

TECHNIA
ADDNODE GROUP

The Future of B2B Collaboration

EXPERIENCE MATTERS



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What happens if you partner fails?

Real News



Lenovo recalls 150 thousand laptop batteries due to fire hazard

Lenovo Group on Friday said it would **recall as many as 150 thousand laptop batteries** due to fire hazard. The batteries powered over ten different ThinkPad notebook models, which were on sale in the U.S., Canada and China.

<http://www.kitguru.net/>

Boeing starts costly repairs to Dreamliner batteries

Hundreds of engineers sent to nine countries to begin fixing grounded planes prior to publication of quarterly earnings.

Boeing has begun repairs to its troubled 787 Dreamliners to fix the battery problem that **grounded the entire fleet of 50 planes** and suspended deliveries.

<http://www.theguardian.com/>

Honda recalls 3.2M more vehicles with Takata air bags

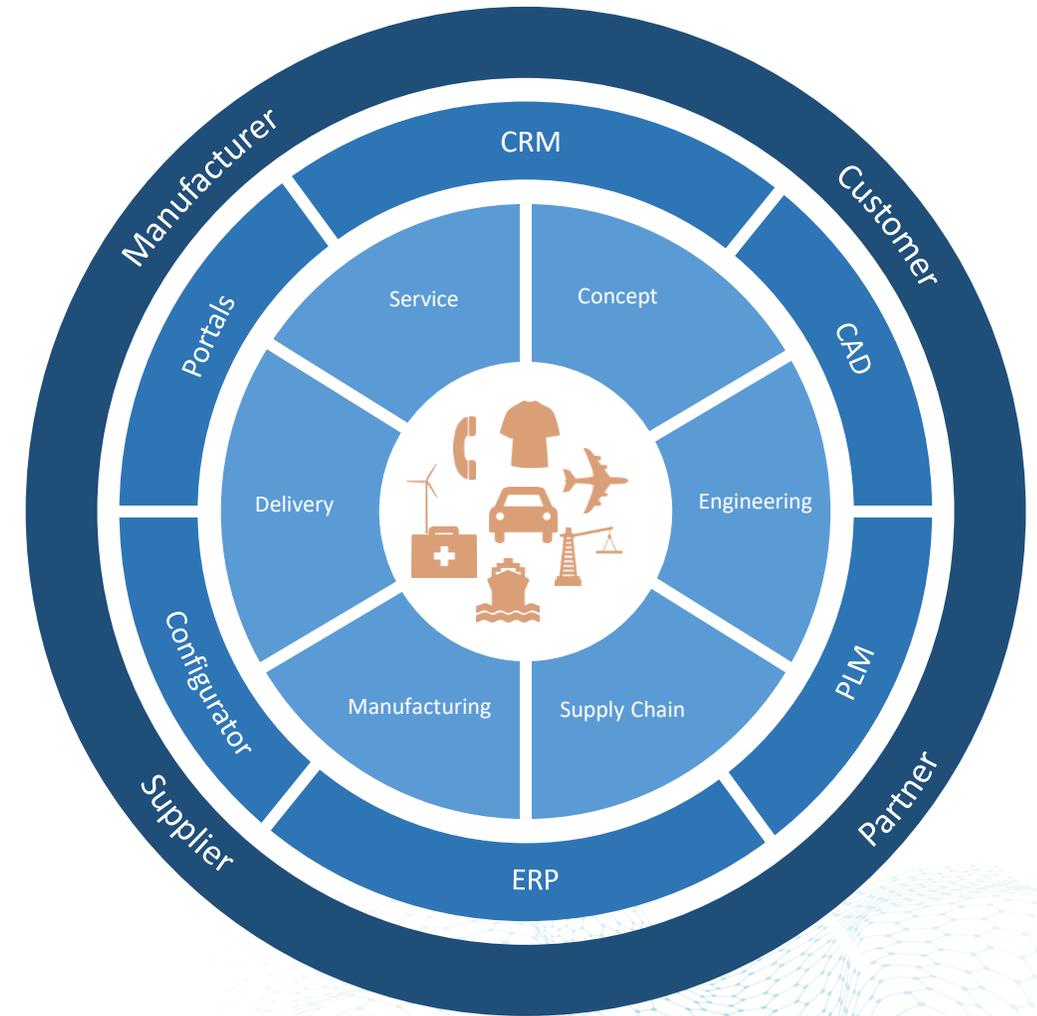
Washington — Honda Motor Co. said Friday its decision this week to expand a nationwide recall of driver-side air bags will add another 3.2 million vehicles to the callback.

