



*The DNA of every employee, company  
& supply chain is unique.....*

*DNAconnex™ provides the **content**  
& **connectivity** to deliver  
successful **collaboration***

**CONTENT • CONNECTIVITY • COLLABORATION**



**DNAconnex™** is a supply chain collaboration system that enables companies to manage and optimise employee, customer & supplier performance.

**CONTENT**

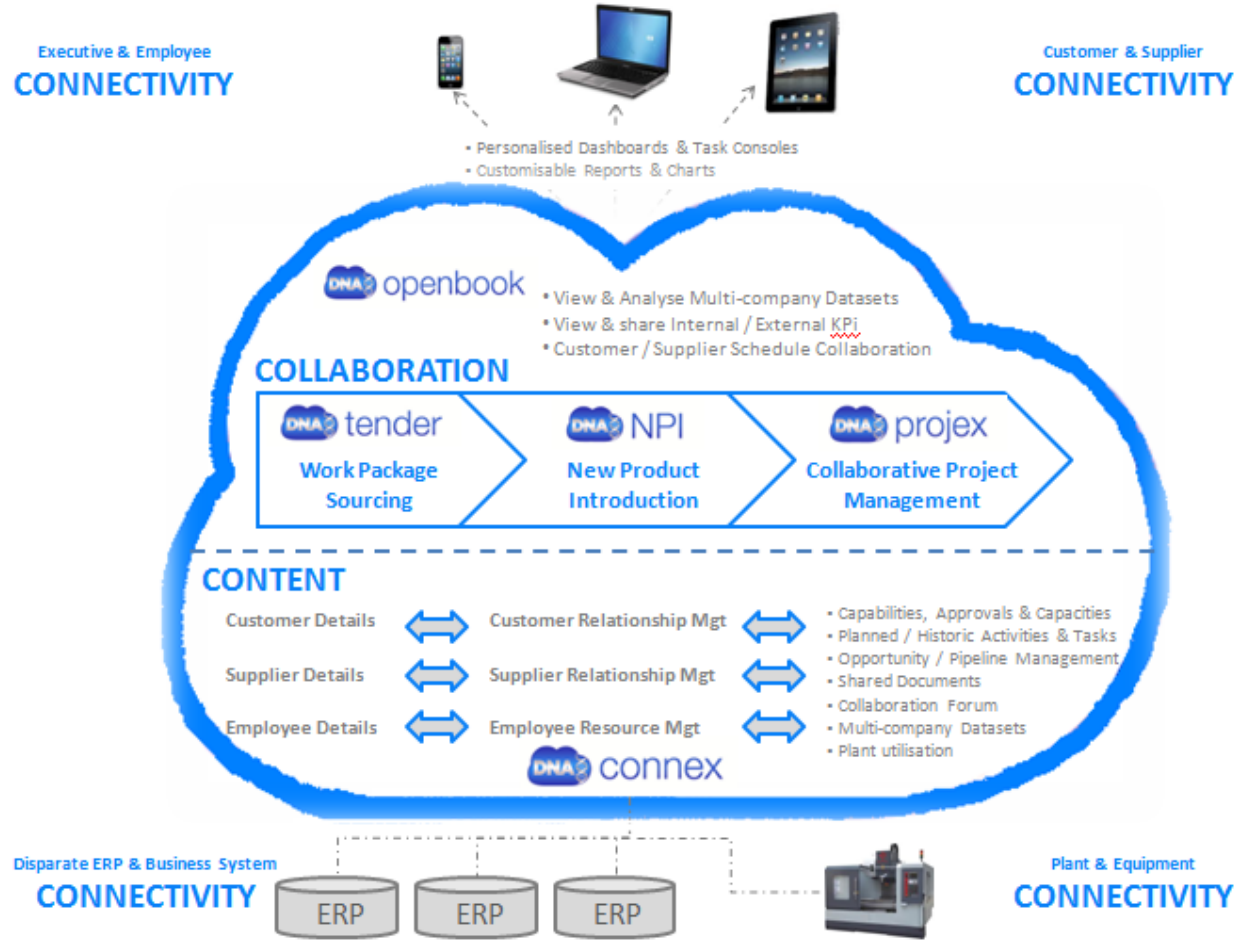
- Manufacturing capabilities, approvals and capacities maintained and presented dynamically.
- Live order book status shared with employees, customers and suppliers.
- Live operational performance & historical trend analysis presented to collaborating partners.

