



Presentation of the Case Study

Each case study submitted should be presented in an organized document or article that specifically discusses three areas:

- A concise statement of the **problem/challenge** addressed.
 - Describe in detail the business problem/challenge that prompted the installation of the AIDC | Blockchain | IoT | RFID technology.
- The technical **solution** provided which applied the specific technology.
 - Describe what solution was selected and how it works.
 - Indicate the business application you targeted and challenges you solved.
- The business **result(s)** of the installation.
 - Provide an explanation of what benefits arose from the project. Benefit discussion should include the technical benefits (e.g. increased inventory accuracy to 99%), the internal business ramifications of the improvement (e.g. decreased inventory by 20%), and the external business ramifications (e.g. customer backorders virtually eliminated). The submission must include quantifiable results (ROI).
 - For IoT and Blockchain submissions, the maturity of the deployment and scalability aspects should be included.

Throughout the submission, consider not only the impact on the organization implementing the project but how the resulting capability impacts the organization's relationships with suppliers and/or customers.

The submission should assume general knowledge of data capture technologies. However, in order to provide maximum value to the widest industry audience possible, it should be written in a manner that would be readable and understood by individuals without advanced technical expertise.

Quotes from actual end-users are welcome, especially quantified statements of benefits.

Do not include any confidential information! *Judges will not be under any confidentiality restrictions or NDAs.*

Submission Criteria

AIDC and RFID submissions must be based on fully functional installations. IoT and Blockchain submissions may be pilots.

All entries become the property of AIM, Inc.

Submission of an entry is deemed permission for AIM to publish it on the AIM website as well as in any AIM sanctioned publication(s).

Multiple entries accepted ~ *same or different categories* ~ but must be submitted separately.

AIM Case Study Competition is open to AIM members and non-members, alike.

Entries submitted must certify:

- Information included in the submission is factual.
- Publication of the information will not violate any copyrights or proprietary rights.
- All required customer or management permissions have been secured.

Judging Criteria

Entries will be judged by a panel of experts appointed by AIM and evaluated on the following criteria:

- Presentation of the project in a well written & understandable manner (10 points)
- Sustainability - likelihood of passing the test of time (20 points)
- Technical design of a new technology **OR** new use of existing technology (20 points)
- Potential for demonstrable benefits (20 points)
- Uniqueness / Creativity of project (20 points)
- Potential to enhance the industry or create new markets (10 points)

All decisions made by the AIM panel of judges are final.

AIM Case Study Competition Winners Receive...

- + Opportunity to present winning case study at AIM event and/or other major industry events
 - + Special recognition during an AIM Awards event
 - + Media recognition via AIM news release announcing the winning case studies
 - + Featured placement in AIM newsletters
- + Opportunity to present winning case study via AIM Virtual Events, which may include interviews, podcasts or webinars
 - + Prominent placement on AIM's website

