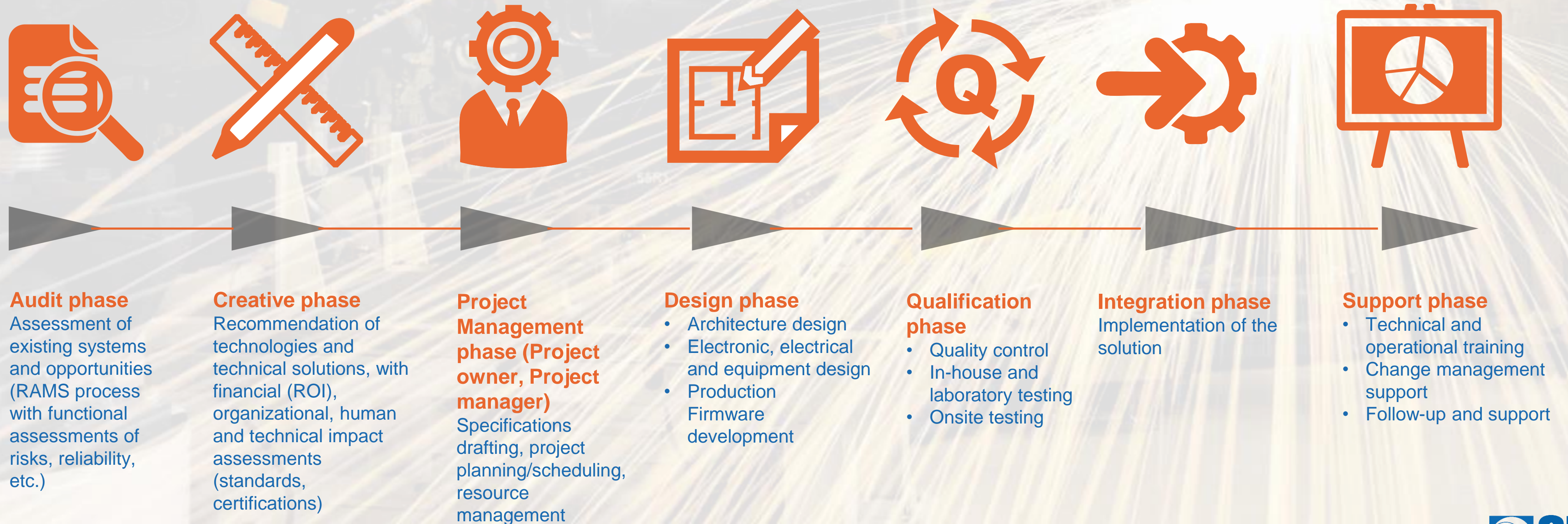
# Quality & Process

BE STID, BE SURE

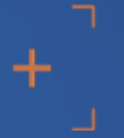
## ISO 9001-2008 Certification

Quality process incorporated into every level of the company and all stages in the life of the product

## Industrial Engineering







# Be STid, be free



**OPEN  
TECHNOLOGIES**

[Find out more](#)



**INDEPENDENCE**

[Find out more](#)



**CUSTOMIZATION**

[Find out more](#)



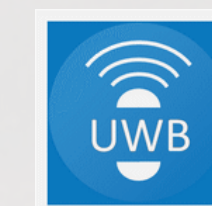


## Open technology

BE STID, BE FREE

### Open technology

- Available IoT and M2M technologies:
  - RFID, NFC, Bluetooth
  - GPS (Lora, Sigfox, ThingWorx , etc.)
- Use of RFID standards
  - ISO 14443-A / ISO 14443-B / ISO 18000-63
  - EPC / GEN 2
- Use of secure communication protocols
  - SSCP, LLRP
- A broad range of interfaces
  - Profibus/profinet, CAN, TCP/IP, RS232 and 485 series, USB, ethernet , etc.
- Products designed in compliance with CENELEC, ETSI, FCC, CE, ANRT standards
- Use of cryptography standards







# Freedom

BE STID, BE FREE

## Independence

- Our solutions and products are designed to provide you with all the freedom you need
- You get to stay in control of the management and security of your Supply Chain







# Customization

BE STID, BE FREE

## Readers & identification tags

- Custom readers and identification tags
  - Miniaturization, OEM, adaptation for conveyor systems, etc.
  - Customized software (IDE, RTOS and OS) and graphics (DTP)
  - Expertise in reader (plastics, metalwork, etc.) and identification tag materials (metal, paper, silicone ,etc.)
- Customized standard tags
  - Graphic customization (logos, references, serial no., barcodes, QR codes, etc.)
  - Personalized coding







