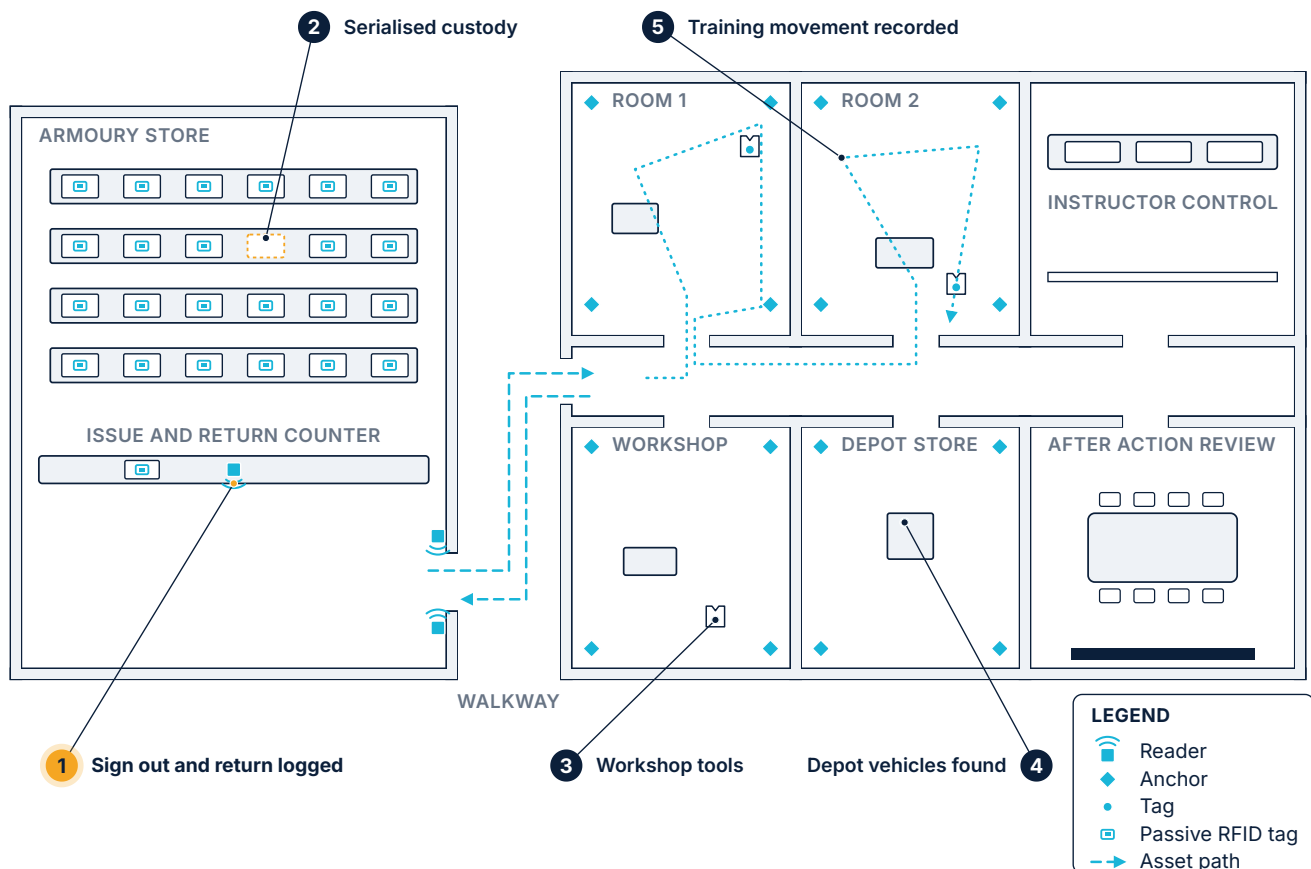


DEFENCE · ARMOURY, STORES, WORKSHOPS, DEPOTS AND TRAINING

End of the day. One issued item has not come back.

A plain guide for armouries, stores, workshops, depots and training areas: controlled items signed out and returned, serialised custody, workshop tools, depot vehicles and equipment, and training replayed for after action review, the debrief held after each exercise.



Callouts match the use cases on page 2. Legend: a **reader** reads passive RFID (radio-frequency identification) tags, which have no battery; a **tag** is an active tag, which has a battery; an **anchor** is a fixed unit that locates UWB (ultra-wideband) tags. Terms used: 2D code: a square barcode.

