



EXECUTIVE SUMMARY

Partner Affiliation

- Technology Developer Partner

Associated Cisco Solution

- Unified Communications for Manufacturing

Customer Benefits

- Improves order fulfillment accuracy (approaching 100%)
- Increases worker productivity in labor intensive processes by 20–30%
- Accelerates training of new employees
- Complies with government-mandated tracing requirements
- Increases worker safety

Targeted Industries

- Manufacturing
- Retail

Geographical Regions Served

- Global

Datria Warehouse Unified Communications Voice Picking Solution

Partner Overview

Datria is the global market leader in packaged voice-enabled enterprise mobility solutions. Datria brings the power of hands-free, eyes-up mobility solutions to warehousing, transportation, enterprise asset management, plant maintenance, data collection, parts management, field force automation, and human capital management. The company's solutions leverage Cisco Unified Communications and wireless voice services.

Partner Solution Description

Within today's competitive manufacturing and supply chain operations, companies must focus on reducing costs associated with labor-intensive work while improving shipment accuracy and warehouse/distribution agility. Voice-enabled automation is a leading and flexible approach for increasing mobile worker productivity for moving goods quickly through the supply chain while achieving close to 100% accuracy levels.

Customers find Datria solutions affordable, quick and easy to deploy, and with fast return on investment: more than 90% improvement on shipment accuracy, 10-20% improvement in productivity, 60% decrease in time to invoice, and 22% reduction in overtime costs. Mobile workers are equipped with cost-effective wireless Cisco phones, providing them with real-time voice communications and connections with enterprise warehouse and logistics management systems. User acceptance is rapid since Datria solutions rely on common phone skills.

Datria and Cisco are the first to market with a network-centric VoIP solution for voice-based warehousing. When contrasted to traditional client-side approaches, the solution provides better affordability, scalability, compliance with 3rd-party service-oriented architectures (SOAs), reduced TCO, and the ability for voice technologies to be used with all types of mobile workers, both inside and outside the four walls of the enterprise.

Core Components of the Partner Solution

Each Datria Warehouse Unified Communications Voice Picking solution includes:

- Datria software: An open VoiceXML and Java-based application providing a voice user interface to mobile workers with real-time connectivity to existing corporate back-end systems.
- Customer Voice Portal (CVP): The robust VoiceXML application platform providing the run-time environment for the Datria application.
- Unified Communications: Solution connecting mobile workers to the Datria application and existing enterprise systems.
- Voice gateways: A voice-capable ISR equipped with VoiceXML Gateway providing connectivity and network access to application and speech resources.
- Voice over Wi-Fi: Controllers and access points for wireless VoIP phones.

Related Cisco Products

- Unified Communications: Customer Voice Portal, IP phones (wireless 7921G), Unified Manager or Unified Manager Express
- Wireless: Access Routing Technology (VoiceXML on ISR); access points and controllers
- Routing and Switching: Cisco WAN solutions

Related Partner Information

- Webinar: http://www.datria.com/webinar_archive.php
- Demo: http://www.datria.com/Datria_Voice_PicknPack_Demo
- Case study on Coca-Cola Enterprises: <http://www.datria.com/news.php>

For More Information

Datria

www.datria.com
 Anthony Martini
 Marketing Communications
 303 728-1310
anthony.martini@datria.com or
info@datria.com

Cisco

www.cisco.com
 Peter Granger
 Technology Partner Manager
 408 525-5147
pgranger@cisco.com
 Jason T. Tepper
 Business Development
 646 674-7420
jasontepper@cisco.com



Americas Headquarters
 Cisco Systems, Inc.
 San Jose, CA

Asia Pacific Headquarters
 Cisco Systems (USA) Pte. Ltd.
 Singapore

Europe Headquarters
 Cisco Systems International BV
 Amsterdam, The Netherlands

Cisco has more than 200 offices worldwide. Addresses, phone numbers, and fax numbers are listed on the Cisco Website at www.cisco.com/go/offices.

CCDE, CCENT, Cisco Eos, Cisco Lumin, Cisco StadiumVision, the Cisco logo, DCE, and Welcome to the Human Network are trademarks; Changing the Way We Work, Live, Play, and Learn is a service mark; and Access Registrar, Aironet, AsyncOS, Bringing the Meeting To You, Catalyst, CCDA, CCDP, CCIE, CCIP, CCNA, CCNP, CCSF, CCVP, Cisco, the Cisco Certified Internetwork Expert logo, Cisco IOS, Cisco Press, Cisco Systems, Cisco Systems Capital, the Cisco Systems logo, Cisco Unity, Collaboration Without Limitation, EtherFast, EtherSwitch, Event Center, Fast Step, Follow Me Browsing, FormShare, GigaDrive, HomeLink, Internet Quotient, IOS, iPhone, iQ Expertise, the iQ logo, iQ Net Readiness Scorecard, iQuick Study, IronPort, the IronPort logo, LightStream, Linksys, MediaTone, MeetingPlace, MGX, Networkers, Networking Academy, Network Registrar, PCNow, PIX, PowerPanels, ProConnect, ScriptShare, SenderBase, SMARTnet, Spectrum Expert, StackWise, The Fastest Way to Increase Your Internet Quotient, TransPath, WebEx, and the WebEx logo are registered trademarks of Cisco Systems, Inc. and/or its affiliates in the United States and certain other countries.

All other trademarks mentioned in this document or Website are the property of their respective owners. The use of the word partner does not imply a partnership relationship between Cisco and any other company. (0804R)