



Information Society
Technologies



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Project based supply chain management and product development systems

Prague, 8th of September
2007



Agenda

- 1) Introduction and context
- 2) Supply Chain Management
- 3) Collaborative Product Development
- 4) E4 Platform



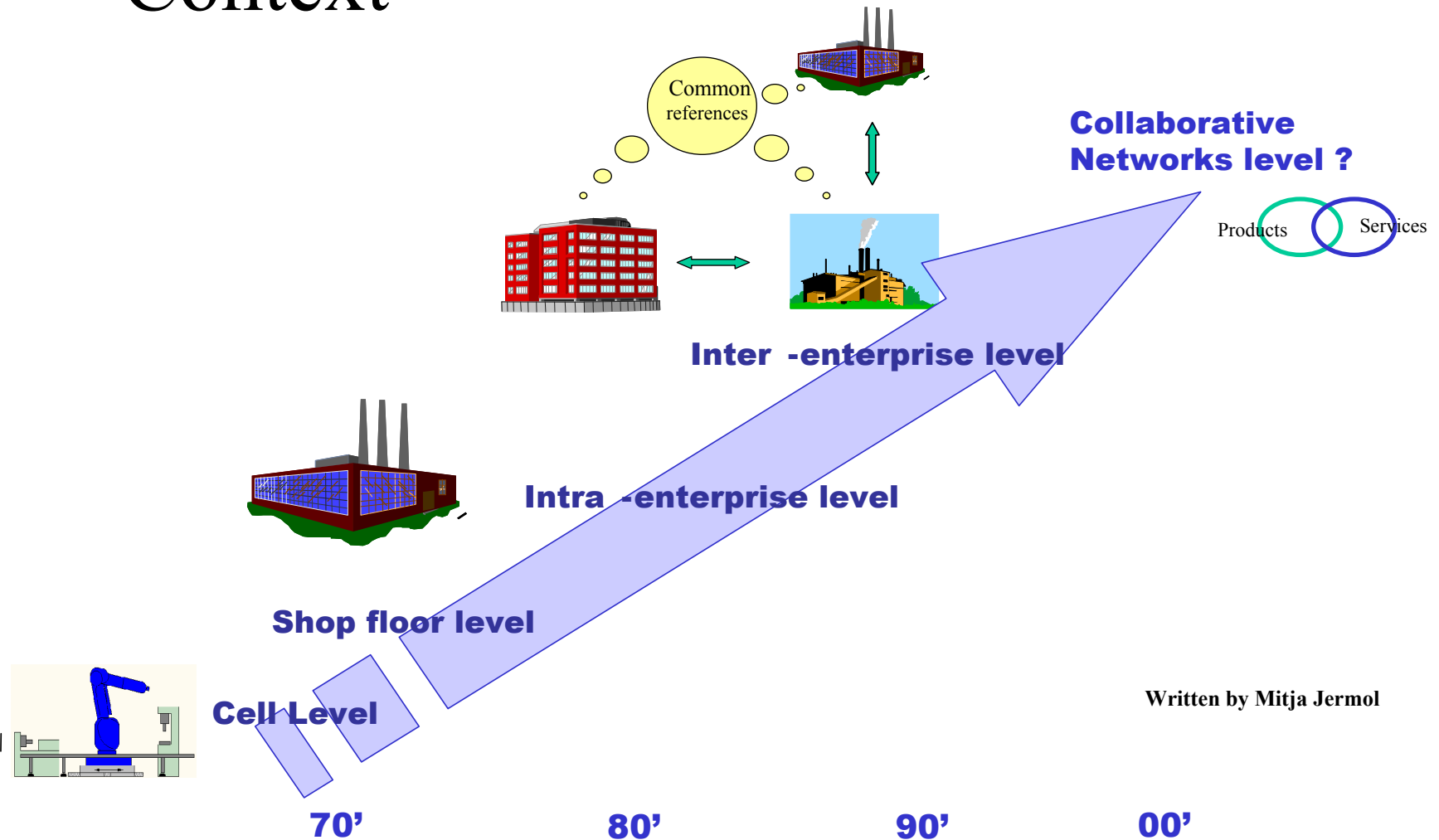
E4

Extended Enterprise management in Enlarged Europe

- AIM: Platform creation to improve collaboration
- 12 partners, 6 countries, 3 clusters
- Especially targeted towards Eastern European enterprises
- Facilitate collaborative R&D activities with established Western European organizations.
- Platform focus on project based value chain management



