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2006 Industry Outlook

Welcome to our first newsletter for 2006.

2006 is going to be another interesting year for the ICT industry and us.

From our perspective, there are three important **technology trends**.

- Mobility
- RFID (Radio Frequency Identification) and
- Wireless Sensors (and Mesh Networking)

Mobility – this is well and truly under way. Mobile devices, communications (based on 3G) and sophisticated software will continue to drive mobility solutions in 2006.

RFID – with the Australian regulatory changes to enable 4W operation of UHF RFID readers; and with the actual availability of equipment coming soon; combined with low cost RFID Tags (they have already halved in price), we should start to see real RFID applications by the second half of this year.

Wireless Sensor – recently ratified standards such as IEEE802.15.4 and ZigBee will result in a whole new range of wireless sensors and devices for remotely collecting data. UMD are already investigating this new technology.

Furthermore, we see the following **Industry trends** playing a key role for 2006.

- Real Time Visibility of Everything
- Ubiquitous Computing
- Data synchronisation

Real Time Visibility of Everything – It does not matter what industry you are in, it appears everyone wants real time visibility. Whether it's stock, environmental conditions, sensor, location or any other form of data. Everyone wants it in real time.

Ubiquitous Computing – by my definition, is about using physical processes to trigger other processes within the supply chain using ICT. A good example of this is RFID. The "act" of moving a RFID tagged pallet through a 'portal' to place onto a truck, triggers the "system" to update stock records, send advance shipping notices, order stock replenishment, update reports all the way down the supply chain. Ubiquitous computing is driving a new round of productivity improvements.

Data Synchronisation – there is currently a lot of background effort in data synchronisation and harmonisation of standards. eg. HealthCare and consumer goods. In order to integrate systems, we need to ensure that we are all working of the same data and agreed method of communications.

The final outcome of all of these trends and technologies, including an ever maturing and sophistication of Software is resulting in truly **Integrated Business System**.

2006 Outlook for UMD

So where does UMD fit into all this?

Quite simply, in order to offer **Integrated Business Systems**, you need to collect and transfer data from where it is generated, from Auto ID and interface devices and transfer to where it is needed and have it interfaced to your system.

For the last 23 years, UMD has been fulfilling our Customers needs for **Auto ID** and **Interface** solutions using **terminal** type devices from our extensive range of custom designed and agency products, professional services and support, in diverse range of technologies encompassing:

- Point Of Service Terminals (retail, kiosk and vending)
- Mobile Terminals & peripherals
- Industrial electronics & barcoding Terminals
- RFID technology and Terminals
- Warehouse Technology and RF Terminals
- Wireless infrastructure
- Payment Terminals

Also due to the complexity of these devices and solutions, we have established a Professional Services division (which we have called the "Technology Integration Division" or TID) some years ago.

This has now evolved to a point where the majority of our work revolves around providing, what we call "engineering ICT solutions".

That is, using our "unique" competencies in design, agency products and professional services to develop solutions that support our partners needs.

In 2006 we anticipate that most of our solution work will revolved around helping our partners develop their "Integrated Business Software" by adding Auto-ID and Interfaces to create a ubiquitous computing environment.

Regards

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