

# Questions & Answers from the Webinar

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Question	Answer
hi, may i ask how many have signed for the webinar?	652
What are the main activities of former RAIN members (Google, Intel, Impinj and Smartrac)?	We presume that you know about Google and Intel. Impinj is a leading provider of RAIN tag ICs, readers ICs, and readers. Smartrac is a leading provider of UHF and HF labels and cards.
How RAIN sees its expansion outside the US?	RAIN is a global organization. As membership grows, RAIN will organize meetings around the world. If there is a need for members to have local meetings then we will help facilitate these meetings. RAIN already has several members from outside the USA
Can I join in RAIN from outside U.S. as private or university member?	RAIN welcomes companies and universities from outside the USA. RAIN does not accept individual members at this time.
Interoperability will also be applied to systems or only to products (readers and tags)?	Initially to readers and tags, though we will discuss issues of software and system interoperability at the face-to-face meeting in September
How does RAIN tested interoperability testing differ from GS1 interoperability testing?	GS1 focuses on conformance testing. Their interoperability efforts are largely conformance-like. RAIN will focus on interoperability testing.
What is the cost of membership?	See the dues structure at <a href="http://www.rainrfid.org/about-rain/join-rain/">http://www.rainrfid.org/about-rain/join-rain/</a>
You are taking over interop testing from MetLabs?	Metlabs (and GS1) focus on conformance testing. Their interoperability efforts are conformance-like. RAIN will focus on interoperability testing. RAIN may work with Metlabs and/or other labs.
interoperability ... GEN2V2 has so many option futures. Do you mean that RAIN define some combination of command for users ?	The RAIN interoperability working group will begin discussing this topic at the face-to-face meeting in Washington DC in September.
What company(org.) will be doing the interop testing?	Unknown at this time, but we anticipate several companies around the world
What is a starter member?	A Starter Member is a company whose yearly revenue, for each year they participate as a Starter Member, is or is anticipated to be less than \$500k/yr. A company may join as a Starter Member for a maximum of 2 years, after which their Membership class and dues shall automatically revert to that of a Regular Member. See the RAIN operating rules
How does membership for universities work and are universities able to be charter members by joining before Sept 8?	Only regular members can be charter members, and only regular members can vote for the charter-elected board member.
Will you make the membership list available for members? so they can see who joint RAIN	Yes. You can visit the web site and click on the Member Directory tab
Is rain membership is valid also for system integrators?	Yes, RAIN already has system-integrator members

Is it valid for solution providers utilizing off the shelf products manufactured by various UHF RFID manufacturers	Yes. Membership is open to any organization that is interested in UHF RFID
what are the key benefits of systems integrators etc to joining	Systems integrators will obtain the same benefits of other RAIN members. See the slides or the website for the membership benefits.
Would you consider a lower member ship fee structure to accommodate individuals? Can you comment on the current fee structure for individuals?	RAIN will focus on promoting the technology as brought-to-market by companies and as promoted in universities and in the press. RAIN does not have a membership class for individuals.
If a company becomes a RAIN member, are they assured spots to participate in the working groups? If not, how are those people selected?	All members can participate in the working groups. See the RAIN operating rules
Can I join RAIN F2F through conference call like GoToMeeting/WebEx ?	We will try to provide conference-call access for RAIN meetings, but being on the phone is never a good substitute for in-person attendance.
Who are some of the 11 new members?	The full list of RAIN members is shown in the Member directory online
Is there a discount for existing AIM members	AIM members get a 40% discount in their RAIN membership dues
Why don't you have individual memberships? Many of us in the industry work with companies that periodically change directions or hands.	RAIN will focus on promoting the technology as brought-to-market by companies and as promoted in universities and in the press.
When can we expect all UHF reader, tag and middleware producers to join RAIN, or as has happened before RAIN simply fragment the industry and confuse users	We hope that all industry participants join RAIN. Note that RAIN will also reach out to end users for them to join as well.
is RAIN geared towards technology providers or the brands /retailers that are deploying the technology.	RAIN's audience is (1) technology providers, (2) end users, and (3) ultimately, consumers. RAIN welcomes both manufacturers and end users in the alliance.
Is Rain going to have chapters in other countries ? If you do, that would be in partnership with other associations?	RAIN has no immediate plans to form chapters.
Are you thinking to establish branch or contact offices country base?	RAIN does not have current plans to establish branch offices, but as alliance grows the Board may choose to open branch offices.
we are a lab in grenoble university, we have about 30 persones work about RFID, we are special in RFID, our lab called LCIS grenoble institu of technology how we can join the alliance	The membership form is on the web site. If you are part of a university then the university may join at the academic rate.
I am Phd student working about UHF RFID hardware design, how we can know the future new features in UHF EPC c1 GEN2	The protocol is posted here: <a href="http://www.gs1.org/gsmp/kc/epcglobal/uhfc1g2">http://www.gs1.org/gsmp/kc/epcglobal/uhfc1g2</a> RAIN intends to provide helpful information about the standards, but that information is not available yet.
an Academic laboratory can join the alliance ?	The membership form is on the web site. If you are an academic institution then you may join at the university rate.
There is much confusion about NFC vs. UHF? How does RAIN address the confusion with NFC? How large is the NFC market compared to UHF? How tag and reader price sensitive is the UHF market especially compared to NFC?	NFC is an industry name for short-range HF RFID. RAIN is an industry name for UHF RFID. NFC and RAIN technology are different and the applications are different. Regarding market size, please see the Chainlink Research graph in the presentation,