Honda spokesman Jeffrey Smith confirmed the number. In total, 10 automakers have now **recalled nearly 11 million vehicles since 2013** for air bags that may rupture

<http://www.detroitnews.com/>

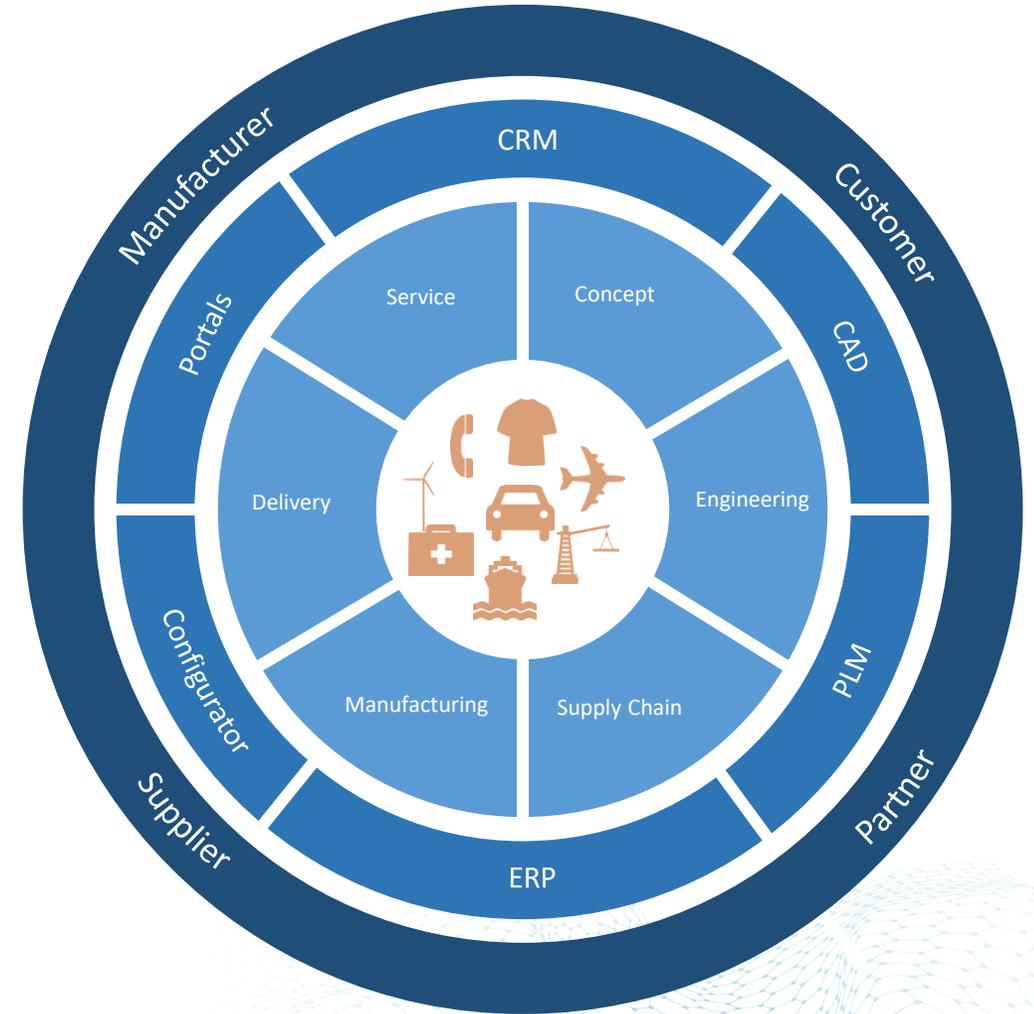
Full Partner Collaboration

- Partners require data from multiple systems
- Time wasted in manual routines and follow-ups
- Lack of measurements of supplier performance
- Change communication is time-consuming and error-prone
- Complexity of touchpoints can be overwhelming and costly to solve
- Costly rework and recalls due to incorrect information and misunderstandings
- Business critical information is treated in an un-secure and un-coordinated manner
- Bi-directional flow of data is sometimes lacking



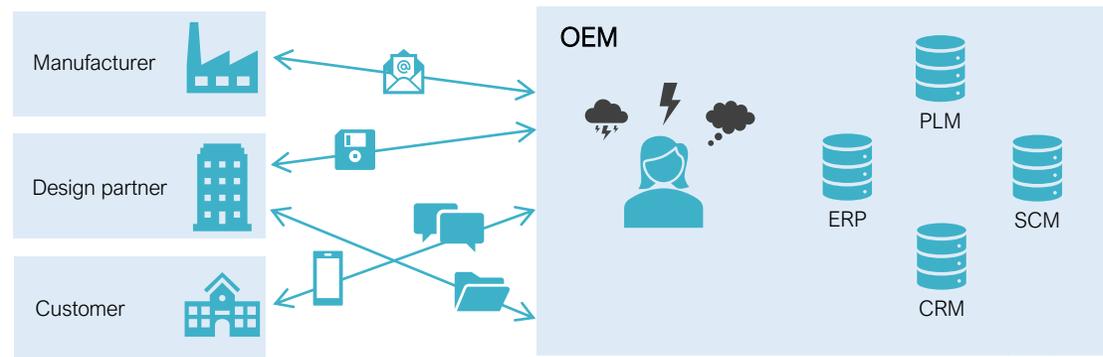
Full Partner Collaboration

- Required product information is contained in multiple systems
- Many companies choose to not give partners direct system access:
 - Security-, regulatory- or IP-restrictions
 - Licensing models can be costly and rigid
 - Usability and training becomes a challenge



