



FEBRUARY 2002, BOARD MEETING VI

WELCOME

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- Understand initiatives underway and how they coordinate
- Report out on progress being made in all areas
- Discuss future plans



GUIDELINES & PRINCIPLES

However intended, avoid comments about:

Age, sex, gender, sexuality

Race, nation, national language

Do not sell, arrange to meet potential customers separately

Constructive debate is welcome, but not criticism of individuals



WELCOME - NEW SPONSORS

- Target
- Symbol Technology
- Intel
- Tagsys



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**EXECUTIVE DIRECTOR'S
UPDATE**

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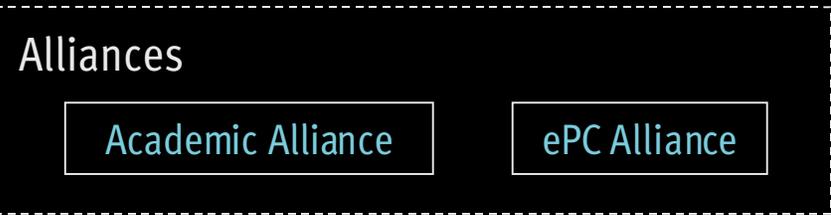
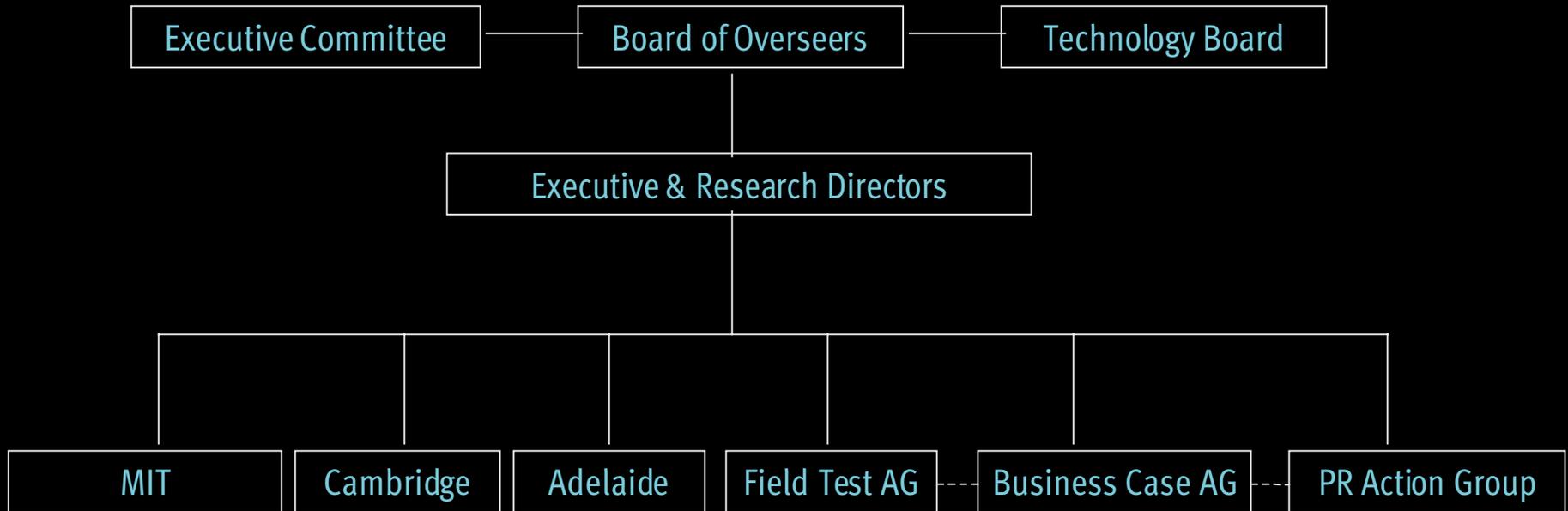