## Products – Industrial tracking



Industrial UHF  
readers



Tags



Software and  
encoders

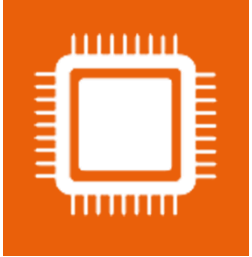


Turnkey solutions



Training





## Products - Industrial modules

### PRODUCTS

## OEM

### Full range of UHF modules

- 125 kHz modules
- High-security 13.56 MHz modules
- UHF modules and mini-modules

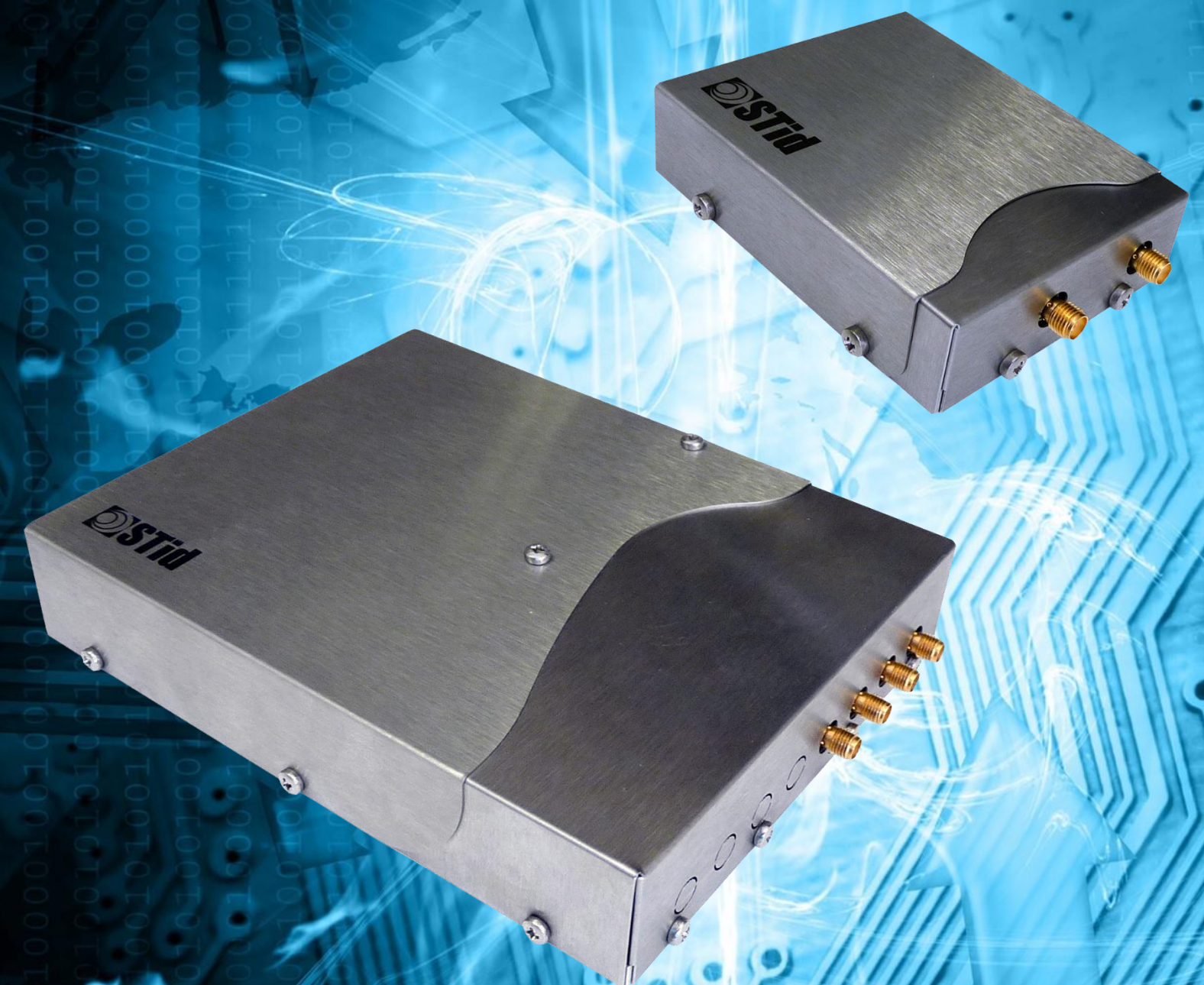
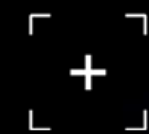
Low, medium and full power