**CONNECTIVITY**

- Seamless integration with plant & disparate business systems.
- Single interface to connect, view & optimise multi-tier supply chain performance & order book status.
- Mobile app integration offering users real-time access to their information anytime & anywhere to promote informed decision making.

**COLLABORATION**

- Streamlined intercompany tendering, supplier selection & new product introduction.
- Collaborative project space with personalised dashboards for individual users, shared documents & task focused blogs.
- 2-way transparency of order book status & QCD performance to drive collaborative improvements.





## Benefits

- Improve communication with your workforce, customers and suppliers.
- Manage and prioritise activities for remote employees, customers & suppliers, sharing documents and live activity status.
- Personalised dashboard that summarises status of outstanding partner & employee activities.
- Customer Relationship Management
  - plan, record and monitor all activities and communication with your customers.
  - closely monitor all pipeline opportunities and track progress
- Supplier Relationship Management
  - plan, record and monitor all activities and communication with your suppliers
  - identify suppliers with specific Capabilities, Approvals and Capacities
- Employee Resource Management
  - centralised calendars and timesheets to track completed and planned activities
  - view resource loading & coordinate team activity priorities
- Collaborative workspace to track opportunities through structured pipeline management process.
- Mobile dashboard to access supply chain partner details, employee progress, task priorities & activity status.

The screenshot displays the DNA Connex dashboard interface. At the top, it shows a welcome message for Tom Dawes and navigation links for myCalendar, myAccount, Control Panel, myCompanies (2), and Logout. Below this is a breadcrumb trail: Tender / GroupBuy / Projex / NPI / OpenBook / Connex / UpTime.

The main dashboard area is divided into several sections:

- myPartners:** A search bar for myCustomer, a status dropdown set to 'All', and filters for Completed Activities (From, To). A table below shows columns for myPartner, Late, <7 days, >7 days, and Completed. It currently displays 'No data'.
- myOpportunities:** A search bar for Opportunity, a filter dropdown set to 'All', and a table with columns: Opportunity, Activity, Company, Probability, Value, and Type. It also displays 'No data'.
- myActivities:** A search bar, a filter dropdown set to 'All', and a status dropdown set to 'All'. The table below has columns: Activity, Customer, and Finish.
 

Activity	Customer	Finish
Do		15/03/2012
Do	Amtek Auto Components Pvt Ltd	
Do	A J Walter (Aviation) Ltd	02/11/2012
Do	Supplier ABC	17/05/2012 10:45
Do	A One Precision Engineers	
Do	#my new company	06/12/2012
Do	#my new company	06/12/2012
Do	#my new company	11/12/2012
Do	A One Precision Engineers	
Do	A One Precision Engineers	25/09/2012
- myTeam:** A search bar for Name, a filter dropdown set to 'All', and a status dropdown set to 'All'. The table below has columns: People, Late, <7 days, >7 days, and Completed.
 

People	Late	<7 days	>7 days	Completed
Haifeng Guo	12			2
Tom Baxter	1			

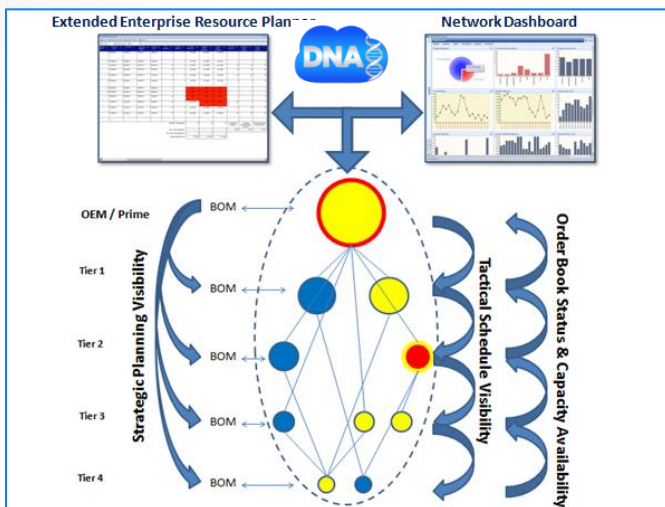
Navigation and pagination elements are visible at the bottom of each table, including page numbers and total counts (Total: 11 for myActivities, Total: 2 for myTeam).



