

PILOT PLAN

RTLS pilot plan and success criteria checklist

Separate proof of concept from proof of value, sign the gates before contracts, and bring an evidence pack the steering group can decide on. Terms are explained on page 3.

PILOT PLAN

Step 1: decide which proof you need

- ☐ **Proof of concept (PoC):** can this technology physically work in our radio environment? A controlled single-bay test against defined success criteria, on rented pilot equipment.
- ☐ **Proof of value (PoV):** does it move the business KPI? A fully working pilot in one area, line or ward, measured against a baseline.
- ☐ **We will not go straight from PoC to roll-out.** Skipping PoV leaves the business case untested.

PILOT PLAN

Step 2: five scoping rules

- ☐ **Baseline before equipment arrives.** The KPI that matters, such as how well work-in-progress (WIP) records match the floor, search time or OEE, is measured and recorded.
- ☐ **Production load, not demo load.** Full shift, real operators, peak traffic.
- ☐ **Acceptance criteria signed before contracts.** Written go or no-go thresholds.
- ☐ **Integration proved to at least one core system,** such as a WMS, MES, EMR or ERP, with one event flow working end to end.
- ☐ **A named operations sponsor** with authority to change working procedures.

Step 3: write the gates

For each threshold, write the number with operations before any technology provider arrives on site, and pair it with a measurement method and a sampling plan. Thresholds without methods become arguments.

Metric	Threshold, measurement method and sampling plan
Location error, at a percentile you choose	We set the numbers, methods and sampling with your operations team, before anything goes on site.
Read rate	
Delay to event delivery	
Uptime	
Integration events delivered	
Adoption (procedure followed)	

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Step 4: protect capital

- ☐ **Hardware stays rented, or on supplier-financed terms with a written return or cancellation right at each gate,** through PoC and PoV wherever possible.
- ☐ **A clear exit point at each gate,** so a no-go does not leave you owning the wrong equipment.
- ☐ **Buy only when the go or no-go evidence** and the five-year total cost of ownership still hold at production load.

PILOT PLAN

Step 5: evidence pack for the go or no-go meeting

- ☐ **Baseline against pilot KPI charts.**
- ☐ **Location error and read rate distributions,** not single averages.
- ☐ **Updated five-year total cost of ownership.**
- ☐ **A short "what we still do not know" section:** weekend patterns, seasonal items, future layout changes.

We assemble the evidence pack for your go or no-go meeting.

PILOT SUPPORT

What TRACIO runs for you

- **The gates:** numbers, methods and sampling agreed with operations.
- **Rented pilot equipment,** so a no-go costs little.
- **The evidence pack,** ready for your go or no-go meeting.
- **A repair plan,** if a gate is missed narrowly.

Send us your pilot plan for a free second opinion.

Sign-off

ROLE

NAME AND SIGNATURE

DATE

Operations sponsor

IT/OT owner

Procurement

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A second pair of eyes, before you commit

We are independent advisers on RTLS, RFID and IoT. We do not sell hardware, so we can review a survey, a study, a pilot plan or a design on its merits, and tell you plainly what is missing.

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 business systems, under your change control.

5 Multi-site roll-out

Only after a go decision, one area at a time.

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. Bring it to the call or send it via tracio.com/contact.

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.

Plain-language glossary

PoC: proof of concept, a test that the technology can work here.

PoV: proof of value, a pilot that shows whether the business KPI moves.

Gate: a go or no-go decision point with written thresholds.

Location error at a percentile: the distance between reported and true position that a chosen share of readings falls within, for example 95 in every 100.

Read rate: the share of tag passes that are read.

Uptime: the time the system is working.

Total cost of ownership: all costs over the life of the system, not only the purchase.

WMS, MES, EMR, ERP: warehouse management, manufacturing execution, electronic medical record and enterprise resource planning systems.

OEE: overall equipment effectiveness.

RTLS: real-time location system, showing where tagged items are.

RFID: radio-frequency identification, tags read by radio.

IoT: internet of things, connected sensors and devices.

IT/OT: office IT and operational technology, the systems that run the site.

KPI: key performance indicator, a number you track.

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