

SUPPLIER SELECTION

What to score when you compare RFID and RTLS suppliers

Six areas decide most awards. For each one, why it matters and two questions worth asking every supplier on your shortlist.

The six areas

What matters, and the questions that show it

Area	Why it matters	Questions worth asking
Technical fit	Whether the technology works for your use cases, on your site, not in a demo.	Is accuracy stated for your zones and use cases? Is anchor or reader density stated per zone?
Commercial value	The price you sign is rarely the price you pay over five years.	Is the year 1 price complete, with no lines left open? Is there a five-year cost with every assumption stated?
References	A live site like yours tells you more than any presentation.	Is there a live site of similar scale and use case? Can you call the customer and ask about years 2 to 5?
Integration	The link to your business systems is where many projects stall.	Are your systems named? Is integration quoted at a fixed price, and what does that price leave out? Which parts are standards based, and which are proprietary?
Security and compliance	Your IT team, your regulators and your staff will ask before go-live.	Do current certificates cover the offered platform? How is personal data handled if people are tracked?
Service and support	The system has to keep working after the project team has gone.	Are response and restore times contract commitments, not targets? Who attends site, from where, and where are the spares?

These six areas decide most awards. The weights, the detailed criteria and the evidence we ask for depend on your site and use case. We set them with you and run the scoring as part of supplier selection. [Book a free 30-minute call.](#)

We don't sell hardware, so our advice stays independent. tracio.com/contact

Choosing a supplier? Book a [free 30-minute call](#) to talk through your shortlist and your request for proposal.
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