## What is DNAopenbook™?

DNAopenBook™ is an innovative business intelligence system focused on manufacturing supply chains that enables business leaders to access real-time performance information and unlock collaboration opportunities with upstream and downstream supply chain partners.

- **Securely presents real-time business data** using mobile technology to business leaders, workforce employees, customers and suppliers enabling them to analyse real-time internal and external business performance, status and risk.
- Combines a library of **best practice analytical tools** with easily customisable reports, charts and dashboards, enabling users to view live and historical trend performance across all areas of their business including Sales, Productivity, Safety, Quality, Cost, Delivery, People etc.
- **Promotes supply chain collaboration** as users can view reports and charts that have been shared with them by their customers and suppliers – i.e. using one log-in to DNAopenBook™ users can view information on their own business and information shared with them by their partners.



## How can DNAopenbook™ benefit your business?

- Ensure your workforce and supply chain partners have access to real-time information anytime and anywhere to promote **informed decision making** and proactive risk mitigation.
- Improve **internal performance**, by focusing internal and external resources on the metrics and issues that are most important to the business – “what gets measured gets managed”.
- Improve **customer satisfaction** and **supply chain performance** by proactively sharing performance metrics and order book status.
- Increase **strategic competitiveness** by developing integrated extended enterprises with customers and suppliers through a collaborative supply chain management platform sharing pre-defined performance metrics and order book status.

**CONTENT • CONNECTIVITY • COLLABORATION**



## How Does DNAOpenBook™ Work?

- DNAOpenBook™ is hosted on the cloud and seamlessly integrated with disparate ERP systems in a secure environment.
- System administrators can configure access rights for employees, customers and suppliers restricting which information they are entitled to view and analyse.
- Each user, whether an employee, customer or supplier has a secure password and personalised interface whereby they can view information on their own business and their partners.
- DNAOpenBook™ has a library of best practice analytical tools - reports, key performance measures and performance dashboards that have been configured for business leaders, department managers and employees.
- Analyse accessible datasets and create new customised reports based on specific filters and presentation views.
- Share reports with fellow employees, customers or suppliers and send automated emails at predefined intervals.
- Create a broad range of charts and summary performance measures using the report filters and view settings.
- Click through on each chart to view raw data sets.
- Create personalised list of favourite reports and charts.
- Create personalised dashboards by selecting personalised or library charts and summary reports.
- View dashboard anytime, anywhere using any mobile, tablet, laptop or PC device.

### Business Leaders

- Forget the rear view mirror. Access real-time order book status, performance measures and business risk - anytime & anywhere.
- Manage by exception by monitoring overall trends through your personalised dashboard with the ability to drill into the detail when necessary.
- Using mobile technology send email links of specific performance measures, reports, jobs etc to employees, customers or suppliers.

### Workforce

- Configure reports, charts and dashboards personalised to individual employees so that they are focused on the business objectives and have information available to make informed decisions.
- Motivate employees through improved communication so that the entire workforce understands how their performance contributes to overall business objectives.
- Empower sales and supply chain personnel by providing mobile access to important customer and supplier performance metrics and order book status.

### Customers

- Increase customer loyalty by offering a personalised on-line dashboard enabling them to access and analyse information that you have pre-defined – they only see what you allow them to see.
- Proactive management of order book by enabling customers to manage by exception any promise date or required date changes.
- Measure & share the performance of your customer as well as your business performance to drive collaborative improvements.

### Suppliers

- Improve supply chain performance by providing real-time access to your purchase order book schedules & communicating proactively any changes to purchase order requirement date or supplier promise date.
- Ensure your supply chain partners are focused on priorities that are critical to your business by enabling them to view live and historical performance measures.
- Measure & share your performance as a customer to develop supply chain partnerships.



## What is DNAtender™ ?

• **DNAtender™** is a supply chain work package tendering tool that streamlines the sourcing process of make-to-print components & provides important management information to purchasing teams.

## How Does DNAtender™ Work?

- Customer uploads request for quotation (RFQ) details as a spreadsheet into Tender and attaches relevant technical documents.
- By analysing supplier details in **DNAconnex™**, Customers can select multiple suppliers for quotation that offer optimum technical capabilities, approvals, capacity and performance.
- Each selected supplier receives an RFQ on their **DNAconnex™** dashboard and can view RFQ details and technical documentation.
- Suppliers either decline RFQ or enter detailed quotations into customer defined format.
- Using their personalised dashboards Customers track progress of supplier RFQs and can view and compare submitted quotations before selecting preferred suppliers.