WHO SHOULD READ WHAT

KPI: key performance indicator, a measure you track. Everyone: your own row and KPI are in the table on page 4.

Armourers, QMs and stores officers

Page 2: use cases 1 and 2 and the KPIs you would own.

Workshop and depot managers

Page 2: use cases 3 and 4.

Training officers and instructors

Page 2: use case 5.

Unit commanders

Page 2 use cases, page 3 payback.

IT, information assurance, finance and procurement

Page 3: technology, data handling and payback.

One next step: book a free 30-minute call to talk through your site and your use case.

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Book a free 30-minute call

What goes wrong today

Hand counts by serial

Closing waits for every item.

Custody by hand

Records and items do not match.

Searches from paper

Missing tools and items hold work.

Reviews from memory

Nobody sees every room at once.

USE CASES

Numbered to match the floor plan on page 1. Each card ends with the technology that usually fits.

1 Controlled items signed out and returned

Pain: Closing means a hand count by serial number, and a mismatch takes time to resolve.

What good looks like: Each issue and return is recorded against a person and serial, and items still out are listed before closing. Your procedures and counts stay.

Usually fits: [passive RFID or 2D codes at the counter, on networks you control, confirmed in the survey](#)

2 Serialised custody of controlled items

Pain: Custody changes between stores, units and contractors are recorded by hand.

What good looks like: Each item is read by the mark it already carries at every custody change. A record without an item, or an item without a record, is flagged.

Usually fits: [reads of the IUID Data Matrix mark, RFID on cases, confirmed in the survey](#)

3 Workshop tool control

Pain: A missing tool stops the aircraft or vehicle, and the search starts from a paper log.

What good looks like: Tool sets are logged to a person and job, and open issues are listed before sign-off. It supports your lost-tool procedure.

Usually fits: [passive RFID or barcodes at the crib, in drawers and on tool sets, confirmed in the survey](#)

4 Depot vehicles and equipment found

Pain: Records show where an item should be, so finding it means a walk round the site.

What good looks like: Larger items show their last known zone and time there, and items leaving site or sitting idle are flagged.

Usually fits: [zone tags, with GPS or low-power trackers outdoors, confirmed in the survey](#)

5 Training replayed for after action review

Pain: Instructors cannot see every room at once, so the review relies on memory.

What good looks like: Movement is recorded, seen live by instructors, and replayed in your usual review format.

Usually fits: [wearable tags, technology chosen per area, confirmed in the survey](#)

ALSO COVERED

- [Mustering](#): a headcount on networks you control.
- [Stores records](#): records that match the shelf.
- [Lone workers](#): an alarm someone can act on.
- [Zone access](#): entries checked against access rights.
- [Fleet maintenance](#): serviced on recorded use.
- [Parts at goods in](#): provenance checked.

KPIS TO TRACK

A KPI is a number you track before and during the pilot.

KPI

WHO OWNS IT

Items not back at end of day

Armoury or stores officer

Records that don't match the item

Logistics or supply officer

Tools not back at job sign-off

Maintenance or workshop manager

Time to find an item

Depot manager

Time to prepare the after action review

Training officer

We agree how each KPI is measured, and the baseline, in the pilot plan.

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Technology fit

Pick the simplest option that answers the question you have

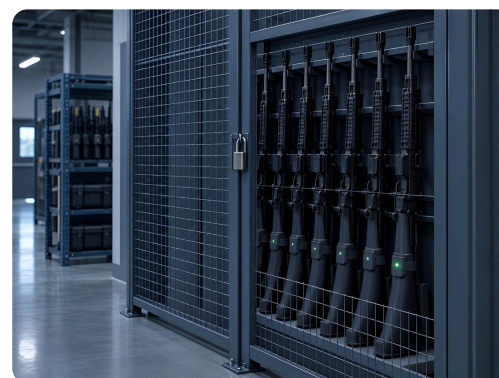
Technology	Where it fits here	Watch for
Barcode or 2D code (such as the IUID Data Matrix mark)	Items that already carry a mark, register entries and handheld counts.	One scan per item, so it depends on discipline. No location between scans.
Passive RFID (radio-frequency identification, no battery)	Issue counters, racks, cases, crib drawers and tool sets.	Metal affects reads, so test on your own items.
BLE, GPS or low-power wide-area trackers	Depot vehicles, trailers and equipment by zone, indoors and out.	Zone level only. Batteries need replacing. Check coverage on your site.
UWB (ultra-wideband location tracking)	Training movement, live positions and replay.	Needs anchors and a survey per area. In live or simulated-fire rooms, mount anchors out of the line of fire or protect them.