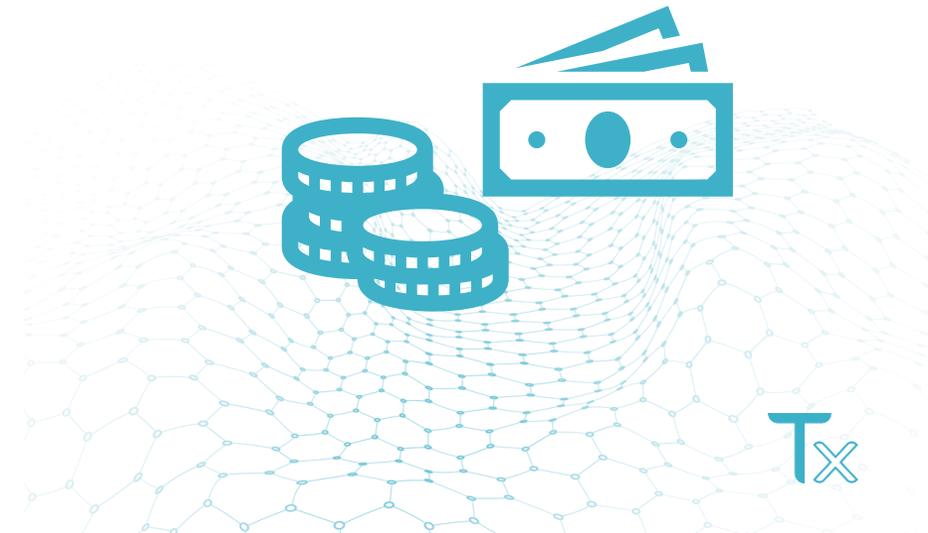
Full Partner Collaboration

- **Homegrown solutions** – expensive to develop and maintain
- **Unstructured communication** – long lead time, data loss, and manual mistakes
- **Unsynchronized data** – risk of inconsistencies and need for merging of versions
- **Re-entry and redundant work** – high risk of errors
- **Data is shipped in bulk** – outdated view of data
- **Data is kept outside process control** – important business rules might be neglected



Partner Collaboration Around Enterprise Data

- Reduce the time and effort needed when interacting with partners
- Protect your IP – share product data in a secure and controlled manner
- Reduce sharing assumptions from engineering / manufacturing / supply-chain
- Reduce the cost of quality – ensure correct documentation
- Reduce the time needed to process a change
- Monitor the performance of your suppliers in real time
- Tracked bi-directional communication channels
- Reduce overall risk and increase overall efficiency



