



JUNE 4-5 2002, BOARD MEETING VII



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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

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EXECUTIVE DIRECTOR'S UPDATE

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WELCOME - NEW SPONSORS

- Home Depot
- Metro
- Toppan Printing
- CVS
- Morningside Technologies
- OAT Systems
- Intermec
- ST Micro

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FINANCES

Revenue	\$ 10,775,000
Expenses & Commitments	\$ 6,665,885
Funding to other labs	
Cambridge	\$ 2,919,420
Adelaide:	\$ 252,421
Uncommitted balance	\$ 1,037,274

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GLOBALIZATION

「オート ID センターとスポンサーたちは、新世代のコンピュータ技術を実現し、ビジネスに革命をもたらそうとしている。成功すれば歴史的な取り組みになるだろう」
 オート ID センター エグゼクティブ・ディレクター ケビン・アシュトン

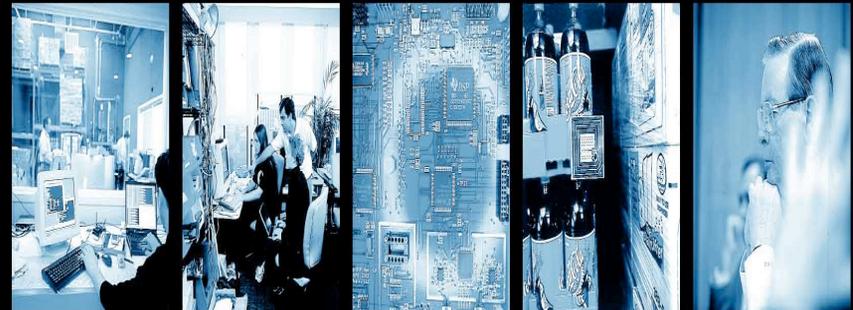
未来が今ここに

オート ID センターは急速な成長を遂げています。世界各地に新しい研究所を設立しながら、大手企業がオープン RFID ネットワークによる絶大な可能性への理解を深めるにつれて、毎月新しいスポンサーを増やしています。私たちは国際機関と協力して事業上の規格を作り上げるために努力を続けています。国際バーコード規格を管理するユニフォーム・コード・カウンシルと EAN インターナショナルはごく初期からのスポンサーで、現在も援助をいただいています。

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COMMUNICATION



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INTELLECTUAL PROPERTY & LICENSING

Microsoft Patents Ones, Zeroes

REDMOND, WA—In what CEO Bill Gates called "an unfortunate but necessary step to protect our intellectual property from theft and exploitation by competitors," the Microsoft Corporation patented the numbers one and zero Monday.

With the patent, Microsoft's rivals are prohibited from manufacturing or selling products containing zeroes and ones—the mathematical building blocks of all computer languages and programs—unless a royalty fee of 10 cents per digit used is paid to the software giant.

"Microsoft has been using the binary system of ones and zeroes ever since its inception in 1975," Gates told reporters. "For years, in the interest of the overall health of the computer industry, we permitted the free and unfettered use of our proprietary numeric systems. However, changing marketplace conditions and the increasingly predatory practices of certain competitors now leave us with no choice but to seek compensation for the use of our numerals."

A number of major Silicon Valley players, including Apple Computer, Netscape and Sun Microsystems, said they will challenge the Microsoft patent as monopolistic and anti-competitive, claiming that the 10-cent-per-digit licensing fee would bankrupt them instantly.

"While, technically, Java is a complex system of algorithms used to create a platform-independent programming environment, it is, at its core, just a string of trillions of ones and zeroes," said Sun Microsystems CEO Scott McNealy, whose company created the Java programming environment used in many Internet applications. "The licensing fees we'd have to pay Microsoft every day would be approximately 327,000 times the total net worth of this company."



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INTELLECTUAL PROPERTY & LICENSING

- 35+ 'highly defensible' patents in RFID
- 10+ patent holders
- High risk of suit
- Freedom to practice debatable
- Workshop to discuss: Tuesday, August 6, Cambridge, MA
- Executive Briefing mailed 2 weeks prior

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SYMPOSIUM 2003

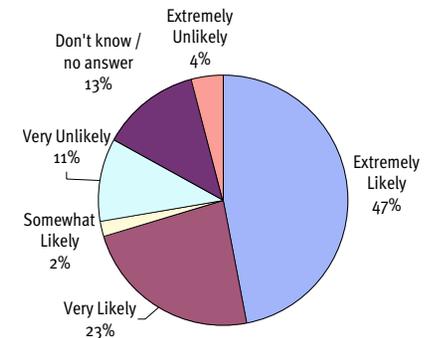
- Proposed for Chicago, October 8-10, 2003
- Limited Exhibit Space for compliant offerings
- Full details at next meeting

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USER SURVEY

Will the Auto-ID Center successfully develop an open system for Electronic Product Codes?