	which shows the RAIN tag opportunity to be much larger than the NFC tag opportunity. The RAIN Alliance expects to establish a liaison status with the NFC forum.
You talked about ROI was very difficult to calculate, and now RAIN is help us to calculate the ROI, or is ROI easier to calculate?	The ROI for item tagging is easier to calculate than for supply-chain tagging. Many companies, especially retailers, have performed this calculation and are deploying RAIN
How can products be called RAIN compatible when there are no RAIN standards?	RAIN is a marketing organization focusing on the EPC Gen 2 V2 and the ISO/IEC 18000-63 standards. If your products conform to these standards then you are RAIN compatible. If you pass the Interoperability testing specified by RAIN (when available) then you will be eligible to use the RAIN logo on your products.
If the RFID activities are only a small part of the company's revenue will you set the dues for the overall company or the smaller company division?	Publicly named divisions of larger companies can join RAIN based on the revenues of the division. See the RAIN operating rules.
Can you say which other standards organizations RAIN is hoping to have relationships with?	The membership will discuss this topic at the face-to-face meeting in September.
Why is RAIN not involved with Active Tags?	Because active tags do not conform to EPC Gen2 V2 or ISO/IEC 18000-63
Hi, can i know why haven't we taken active tags for the analysis in the before slide	RAIN does not include active tags because active tags do not conform to EPC Gen2 V2 or ISO/IEC 18000-63
Hi thank you for information about RAIN But what about G2 V2 UHF are not you going to inform us about Advance Gen2-V2 UHF	The protocol is posted here: <a href="http://www.gs1.org/gsm/kc/epcglobal/uhf1g2">http://www.gs1.org/gsm/kc/epcglobal/uhf1g2</a>
Does RAIN have any interest in GEN2 I/O Chip (UART/I2C) ?	RAIN will promote UHF RFID in the form of Gen2 V2 and 18000-63. To the extent that an RFID IC supports these protocols then it falls under the RAIN umbrella.
How RAIN sees UHF RFID reaching mobile devices, such as iOS and Android OS? Is it a close reality? Is it an important part of mass adoption?	The founders believe that the development of consumer uses cases for RAIN, and ubiquitous consumer adoption of RAIN, is a critical milestone for the technology. Accordingly, we would like to see the technology expand into mobile devices. However, the date when that happens will depend on the efforts of companies in the industry.
How RAIN imagines UHF Gen2 v2 RFID in the cloud? Specific niches opportunities or major information platforms?	From the VDC and Chainlink Research data that we showed during the webinar, more than 4 billion items will be tagged in 2014, and more than 20 billion in 2020. The amount of data that 20 billion tagged devices will produce is enormous. As a result, cloud storage and cloud applications must be a key part of the RAIN ecosystem.
That is nice we will be your Member tomorrow.	Thank you!
What is the difference between ISO18,000-63 and -6C?	They are the same standard, 18000-6C became 18000-63 in 2012 due to ISO naming rules that do not allow letters in standards names.
So how do we deal with the issue that Rain as a word already has meaning where WiFi and Bluetooth do not. If someone searches on "rain"	The founding members chose the RAIN name because it is simple, conveys ubiquity, and has a natural link to the logo and concept of cloud.

they do not find the Rain AIM Alliance, but instead they get weather info. It seems like it has to be "Rain RFID" and at that point, we are back to the confusion of UHF vs HF vs LF for RFID. When we use just RFID in talking about our technology, people really get confused between UHF and NFC. Seems like we need a unique name that will get to the info right away in Google and that doesn't require the RFID phrase attached to it.	We expect that as the Alliance grows and RAIN becomes more ubiquitous, there will be more acceptance and understanding of the term RAIN, so the RFID part will gradually drop away
how does RAIN differ from RFID Journal who have been promoting this technology for a few years now.	RFID Journal is a news organization. RAIN is an industry alliance.
You mentioned activities that RAIN will be involved in will be discussed at the September meeting. What activities are planned?	The activities are in the slides and include education and promotion, interoperability testing, and much more.
A major issue confronting all users is the frivolous patent litigation by trolls such as Round Head, Neology (Smartac), etc. What is RAIN's position?	RAIN will behave like other industry alliances and be a valuable source of data for the industry. RAIN cannot get involved in specific lawsuits.
Does Rain will be providing training sources for RFID Professionals to be certified or it will be continued on the Vendors initiatives, EDUCATION is needed to continue this development... is part of the technology learning curve...	The membership will discuss this topic at the face-to-face meeting in September.
We would like to know more about the initiatives towards advance Gen2-V2 UHF	The protocol is posted here: <a href="http://www.gs1.org/gsmp/kc/epcglobal/uhfc1g2">http://www.gs1.org/gsmp/kc/epcglobal/uhfc1g2</a> RAIN intends to provide helpful information about the standards, but that information is not available yet.
Hi, will this webinar be recorded and available for download afterwards?	See link below
I missed the start of the webinar. Where can i get a copy of the ppt?	See link below
Can we obtain a copy of the briefing documents?	See the link below
sorry for disturbing: i have to leave - do you record the webinar for having the possibility of viewing it afterwards?	See the link below

WEBINAR LINK: <http://www.rainrfid.org/resources/>