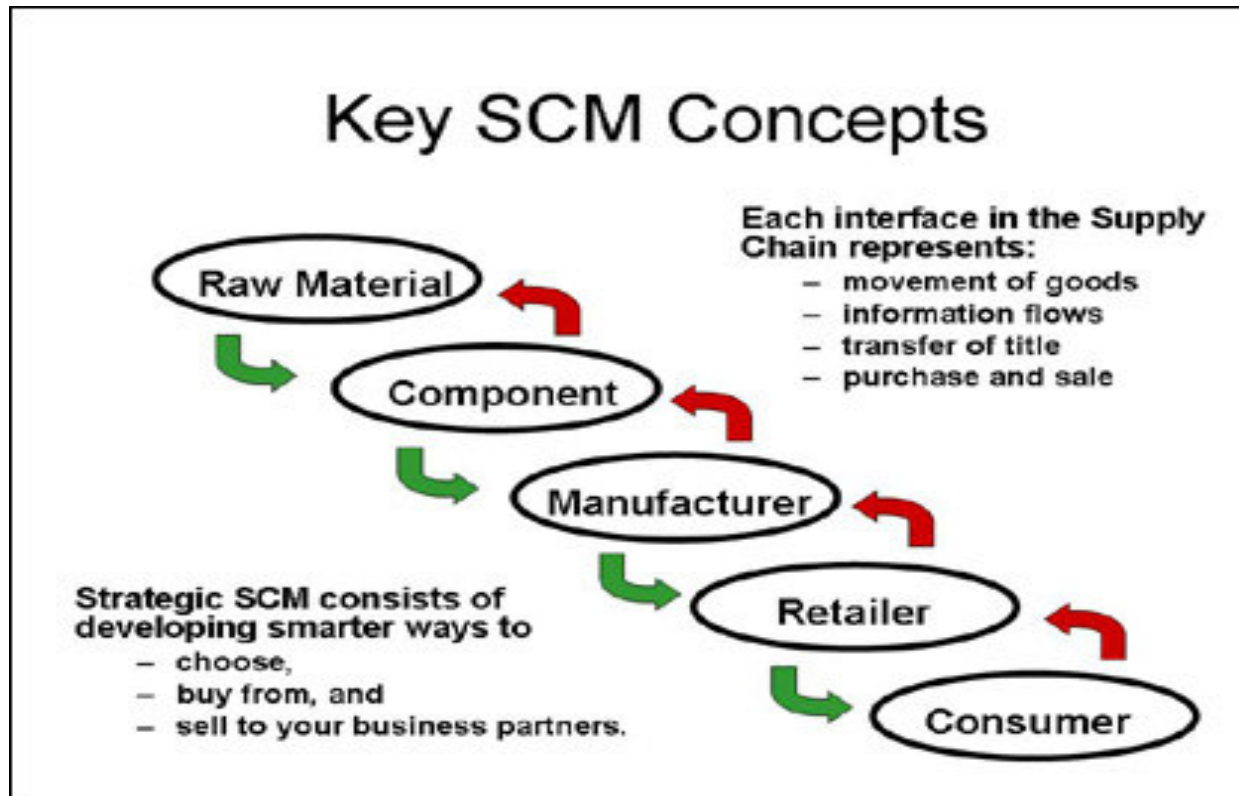
Context



Written by Mitja Jermol



Supply Chain Management





E- Supply Chain Management

- Electronic integration of customers and suppliers

- E-Information

- E-Commerce (Business 2 Consumer)
 - Customer Relationship Management

- E-Procurement (Business 2 Business)