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**STid**  
Electronic Identification





## Products - Industrial tracking

### PRODUCTS

## Range of industrial readers

### UHF RFID readers to improve Supply Chain flows

- High-performance UHF EPC1 Gen 2 (ISO1800-63) readers for use in any type of environment
- Solutions that meet all your needs for industrial assets identification, tracking and supervision
- No electronic set-up required at installation (Plug & Play)
- Instantly compatible with existing architecture

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## Products - Industrial tracking

### PRODUCTS

## Built-in readers and antennas

### Tailored design of built-in applications

- Built-in solutions for the aeronautical industry
- Built-in solutions for industrial vehicles
  - Heavy equipment
  - Forklifts
- Built-in solutions for conveyor applications, etc.

[Download a brochure](#)







## Products - Industrial tracking

### PRODUCTS

## Mobile terminals

**Specially designed for mobile assets identification applications and inventory operations**

- Terminals fitted with a UHF reader head
- Possibility of integrating a 13.56 MHz reader head
- Integrated software tools (Software demo + Windows or Android OS )







## Products - Industrial tracking

### PRODUCTS

## ATEX & IECEx certified readers

### RFID identification in explosive environments

- Solutions that are compliant with international standards:
  - ATEX (EN60079) and IECEx (Ex II 2 GD IP66) certification
  - European directives (99/92/CE and 94/9/CE)
- UHF, 13.56 MHz and 125 kHz ranges

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ATEX & IECEx RFID SERIES







## PRODUCTS

### Industrial TAGs

#### Full range of UHF EPC1 Gen2 / ISO18000-63 RFID tags

- IronTag®
  - Range of "metal" STid RFID tags specially designed to offer the highest contactless identification performance in extreme environments and on metal surfaces
- UHF labels (Standard and "metal")
- Broad range of hard and soft tags
  - Various surfaces: Metal, textile, wood, plastic, etc.
- Tags in a range of sizes







## Products - Industrial tracking

### PRODUCTS

## Software & encoders

- UHF programming kit
  - Program "reader configuration" and "user" cards
- UHF enrollment kit
  - Report identification tag numbers in all types of client applications (keypad emulation)
  - Includes: UHF reader + SWEDGE software
- UHF DEVKIT development kit
  - Integrate SCCP protocol and UHF read / write functions
  - Kit contains software tools (DLLs for Windows)

ultrys

SWEDGE

SCCP

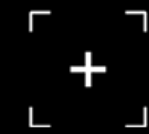
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## Products - Industrial tracking



### PRODUCTS

## Be-Weapon turnkey solution

**STid RFID solution  
entirely dedicated to  
managing equipment in  
armories.**

Download a  
brochure



Touch-screen with specific  
embedded software

Fixed UHF reader  
and mobile  
terminal

Range of non-metal  
and metal tags

High-security HF Architect®  
readers for officer identification



# BE-weapon

LE SUIVI D'ARMES







## Services - Industrial tracking

### PRODUCTS

## STid Academy

### Training programs in RFID products & technologies



Introduction to RFID -  
Basics



UHF - Industrial  
tracking issues  
and applications

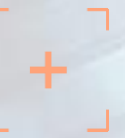


UHF - Industrial  
tracking issues  
and applications in the  
aeronautical industry

Download a brochure







## Industry case studies



Aeronautics



Automotive



Defense /  
Security



Energy /  
Oil & Gas



Rail Transport



Healthcare





## Case study - Maintenance and repair operations (MRO)

# Aeronautics

### Client :

Airbus  
Helicopters



### Issue:

Quickly and accurately identify parts for new helicopters and be able to store all maintenance and supervision data on the parts

The solution needed to be adapted to a difficult-to-reach metal environment and be able to withstand harsh environments.

### Solution:

- Comprehensive management tool compliant with ATA Spec. 2000 standards.
- IronTag® range specially developed for the aircraft manufacturer and integrated into each helicopter part
- UHF mobile terminal with customized software

[Download a brochure](#)



### BENEFITS:

Maintenance history embedded into each tag

Optimized engine configuration readings

Reliable maintenance tracking

Time-saver

Fewer FODs

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## Case study - Maintenance and repair operations (MRO)

# Aeronautics

### Client :

SAFRAN



### Issue:

Develop a built-in tracking solution for aircraft engine parts that complies with conformity, weight, thermal shock and vibration resistance restrictions.

### Solution:

- Comprehensive management tool compliant with ATA Spec. 2000 standards.
- IronTag® range specially developed for the aircraft manufacturer and integrated into each engine part.
- Range of built-in readers and remote antennas for aircraft

### BENEFITS:

Instant access to data

Optimized engine configuration readings

Possibility of associating the identification and maintenance history of parts to different sensors.

