Going Green: How to Automate Your Mail & Package Tracking

Scheduled For: Friday, May 11th 8:30-9:30am

Presented By: Bruce E. Little, Vice President, SCLogic
Mickey Anglea, Postmaster, Vanderbilt University
Agenda

- Common Needs
- Green Solution
- Vanderbilt University Background
- Stakeholder Requirements
- Available Options
- Software and IT Issues
- Chosen Solution
- Results
- What If I Already Have A System
Common Needs

- Reduce or Eliminate Paper
- Cut Costs
- Speed Delivery
- Reduce Lost Packages
- Increase Visibility
- Improve Reporting
- Utilize Paperless Technology
Green Solution

- Enterprise Software
- Mobile Computers
- Integration with Other Apps
- Multiple Uses
- Customizable
- PAPERLESS!!
Vanderbilt University

- Nashville, Tennessee
- Established in 1873
- 12K Undergraduates
- 400+ Packages Received Daily
- 229 Buildings Served by Mail Services
Stakeholder Requirements

- **Champion:** Mickey Anglea, VU Postmaster
- **Key Stakeholders:**
  - Mail Services
- **Drafted Requirements**
  - Receiving Kiosk
  - Automatic Updates of Recipient List
  - Mailbox Assignment
  - Email/Text Based Notification
Available Options

Point
- Less expensive, fast implementation
- Expensive to grow. IT might not support it

Enterprise
- Sharing of data, integration into other systems
- Longer implementation, larger investment, serious IT involvement

Cloud
- Multi-tenant: One license shared by many users
- Single-tenant: Your license installed on an external server
- Installed over a web browser

On-Premise
- Your license installed inside your company
- Can be expensive
Software & IT Issues

IT Says:
– No Outside Software
– Subscription or Perpetual Licensing?
– We have Security Concerns
– Handheld Devices Are A Problem
– Wi-Fi Enabled
– Who is Going To Support It?
Software & IT Issues

- **No Outside Software**
  - What Are They Concerned About? Viruses!

- **Security Concerns**
  - What Are They Concerned About? Hackers Getting Into the Network! All Data Should be Encrypted Using SSL (Secure Socket Layer) Technology

- **Subscription or Perpetual License?**
  - Subscription License Just Like A Magazine Subscription
    - Valid For A Set Time Period
  - Perpetual License – You Own It!
  - OpEx vs. CapEx
Software & IT Issues

- Handheld Devices Are A Problem
  - Why? Because They Contain Proprietary Data
  - The Data Should Be Encrypted

- WiFi Enabled
  - Most All Newer Devices Are WiFi Capable. Can They Be Used to Hack Into Your Network?

- Who is Going To Support It
  - IT Workloads Are Greater than Ever - Not Interested in Expending Additional Resources
Chosen Solution

- Rugged Handhelds
- Enterprise Solution - Scalable
- On-premise Solution
- Integrate-able
- Multiple Uses
- Customizable
- Data Communications
# Results

<table>
<thead>
<tr>
<th>Component</th>
<th>Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduced Paper</td>
<td>Significant</td>
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<tr>
<td>Cut Costs</td>
<td>Significant</td>
</tr>
<tr>
<td>Improved Turnaround time</td>
<td>50%+</td>
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<tr>
<td>Reduced Lost Packages</td>
<td>100%</td>
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<tr>
<td>Visibility</td>
<td>Much Improved</td>
</tr>
<tr>
<td>Chain of Custody Updates</td>
<td>Immediate</td>
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<tr>
<td>Proof of Delivery – Signature Capture</td>
<td>Real-time</td>
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Other Success Stories

- Leo Burnett USA
  - Stopped Printing Multiple Copy Manifests Per Mail Stop

- AFLAC
  - Stopped Printing Reports

- Pfizer
  - Stopped Printing Manifests

- USDA
  - Stopped Copying Item Labels

- Michigan State University
  - Stopped Printing Manifests
What if I Already Have A System?

- Why Should I Consider Upgrading An Old System If It Still Works?
- What is the Life Expectancy of the Hardware Devices?
- How Long Will You Support My Old System?
Questions

- It’s All About Leveraging Technology
Speaker Contact Information

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