NETWORK PARTNERS	Qty	ISO9001	AS9100	NADCAP	Airbus	APPH	BAE	Boeing	Bombardier	EADS	Embraer	Fokker	GE	GRN	Goodrich	Gulf Stream	Hessler Donny	MOOG	Pratt & Whitney	Rolls-Royce	
<b>Machining</b>																					
Broaching	3	1	1				1			1	1	1	1								
Gear Cutting	1	1	1																		
Grinding	3	2	2												1	1					
Gun Drilling	1	1	1																		
Milling - CNC	23	4	4		4	3	3	3	2	1		1	1	2	2	1	3	3			
Milling - Conventional	8	4	4		4	3	3	2	1												
Turning - CNC	11																				
Turning - Conventional	8																				
<b>Fabrication</b>																					
Welding - Flash	2																				
Welding - Resistance	3																				
Welding - Fusion	2																				
Welding - Laser	2																				
Welding - Diffusion	1																				
Press Forming	2																				
Stretch Forming	1																				
Water Jet Cutting	2																				
<b>Surface Treatments</b>																					
Anodising - Chromic	2																				
Anodising - Sulphuric	1	1	1	1																	
Chemical Cleaning	1	1	1	1																	
Chemical Milling	1	1	1	1	1	1	1	1	1	1	1	1	1								
Conversion Coatings	3	1	1	1									1	1	1						
Dry Film Coatings	1	1	1																		3

SUPPLIER 1	Qty	ISO9001	AS9100	NADCAP	Airbus	APPH
<b>CNC Milling</b>						
Supplier 1	8	1	1			1
Supplier 2	5	1	1			1
Supplier 3	6	1	1			1
Supplier 4	4	1				

SUPPLIER 1	Qty	Type	Make	Model	Min Size	Max Size
<b>Machining</b>						
Milling - CNC	1	4 Axis	HMC	EC400	20	400
Milling - CNC	2	3 Axis	HMC	EC300	20	300
Milling - CNC	1	3 Axis	VMC	VF2 SS	50	500
Milling - CNC	1	3 Axis	VMC	VF3 SS	50	500
Milling - CNC	3	3 Axis	VMC	VF4 SS	50	500

## Benefits

- A single interface enables user to share RFQs and technical documents with multiple suppliers which reduces administration time and ensures version control.
- Integrated customer & supplier dashboards ensure all parties can monitor priorities and quotation status.
- **DNAconnex™** provides improved decision support information at the point of supplier down selection – capabilities, approvals, capacity and performance.



## What is DNAnpi™?

NPI™ manages collaborative New Product Introduction programmes with cross functional departments, customers, suppliers and partners.

NPI™ is a cloud-based multi-lingual collaborative NPI tool that can be accessed by anyone, anywhere, anytime in a secure environment.

Dashboard | Test NPI Project X

Test NPI Project

List | Gantt | NPI Matrix

Product	Engineering		Material Procurement		Sample Manufacture	
	Start	Finish	Start	Finish	Start	Finish
Part 1	08/11/2012	04/12/2012	08/11/2012	04/12/2012	16/11/2012	20/11/2012
Part 2	21/11/2012	05/12/2012	28/11/2012	26/12/2012	05/12/2012	11/12/2012
Part 3	20/11/2012	22/11/2012	10/12/2012	18/12/2012	11/12/2012	11/12/2012
Part 4	10/10/2012	26/11/2012	10/12/2012	10/12/2012	10/10/2012	10/10/2012

Dashboard | Test NPI Project X

List | Gantt | NPI Matrix

Status: All | Priority: All | Level: All | Task: All

ID	Level	Task	Priority	Finish
566	1	Part 1	3	04/12/2012
567	2	Engineering	3	04/12/2012
568	2	Material Procurement	3	04/12/2012
569	2	Sample Manufacture	3	20/11/2012
570	2	FAIR Acceptance	3	04/12/2012
571	1	Part 2	3	25/12/2012
572	2	Engineering	3	05/12/2012
573	2	Material Procurement	3	25/12/2012
574	2	Sample Manufacture	3	11/12/2012
575	2	FAIR Acceptance	3	15/12/2012
576	1	Part 3	3	11/12/2012
577	2	Engineering	3	20/11/2012
578	2	Material Procurement	3	15/12/2012
579	2	Sample Manufacture	3	11/12/2012
580	2	FAIR Acceptance	3	15/01/2013
581	1	Part 4	3	25/11/2012
582	2	Engineering	3	25/11/2012