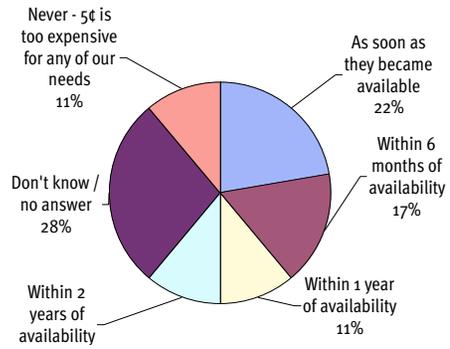


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USER SURVEY

If Electronic Product Code Tags cost 5¢ to buy, when might your Company start making purchases?

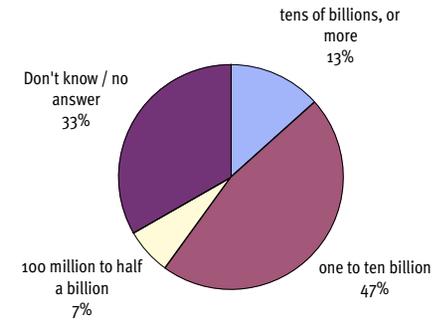


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USER SURVEY

What is the greatest number of EPC tags you could reasonably imagine your Company buying in 2010?

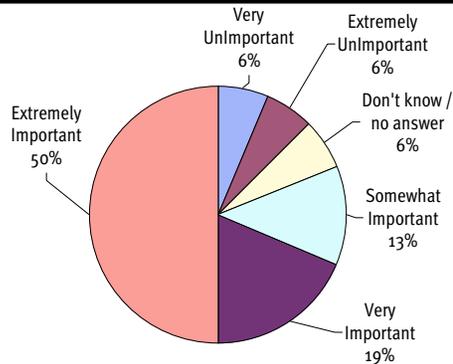


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USER SURVEY

How important is an open system in your company's decision to invest in this kind of technology?

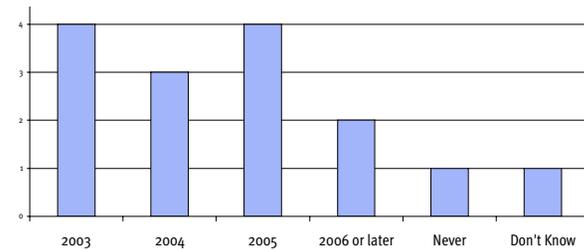


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USER SURVEY

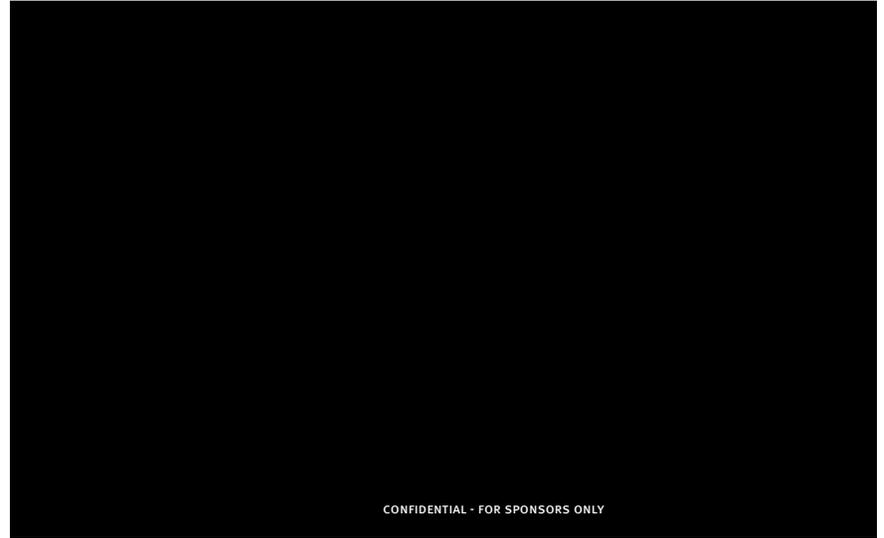
What's the earliest date you can imagine Auto-ID Center Technology having a noticeable effect on your business?



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