

## IUID Compliance Aids L-3

“It’s better to be proactive, than reactive.” – Don Griffin



### The Problem

L-3’s Advanced Products & Design Division (AP&D) offers a unique product and service portfolio for commercial and government customers developing mission-critical and real-time applications. After hearing about The Department of Defense’s new IUID policy requirements in order to bid and complete on DoD contracts, L-3 knew that they had act quick.

Compliance manager, Don Griffin, realized that AP&D would need to become fully UID compliant in order to maintain competitive advantage bidding on government contracts.

That meant an all-out effort that involved pulling together key departments throughout the division, including senior management, legal, marketing, production, design & development, document control and shipping.

### The Results

Several months after implementation Mr. Griffin reports that everything is running smoothly. He particularly likes the UC! Web™ software, which coaches users through the various steps. But he also points to another benefit; he can recover data for work in progress.

When asked whether becoming IUID compliant so promptly had enhanced AP&D’s ability to be responsive to DOD contractual opportunities, Mr. Griffin had a quick and simple response, “Yes, without a doubt”.

“The first major hurdle was overcome by utilizing the services of A2B. They had a great grasp of IUID requirements,” says Griffin. “The analysis phase resulted in A2B providing specific guidance regarding the actions we would need to address in order to implement a fully compliant IUID marking process.”

### The Plan of Attack

Mr. Griffin chose A2B Tracking Solutions because of the company’s depth of experience with implementing bar code tracking and compliance. Also because A2B had developed UC! Web™, a total compliance package that addresses all IUID requirements from labeling to final electronic uploading to the IUID Registry.

A2B Tracking provided an on-site seminar that explained all aspects of the DoD IUID requirement. Then it performed a comprehensive analysis on the impact of compliance on each of AP&D’s product lines.

Armed with the information from A2B, Mr. Griffin said he was able to reach decisions regarding the direct impact on each group and their respective processes, then create and propose acceptable solutions.

“If I have 300 communication boards with different delivery dates, I am able to identify which IUIDs have been manufactured, because UC! Web™ keeps all that information in the database. And I’m looking forward to the next phase of tracking inventory with the handhelds. My experience with A2B Tracking has been completely positive,” says Mr. Griffin, “not only before the sale, but after, with their incredible technical and customer support staff.”