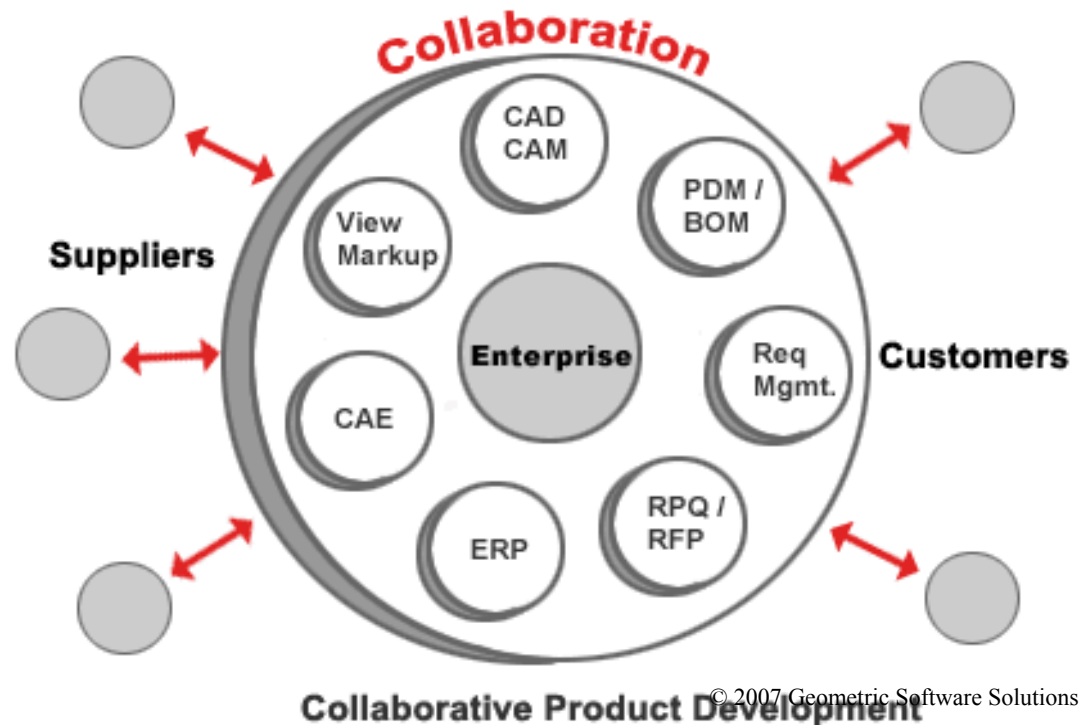
- E-Fulfillment

- E-Collaboration
 - Knowledge Management
 - Collaborative product development



Collaborative Product Development

- Between customer and organization
 - Lego
- Between supplier and organization
 - Dassault aviation





Project based Supply Chain

Management

- Key identifiers
 - Started by an idea
 - Best of breed approach
 - Duration limited to project

- Benefits
 - Limited exposure
 - Possibility to work with competitors
 - Extended capabilities

- Drawbacks
 - Flexibility
 - High software needs
 - Intellectual Property



SMEs in CEE

- SMEs
 - Backbone of the economy (>95% or reg. companies)
 - Mainly focused on local market
 - Large differences between countries
 - Very few clusters

- ICT in SMEs
 - Low usage and knowledge of ICT
 - => **Training & Consulting needed on ICT usage & benefits**
 - Cost sensitive
 - Prefer Open Source or “freeware” solutions
 - Prefer cheap human labor over automated ICT solution
 - Need monitoring and controlling
 - Unaware of alternative supply chains
 - Unaccustomed to project based ICT approaches