The right mix depends on your site. We confirm it in the survey.

Integration

Events go into your own records, on your terms

- **Equipment accounting:** issue, return and custody events reach your stores or maintenance system.
- **Training records:** replays link to training records where you choose.
- **Data handling:** we work within your export-control process and agree classification, access and storage before a pilot.
- **People:** Check local privacy and employee-consultation rules, such as works councils or unions, before tracking people, or tools and equipment linked to people.



ROI AND PAYBACK

ROI (return on investment) compares what you gain with what you spend. Payback is the time until the savings cover the cost.

What drives payback here

- Time spent on hand counts and resolving mismatches
- Aircraft and vehicles held for missing tools
- Time searching depots, and items replaced because they were not found
- Audit and inspection findings on accountability

If the benefit is not bigger than the running cost, there is no payback.

Bring to the call

- A layout of the armoury, stores, workshop or depot to start with
- Rough counts of items held, issues a day and tool sets, from your records
- Your stores or maintenance system, and any site network rules
- One recent item or record that took too long to find

We work out payback with you from your own pilot data, not technology provider averages. **Bring rough figures to a free 30-minute call.**

One next step: book a free 30-minute call to talk through your site and your use case.
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Book a free 30-minute call

What it means for you: find your role and your KPI

YOUR ROLE	WHAT IT MEANS FOR YOU	YOUR KPI
Armoury or stores officer	Items still out listed before closing.	Items not back at end of day
Logistics or supply officer	Custody records that match the item.	Records that don't match the item
Maintenance or workshop manager	Open tool issues listed before sign-off.	Tools not back at job sign-off
Depot manager	Larger items found by zone.	Time to find an item
Training officer and instructors	Exercises you can replay. Your unit says what is recorded.	Time to prepare the after action review
Unit commander	Accountability across stores and training.	Items not back at end of day
IT and information assurance	A data handling plan you sign off first.	Data handling plan signed off
Finance, procurement and leadership	Payback on your numbers, then a go or no-go.	Payback months, go or no-go

Data handling plan signed off: agreed before any pilot equipment arrives.

How a TRACIO project works: five stages

1 Discovery Your pain points, site, process and KPIs.	2 Assess and shortlist Site survey, then the options that fit compared.	3 Pilot with KPI baseline KPIs measured first. Pass marks agreed in writing before set-up.	4 Integrate If useful, one agreed link into your stores or maintenance system, under your change control.	5 Multi-site roll-out After a go decision, one armoury, workshop or depot at a time.
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How a pilot runs: set-up, then live weeks in normal use, then a short written report with a go or no-go.

Questions we hear

"We already have a system."

We give a free second opinion and check how it performs against your KPIs, using your live data and a site visit.

"How do we know it will work here?"

Judge us on method: a pilot, KPIs measured before and during it, and a written go or no-go.

"Can you bid with us, or for us?"

Yes. We team with integrators, or act as the buyer's independent adviser, but never both on the same bid.

"Do you sell or resell hardware?"

No. We don't sell hardware, so our advice stays independent. We rent pilot equipment and offer survey and installation support.

Free second opinion

Send us your technology provider's quote or spec for a free second opinion. What to send: the quote or spec, a floor plan or site photos, item counts and your current process. For controlled or classified material, describe it on the call first and we agree an approved transfer route.

TRACIO consultancy fees

- **UK:** £3k to £30k per project, £1,200 a day
 - **Europe:** €3.5k to €35k per project, €1,400 a day
 - **US and Canada:** \$4k to \$40k per project, \$1,600 a day
 - **Middle East and Australia:** \$4k to \$40k per project, \$1,600 a day
 - **Rest of the world:** \$3.5k to \$35k per project, \$1,400 a day
- Scoped per project, no packages. Fees cover our work only; hardware, software licences and other supplier costs are separate. \$ = US dollars. Travel extra.

Why TRACIO: we work for you, not for the technology providers. We compare the options across the market that fit your site, provide site surveys and installation support, and work worldwide under your change control.

One next step: book a free 30-minute call to talk through your site and your use case.

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