WELCOME - NEW TEAM MEMBERS

- Andy Garcia
- Tim Magner



ORGANIZATION



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FINANCES

Total revenue: \$8,124,295.25

Total expenses: \$4,104,572.20

Balance \$4,019,723.05



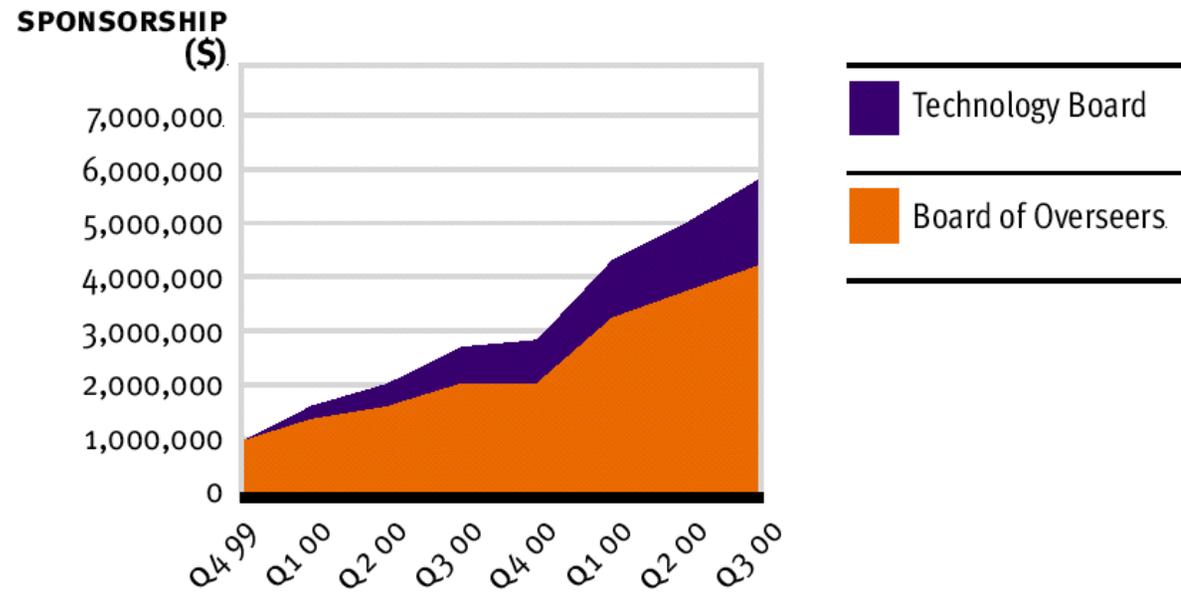
FUTURE

- Symposium 2003 in US & Europe
- Future of the Center beyond 2003
 - separate non-profit legal entity based @ MIT?
 - working with W3C, lawyers, etc
 - proposal due in June



FUTURE

THE GROWTH OF THE CENTER'S SPONSORSHIP





FUTURE

- Growth and adoption
 - New membership level (eg 'Industry Forum')?
 - Lower cost (eg \$80k, \$40k, \$20k)?
 - Technology dialog similar to Alliances?



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GOING GLOBAL

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AUTO-ID TEAM

United Kingdom
London, Leeds,
Exeter, Cambridge

United States
Atlanta, GA, Santa Barbara,
CA, Watertown, SD, Upper
Saddle River, NJ, Salem,
NH, Attleboro, MA,
Madison, WI, Salt Lake
City, UT, Natick, MA

India,
Delhi, Bombay, Jaipur,
Calcutta, Visakhapatnam

China,
Hong Kong

Korea,
Pusan, Seoul, Dae Joen

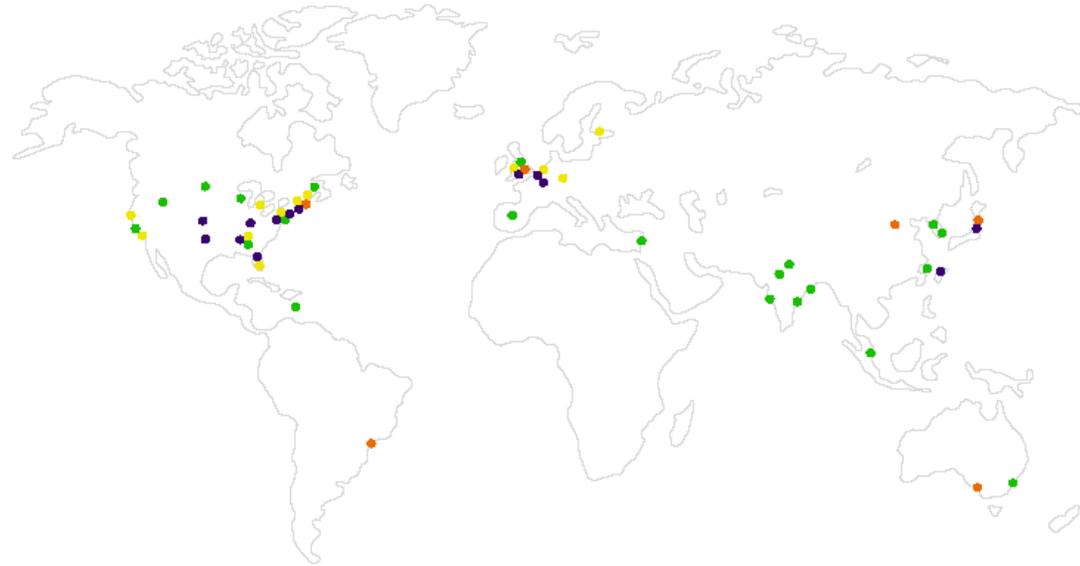
Malaysia,
Miri, Kuala-Lumpur

Australia,
Sydney

Barbados

Israel, Bethlehem

Spain, Madrid



AUTO-ID CENTERS

Massachusetts
Institute of Technology
Cambridge, MA, USA

University of Cambridge
Cambridge, UK

POSSIBLE CENTERS

Adelaide, Australia

Tokyo, Japan

Beijing, China

Sao Paolo, Brazil

END USER SPONSORS

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International Paper Cincinnati, OH, USA	YFY Paper Company Taipai, Taiwan	Tesco Welwyn Garden City, UK
CHEP International Weybridge, UK	Westvaco Stamford, Connecticut, USA	Coca-Cola Atlanta, GA, USA
Orlando, FL, USA	United States Postal Service	DNP Tokyo, Japan
EAN International Brussels, Belgium	Washington DC, USA	

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Marke m Keene, NH, USA	Technology Morgan Hill, CA, USA	Avery-Dennison Pasadena, CA, USA
Invensys London, UK	Philips Semiconductor Amsterdam, Holland	