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## Case study - Assets Inventory

# Aeronautics

**Client :**

**AIRBUS/  
AIR FRANCE**



## Issue:

Enable airline flight crews to quickly perform an automatic pre-takeoff inventory of safety equipment (life vests, oxygen canisters, etc.) and check their conformity

## Solution:

- UHF mobile terminal
- Touchscreen tablet
- Range of tags and IronTags®

## BENEFITS:

Reliable, fast and easy-to-use

Precise mapping of present or missing equipment and their validity dates

Reduced risk of having non-compliant safety equipment aboard

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## Case study - Assets tracking (MRO)

# Aeronautics

Client :

DAHER



## Issue:

Automate and identify incoming and outgoing pallets/boxes and items in order to eliminate delivery errors and improve productivity

## Solution:

- RFID gate readers and antenna
- Production UHF label printer/encoders
- Range of UHF labels



## BENEFITS:

Automated pallet and box label reading

Elimination of manual barcode order-picking actions

Quicker label reading

Elimination of human error risks

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## Case study - Assets Identification (MRO)

# Automotive & Véhicule

### Client :

Heavy equipment manufacturer

### Issue:

Eliminate all health risks for heavy equipment operators by ensuring optimized use of built-in filters and prevent all risks of fraud (expired filters)

### Solution:

- UHF identification tag
- Built-in UHF reader
- Built-in screen installed in the cab
- In-cab alert system

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### BENEFITS:

Reliable health and safety protection process

Operator autonomy for managing filters

Increased productivity

Fewer vehicles out of service for filter non-conformity





## Case study - Assets supervision

# Defense

### Client :

Municipal Police



### Issue:

Rationalize, optimize and secure the management of weapons and intervention equipment for the Marseille municipal police force. The aim is to implement a solution for tracking and keeping an accurate inventory of weapons and intervention equipment being checked in and out while facilitating an organizational transition that law enforcement officers accept and support.

### Solution:

- Architect® High-Security HF access control reader
- UHF reader
- A touchscreen with specific embedded management software
- Range of non-metal and metal tags
- UHF mobile terminal

### BENEFITS:

Smoother equipment check-out and check-in operations

Faster response times for officers in the field

Facilitated armory stock management and production of regulatory reports

Accurate law enforcement weapons and equipment tracking

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## Case study - Assets supervision

# Oil & Gas

### Client :

**The world's leading pipeline manufacturer**

### Issue:

Integrate an RFID solution for an extremely harsh environment (Heat, pressure, friction, metal environment, corrosive product restrictions) to provide oil rigs with accurate tracking for drilling equipment, from when they arrive onsite to installation in oil wells.

### Solution:

- Range of ATEX and IECEx certified UHF readers
- Range of metal tags specially designed for the application

### BENEFITS:

**Smoother drill pipe management**

**Reliable tracking of pipes entering and leaving drilling sites**

**Faster drilling process**

**Reliable tracking and optimized production costs**

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## Case study - Assets Identification

# Railway

**Client :**  
**Fret**

## Issue:

Develop an autonomous highspeed solution for identifying railroad cars and their contents at different points along the railway network.

## Solution:

- Solar-powered UHF RFID terminal
- Solar panels + storage battery
- GSM /GPRS data communication system

## BENEFITS:

**Identification at over 300 km/hr**

**Strong resistance to outdoor conditions (humidity, corrosion, wind, temperature variations, etc.)**

**Standalone power system**

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## Case study - Assets tracking

# Healthcare

### Client :

**GAP** HYGIÈNE SANTÉ

### Issue:

Develop a specially designed RFID solution for optimizing the entire Regulated Medical Waste (RMW) collection chain.

### Solution:

- Range of UHF readers specially designed for the application and integrated into RMW recycling systems
- Range of specific tags for identifying biological assets



### BENEFITS:

Improved logistics processes

Better regulatory implementation

Fewer RMW losses and related accidents

Reliable regulatory tracking of RMW recycling processes

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## Case study - Assets tracking

# Healthcare

**Client :**  
**Arion**  
**Laboratories**



## Issue:

Implement a production and inventory management solution for perishable surgical implants

## Solution:

- Production UHF label printer/encoders
- Range of GAT DUO gate UHF readers for managing inventory flows
- Range of UHF labels

## BENEFITS:

Real-time inventory tracking

Fewer occasional inventory operations

Optimized storage costs

Fewer delivery errors

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## STid, Quite Simply

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