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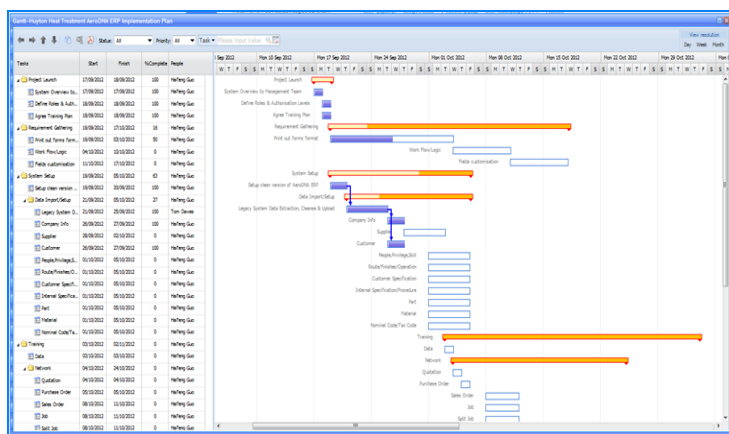
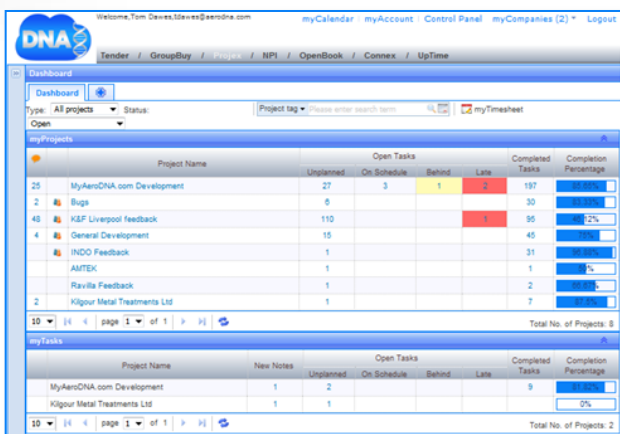
## How does DNAnpi™ work?

- Upload spreadsheet of part numbers or enter manually
- Create & assign NPI templates – defining standard NPI phases & leadtimes
- Allocate resource to NPI tasks & define NPI team and agree who can 'View' and who is planned to 'Do'
- Team members are allocated skills which correlate with the skill requirements of specific NPI activities and can maintain calendars and working days
- Project manager can view scheduled activities and specific skill level requirements for a given period and use the resource capacity planner to identify skill level constraints which can be removed by either increasing capacity or rescheduling NPI activities.
- Once a balanced NPI plan has been agreed with the appropriate skill levels the Project Manager can define the baseline plan.
- Users can upload NPI project documents to be shared between all team members such as drawings and technical specifications.'
- Each team member has a personalised dashboard which presents live status of projects they are participating in and all outstanding tasks allocated to them sorted in priority
- Monitor individual, team, customer and supplier activity, performance and risk e.g. no of tasks completed on time / late or still outstanding.



## Why is DNAprojex™ different to other project management solutions?

- we configure our solutions to meet your organisation's DNA through a long term partnership and providing a continuous service rather than just a one size fits all project management software solution
- we facilitate cross-functional workshops to define your current and future requirements and then customise DNAprojex™ to add real value to your business
- we operate a pay-as-you go service keeping initial investment costs down to a minimum and ensuring DNAprojex™ continuously evolves to meet your future requirements
- personalised dashboards, dynamic status & cost reporting
- project and task integrated document sharing
- only solution tailored for manufacturing & engineering services
- task discussion forum
- resource load balancing – manage capacity peaks / troughs and proactively manage customer projects
- multi-lingual user interfaces supporting global organisations



## Benefits

- Dynamic project status & automated to-do lists for all project team ensuring disparate teams are focused on company priorities
- Automated version control – track all changes and route cause analysis to drive continuous improvement
- Management by exception – focus on projects / resources that need intervention
- Integrated project costing – current & forecasted vs. planned
- Cloud hosted enabling access through PC's, laptops, smart phones & tablets
- Scalable & robust solution that can grow with your business





## Contact Details



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