Partner collaboration around Enterprise data



1. Outsourced manufacturing



2. Outsourced engineering



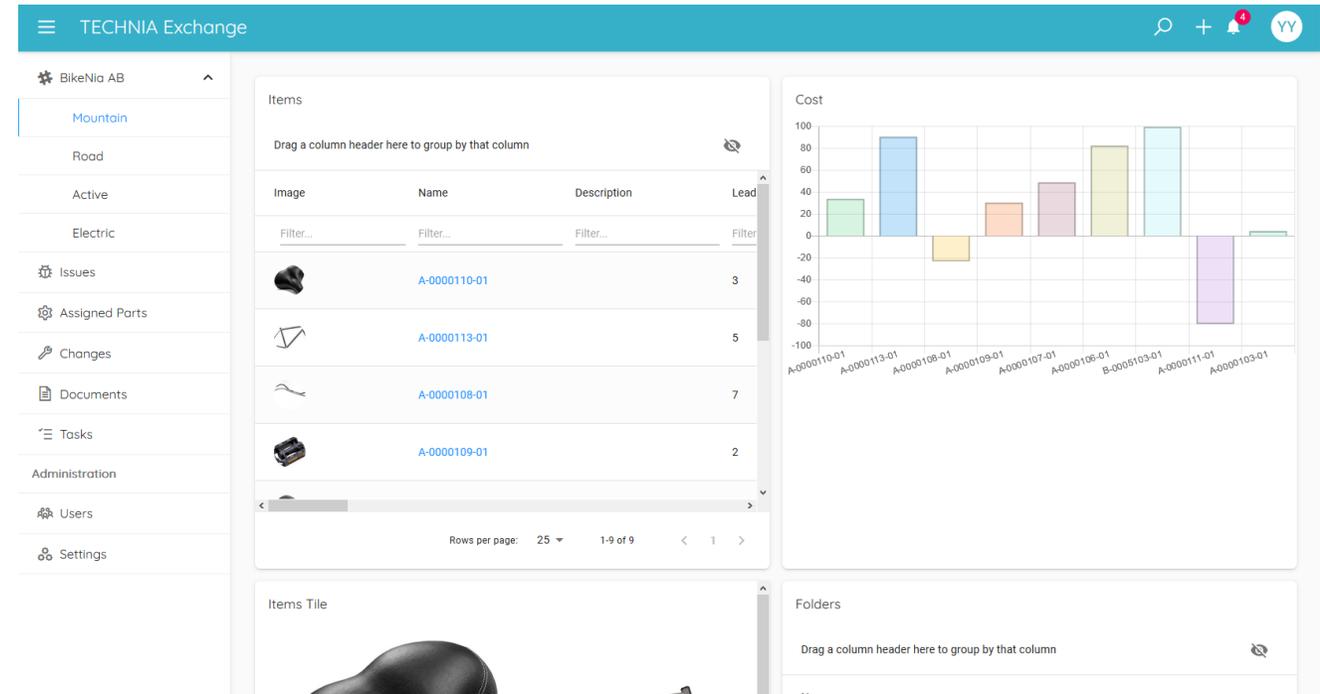
3. Handover to customer



4. Maintenance support

Partner collaboration around Enterprise data

- Suppliers rely on Global Supply Chain Management and Design Release Engineers to provide engineering information on products that are supplied to the host company
- Current methods such as using Drive, Drobox, Email and File Transfer locations are insecure and run the risk of being inaccurate
- Existing enterprise systems are too difficult for suppliers to adopt to
 - Also can lead to security challenges within the overall application set.
- IP can be shared by individuals who don't know that the data should be controlled because of the lack of system restrictions
- End to End traceability



Partner collaboration around PLM data

- TVC Helium based solutions to address partner access
 - Located in DMZ
 - Multi Factor Authentication
 - Secure DB access
- Extensive penetration testing
- Simplified partner on-boarding
 - Little to no training on system functionality
- Device Agnostic

The screenshot displays a software interface for PLM data. The top navigation bar includes 'Assigned Parts', 'Changes', 'Assigned Tasks', 'Issues', 'Collaborative Tasks', and 'Supplier Collab'. The main content is divided into two sections: 'ASSIGNED PARTS' and 'EBOM'.

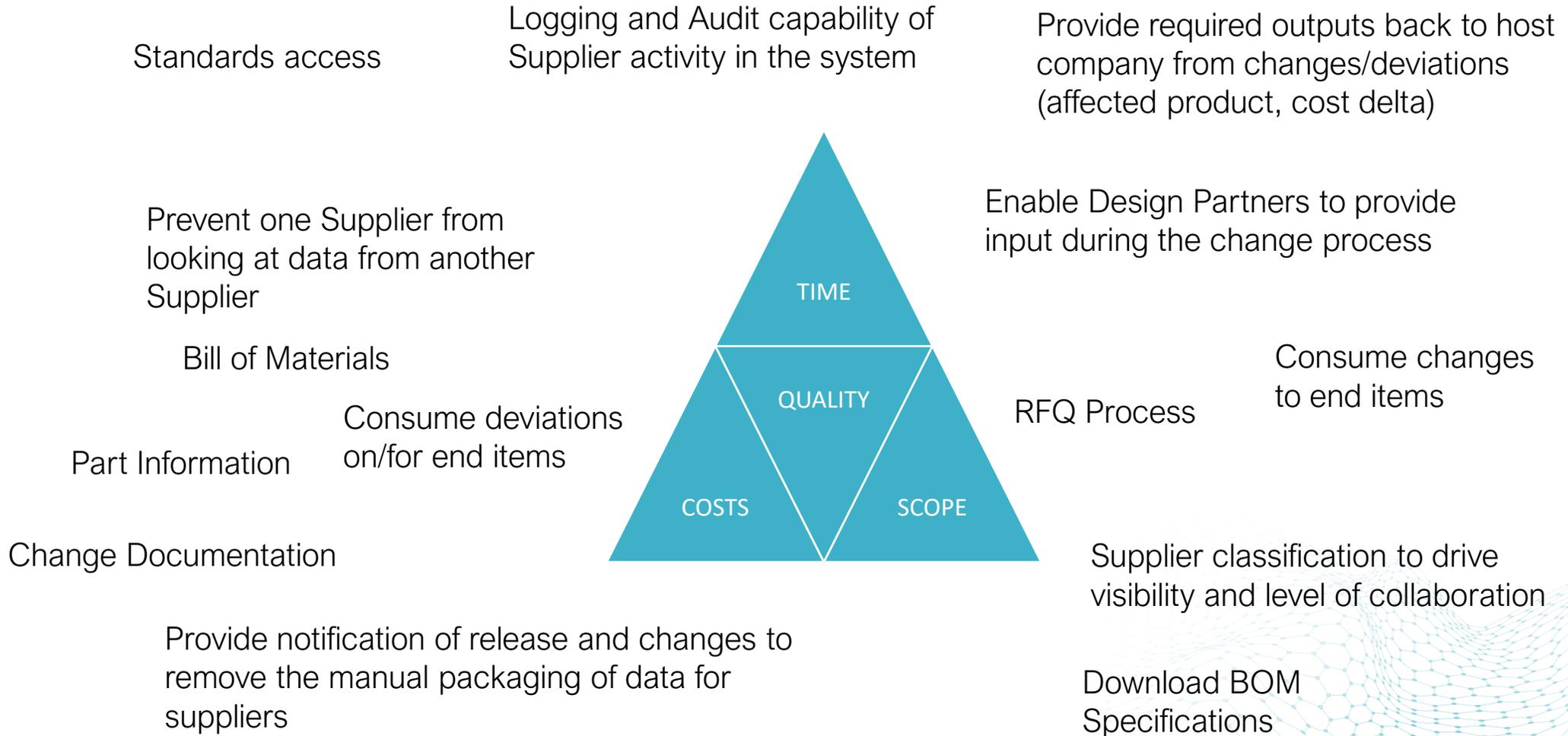
ASSIGNED PARTS Table:

| SUPPLIER IDENTIFIER | NAME | ENTERPRISE REVISION | STATUS |
|--|-------|---------------------|----------|
| <input checked="" type="checkbox"/> SubAssy4 | Assy4 | A | Released |
| <input type="checkbox"/> SupAssy1 | Assy1 | A | Released |
| <input type="checkbox"/> SupAssy2 | Assy2 | A | Released |
| <input type="checkbox"/> SupAssy3 | Assy3 | A | Released |
| <input type="checkbox"/> SupAssy5 | Assy5 | A | Released |
| <input type="checkbox"/> SupAssy6 | Assy6 | A | Released |

EBOM Table:

| IDENTIFIER | REVISION | DESCRIPTION | STATE | QTY | UOM | F/N | REF DES | USAGE | END ITEM | ALTERNATE SUPPLIER IDENTIFIER | ALTERNATE |
|--|----------------------|-------------------|------------|-----|-----------|-----|---------|----------|----------|-------------------------------|-----------|
| <input type="checkbox"/> Assy4 | A | Assy4 | Released | | EA (each) | | | | No | | |
| <input type="checkbox"/> 000000000000117 | | new task on Assy4 | In Process | | | | | | | | |
| <input type="checkbox"/> R-0000105 | | route on Assy4 | In Process | | | | | | | | |
| <input type="checkbox"/> ISS-0000032 | - | Issue on Assy4 | Active | | | | | | | | |
| <input type="checkbox"/> SubAssy4 | 00000001476966950336 | Sub Assy4 | Released | | EA (each) | | | | No | | |
| <input type="checkbox"/> A-0000114 | A | Assy4 specs | Released | | | | | | | | |
| <input type="checkbox"/> 966495 | A | | Released | 1.0 | EA (each) | | | Standard | No | | |
| <input type="checkbox"/> 931059-9 | A | | Released | 1.0 | EA (each) | | | Standard | No | | |
| <input type="checkbox"/> 967012 | A | | Released | 1.0 | EA (each) | | | Standard | No | | |

Partner collaboration around PLM data



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What is Exchange about and how is it transformational?

- A common solution for very similar customer needs
- Collaboration around data from different enterprise systems, not only PLM
- Cloud first vision for flexible adoption
- We have full ownership of the application enabling fast changes
- An initial step for creating a platform for hosting other enterprise applications

