

**PRESS RELEASE**

*The American technology integrators and European RFID specialists are combining their retail and IT expertise to deliver first-class end-to-end RFID solutions to the American retail industry.*

**Detego and Spencer Technologies announce partnership aiming to deliver quality RFID solutions to the US market.**

London, UK, 23rd July 2020 — **Retail RFID software specialists Detego and IT installation experts Spencer Technologies have announced a new partnership to deliver Detego's leading retail RFID platform to the US market. Spencer Technologies will provide their expertise and services in both implementation and ongoing support for US retailers looking to utilise the RFID-based SaaS platform which is already live in approximately 800 stores and 5 distribution centres across the US.**

“We are really excited about the partnership with Detego. As a global solution provider, Spencer is always looking to advance its portfolio of strategic partnerships that are unique and can bring value to its clients. We believe RFID is a brilliant solution and having the right software supporting these programs is vital. With our full range of service offering we are able to support Detego from

concept to implementation to help desk support. We look forward to this partnership and supporting Detego throughout North America”, says David Strickler, President of Spencer Technologies.

A highly respected player in the American retail technology space, Spencer has over 45 years’ experience delivering and supporting projects at scale, offering services covering the entire solution life cycle. Alongside Detego, who have spent over ten years developing one of the most advanced RFID platforms on the market, they will offer top-of-the-range solutions and services to meet the growing demand for RFID technology in the USA.

‘We’re delighted to be working with Spencer, who has a strong pedigree in the US and a history of delivering end-to-end technology projects in retail. Our partnership makes it easy and worry-free for our customers to roll out RFID solutions with the presence of Spencer across the US, coupled with Detego’s world-leading capabilities in delivering RFID solutions. With approximately 800 sites live in the US alone, we hope to deliver our platform to more and more retailers looking to digitise their supply chains and inventory to meet the demand for effective omnichannel retailing”, says Umesh Cooduvalli VP of Sales Americas, Detego.

This is the second sign of Detego’s recent focus on the US market, following the recent announcement of Umesh Cooduvalli as VP of sales for the USA. Detego has already implemented their software in around 800 sites in the US, working with two major international brands on global RFID roll-outs. Alongside Spencer, they aim to service the American retail industry with experienced personnel and a proven cloud-hosted platform delivering superior stock management, supply chain optimisation and AI-powered insights.

## **About Detego**

Detego, founded in 2011 with offices in the UK, the USA, Austria, and Russia, is the only global RFID provider focussing solely on software for retail. Detego has developed the most comprehensive end-to-end SaaS-based RFID platform on the market, delivering operational efficiencies and revenue uplift across the value-chain, including factories, distribution centres and retail store networks. Detego provides its retail customers with fast ROI through improved stock accuracy, product availability and better decision making gained from the powerful item-level data, combined with its comprehensive reporting and Artificial Intelligence capabilities. Detego’s software is complemented by managed services and attractive financing models. Detego’s customers include international brands, retailers and department stores. Detego’s platform is being used in more than 2000 stores and 15 distribution centres. More information can be found at [www.detego.com](http://www.detego.com)

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