



Channel Inventory Management Application

SonicWALL, Inc.

Customer At-a-Glance

SonicWALL, Inc.

- Hi-Tech Network Equipment Manufacturer
- Global ODM Partner Network
- 2007 Revenue - 218.11M

SonicWALL, Inc.(NASDAQ:SNWL), a leading provider of secure network infrastructure uses InSync Software, Inc.'s Edgeware platform and Asset Tracking Solution to provide physical inventory visibility and performance metrics of Original Device Manufacturers (ODMs).

SonicWALL's primary application objectives were to reduce in-transit times, lead times, lower inventory levels and manage ODM performance. SonicWALL executives sought a scalable solution that could provide real-time visibility of inventory and that could be deployed throughout their extended supply chain. Additionally, SonicWALL required the ability to integrate item-level processes information from its suppliers into its existing ERP system. Integrated data is used to enhance and automate business processes.

InSync's Asset Tracking Solution uses passive GEN2 UHF RFID tags, each written with item-specific product information as it is applied to product shells. UHF RFID antennas were installed to read the tags at entry and exit points in each manufacturer's facility. When shipments arrive at the 3PL warehouse, they pass through RFID-enabled Dock Doors, where UHF antennas record their entry.

"We chose InSync Software for its ability to provide a single dashboard view of all inventory locations," Says Atul Dhablania, VP of Operations for SonicWALL. "InSync's solution has delivered this real-time visibility and has additionally allowed us to better manage our ODMs by providing us with indisputable performance metrics."

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To utilize RFID infrastructure and minimize development and deployment time, SonicWALL uses InSync's Edgeware application platform in conjunction with InSync's Asset Tracking Solution. The Edgeware platform allows operators to configure, monitor and maintain RFID and barcode devices in the



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manufacturing and distribution facilities. InSync's Asset Tracking Solution runs on the Edgeware platform and makes use of RFID data from all locations. InSync's software transforms data using pre-defined business logic, then packages and sends it to SonicWALL's inventory tracking system. The software automates the sending of event notices and messages when they occur, and triggers alerts when necessary. Dashboard views allow operators onsite or remotely to track an assets expected route, history, and condition, as well as view real-time inventory levels in remote locations and in-transit.

"We were very pleased to be selected by SonicWALL for this mission-critical application," Ashish Chona, CEO of InSync Software Inc. says. "The elements of this application; high volumes of high value assets moving between disparate business partners, are common characteristics of today's High Tech global business environments. Our Asset Tracking Solution addresses these challenges, providing SonicWALL with a measurable "pulse" for every asset."

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