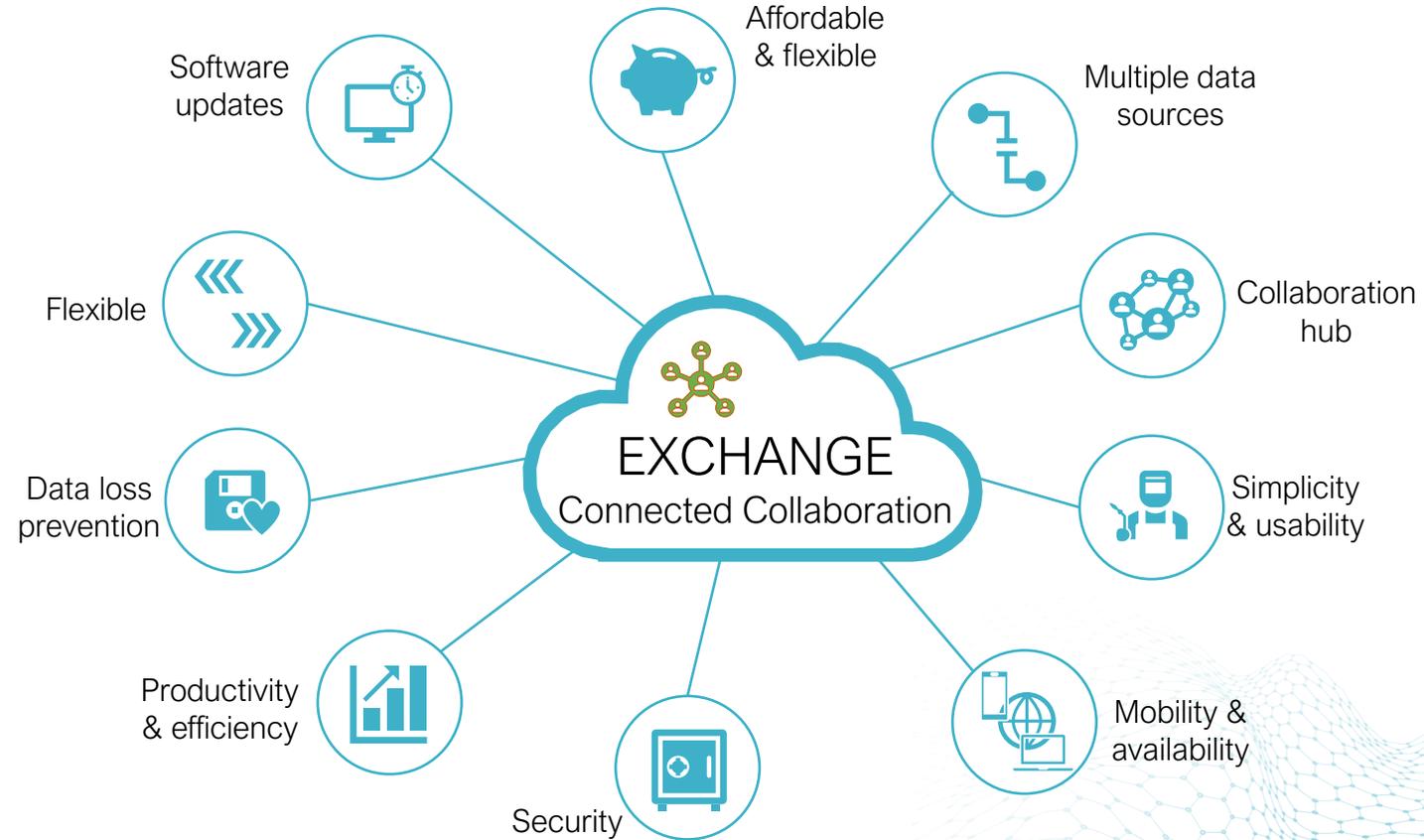
TECHNIA
EXCHANGE



NEW
PRODUCT

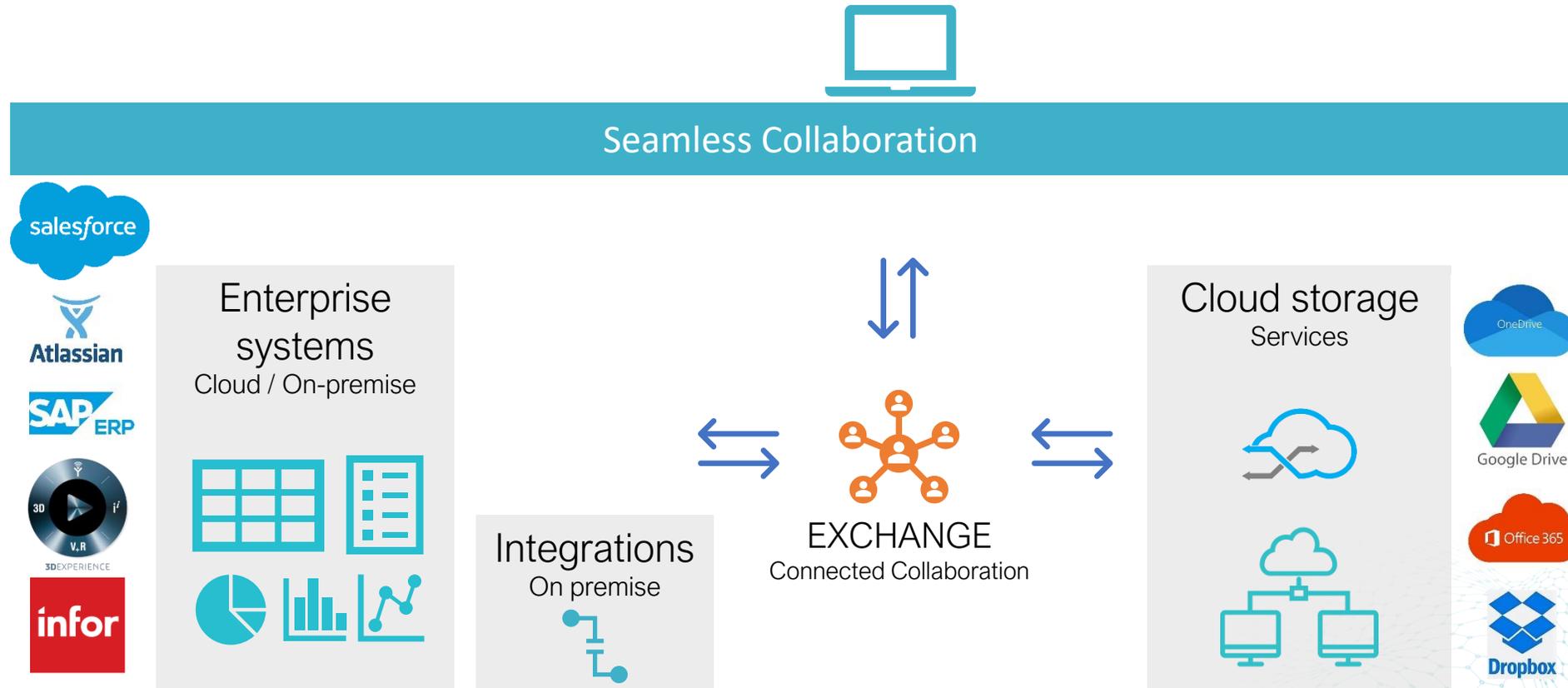
What would it mean if you could...

