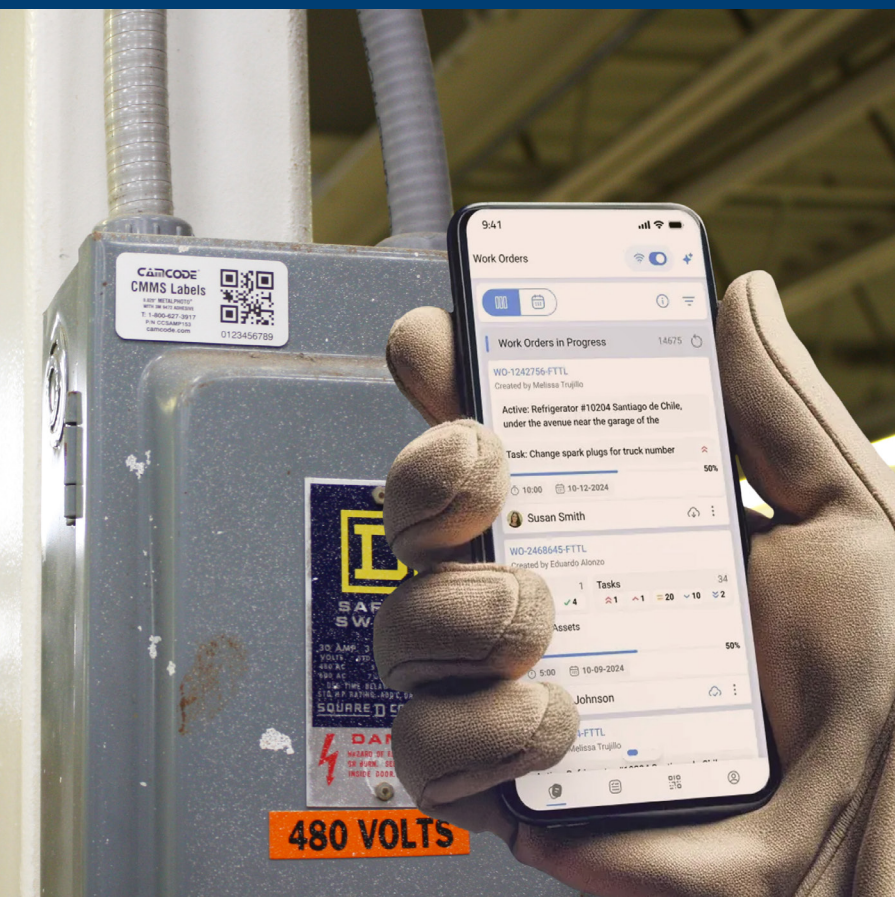




Partner Sales Enablement Guide

How to Bridge the Gap Between Digital Systems and Physical Assets Through Camcode's Asset Identification Solutions & Deployment Support Services



Who Camcode Is

Camcode is an asset management deployment partner that helps organizations successfully implement, improve, and sustain asset management systems. Our true value lies in helping customers build accurate asset databases, deploy faster, reduce internal workload, and create a foundation for long-term maintenance success. While also manufacturing the industry's most durable asset identification products.

Our goal is to ensure every customer has trusted asset data, properly identified assets, and a successful deployment.

When to Bring Camcode In

- Before a CMMS/EAM implementation.
- During facility expansions, acquisitions, or consolidations.
- When asset inventories or audits are required.
- When data quality issues delay maintenance initiatives.
- When organizations lack resources for deployment.
- When long-term durable identification is required.

Why Camcode Wins

- Asset management deployment services.
- Industry-leading identification solutions that last 30+ years.
- Eliminates costly relabeling and protects asset identity.
- Deep expertise in asset data and deployment planning.
- Nationwide inventory, installation, and field services.
- Single partner from planning through implementation.
- Reduced project risk, faster deployments, and trusted asset data.



Our Deployment Services

Camcode removes the burden from internal teams by providing turnkey deployment services that accelerate implementation while improving data quality.

- Physical Asset Inventory
- Asset Verification
- Data Reconciliation
- Data Normalization
- On-site Label Installation
- Deployment Support
- Project Management
- Asset Identification Consulting
- Serialized Data Preparation
- Packaging and Logistics Support

Durable Asset Identification

Our durable identification solutions support successful deployments by ensuring assets remain identifiable throughout their lifecycle.

- Specialty materials that last 30+ years—even in harsh outdoor and industrial environments.
- Metalphoto® anodized aluminum specified by government, defense, aerospace, utilities, and industrial manufacturers.
- Barcode, QR Code, RFID, and serialized identification expertise.
- Consultation on material, adhesive, attachment method, and label design.
- Install once—avoid the cost, labor, and disruption of relabeling.



Problems We Solve

Every conversation should begin with the customer's business challenge

- CMMS/EAM implementations that are behind schedule or under-resourced.
- Poor asset data resulting in inaccurate maintenance records.
- Multi-site deployments requiring standardized asset identification.
- Physical asset inventories and verification projects.
- Data reconciliation and normalization before software go-live.
- Workforce turnover and loss of tribal knowledge.
- Limited internal resources to complete large deployment projects.
- Asset labels that fail, requiring costly relabeling.

Discovery Questions

- How are assets currently identified and tracked?
- How confident are you in the accuracy of your asset data?
- Are you implementing or upgrading a CMMS/EAM?
- Have you completed a physical asset inventory?
- Do technicians trust the information in your maintenance system?
- What happens when experienced employees retire?
- Who is responsible for installing and validating asset labels?



Ideal Customers & Key Personas

Ideal customers include organizations with large asset populations, multiple facilities, regulated environments, or CMMS/EAM initiatives.

- Facility Managers
- Asset Managers
- Maintenance Managers
- Reliability Managers
- Operations Directors
- Engineering Managers
- CMMS/EAM Administrators
- Project Managers
- Plant Managers
- Warehouse & Inventory Managers

Why Trust Camcode?

Customers buy successful asset management deployments. Camcode differentiates itself by combining nationwide deployment services, asset data expertise, and the industry's most durable asset identification solutions. Every sales conversation should focus on solving the customer's operational challenges first, with durable identification serving as the long-term foundation of that solution.

Want to Know More? Let's Talk

Want to explore what a partnership with Camcode can do for your organization and customers? Scan the QR below or visit:

camcode.com/partner-with-camcode

Here you can:

- Set a meeting with a dedicated sales rep
- Explore resources to help your sales team and customers
- Learn more about our products and services



LOCATED AT

18531 South Miles Road
Cleveland, Ohio 44128
USA

CONTACT US AT

T: 800.627.3917
F: 216.587.4719
camcode.com