- increase accuracy and productivity in partner collaboration by 25%
- have one standard way of interacting with your partners
- always know the latest status of all changes, deviations, and issues
- skip trainings of your partners
- feel safe that no secret data is exposed
- have bidirectional updates between your systems
- adjust your running cost to the actual needs

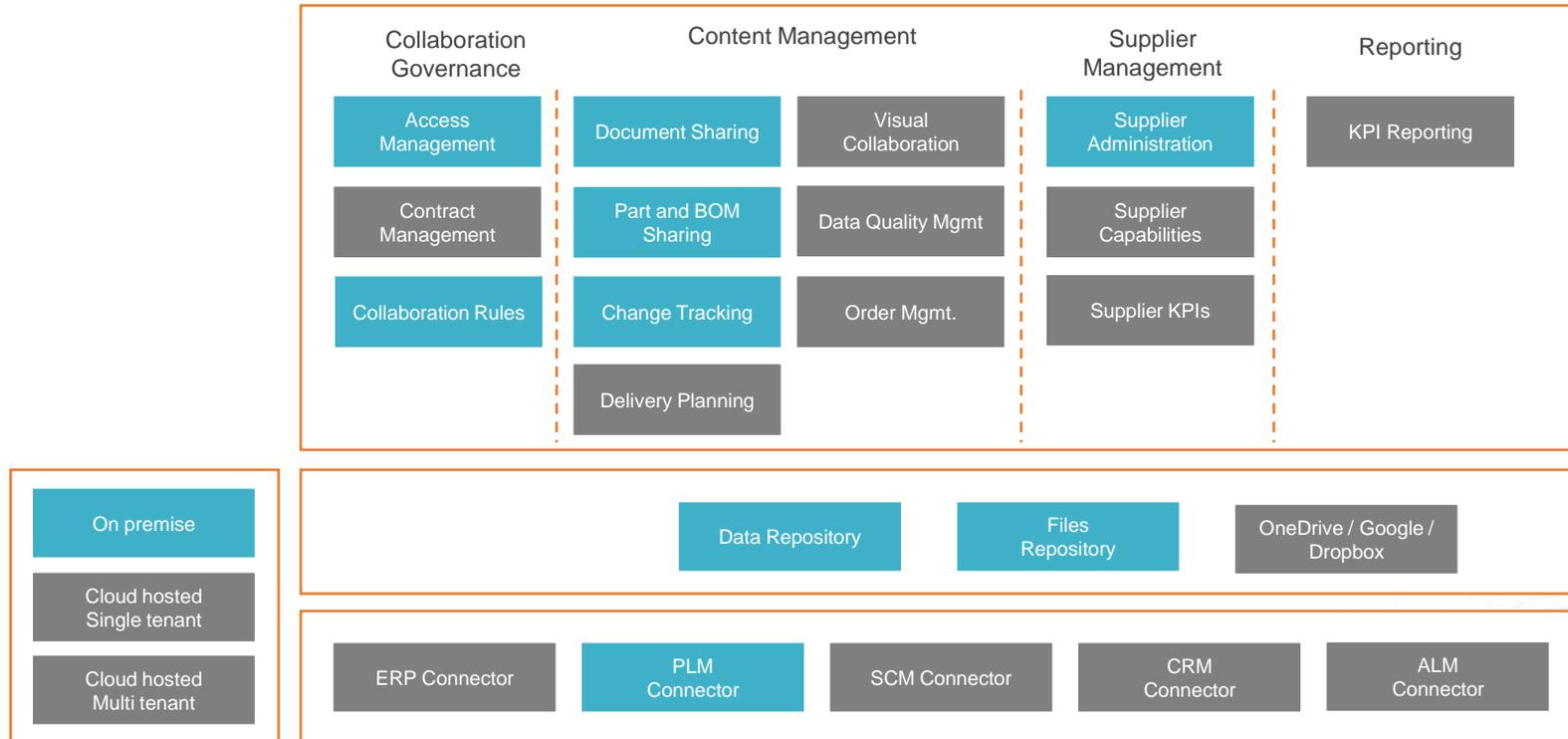


Where does XCHANGE fit in the IT landscape

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Proposed Minimal Viable Product (MVP) scope



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What has been done so far?

- Technology stack identified and verified
- Foundation schema and services implemented
- First rounds of UI iterations
- First rounds of needs and requirements



React



Redux



spring
boot



neo4j

TECHNIA Exchange

BikeNia AB

- Mountain
- Road
- Active
- Electric
- Issues
- Assigned Parts
- Changes
- Documents
- Tasks
- Administration
- Users
- Settings

| Image | Name | Description | Lead |
|-------|--------------|-------------|------|
| | A-0000110-01 | | 3 |
| | A-0000113-01 | | 5 |
| | A-0000108-01 | | 7 |
| | A-0000109-01 | | 2 |

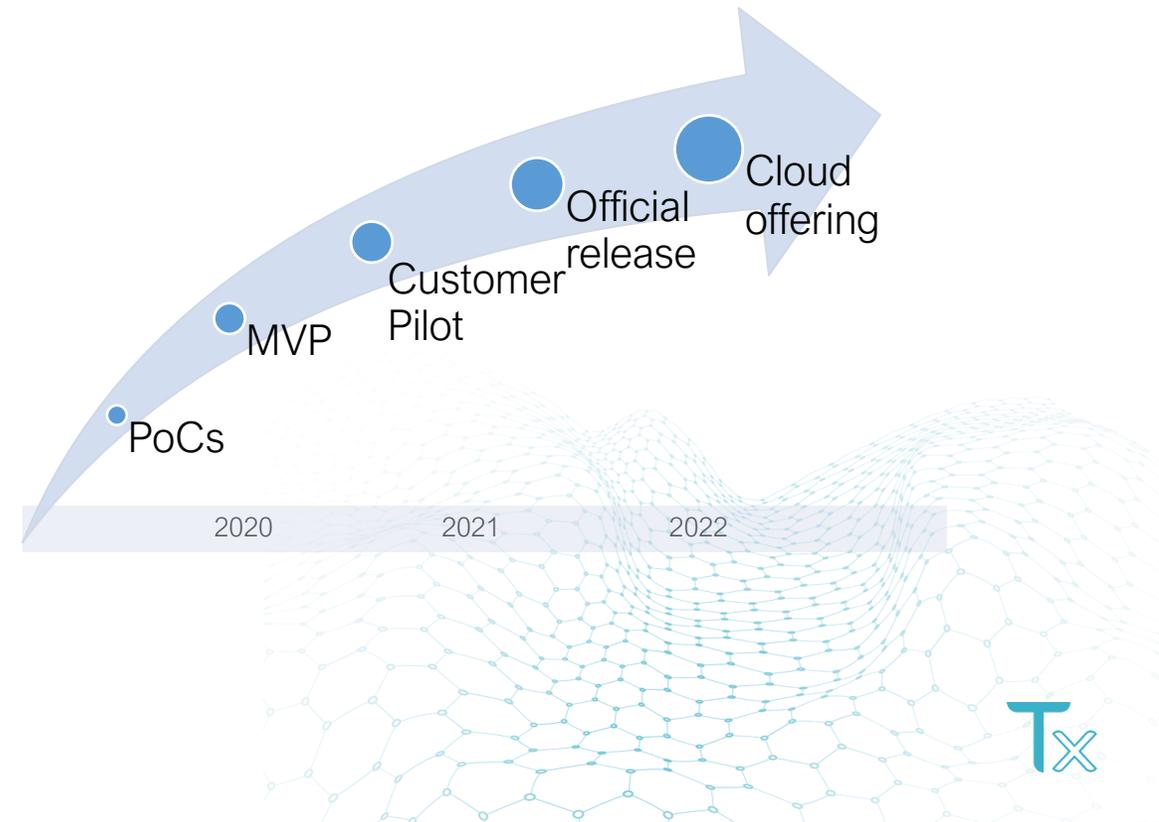
Rows per page: 25 1-9 of 9

Items Tile

Folders

Time plan and activities

- Invite for collaboration
 - Looking for early adopters in designing the first version
 - Conduct MVP definition with partners in H1 2020
- Development of core functionalities continues based on our knowledge and experiences from existing customers



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