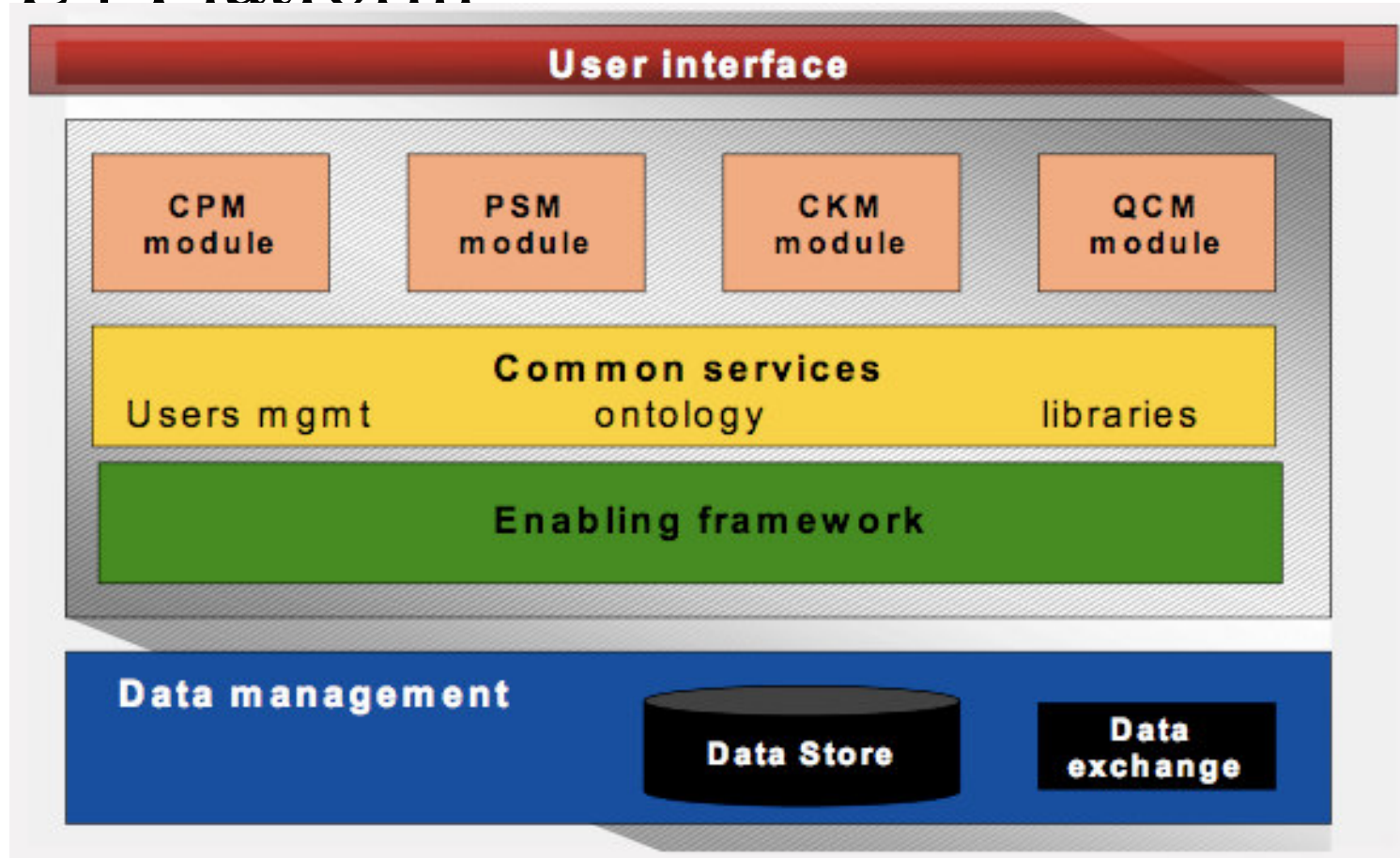


What makes up an ideal solution?

Let's brainstorm



E4 Platform





Platform basics

- Collaborative Project Management (CPM)
 - Based on micro processes
- Project Monitoring and Control
 - Milestones, Deadlines
 - Planning and execution of micro processes
- Project Traceability and quality control
 - Based on VCOR global process reference model
 - Global KPI Library
- Product Structure Management (PSM)
 - Core structure of a product
 - BOM, CAD
- Knowledge Management (CKM)
 - Knowledge Library with Knowledge Items
 - Best Practices



VCOR

P - PLAN					G - GOVERN												
VP Plan Value Chain	VP1 Define Value Chain Requirements	VP2 Assess Value Chain Resources	VP3 Define Value Chain Strategy	VP4 Develop Value Chain Plan	VG Govern Value Chain	VG1 Strategic & Mission	VG2 Performance Policy	VG3 Information Policy	VG4 Financial Policy	VG5 Asset Policy	VG6 Social & Ethical Policy	VG7 Network	VG8 Change Governance	VG9 Compliance Policy	VG10 3rd-Party Policy		
MP Plan Market	MP1 Define Market Requirements	MP2 Assess Market Resources	MP3 Define Market Strategy	MP4 Develop Market Plan	MG Govern Market	MG1 Govern Rules	MG2 Govern Performance	MG3 Govern Information	MG4 Govern Financial	MG5 Govern Asset	MG6 Govern Social	MG7 Govern Network	MG8 Govern Change	MG9 Govern Compliance	MG10 Govern 3rd-Party		
RP Plan Research	RP1 Define Research Requirements	RP2 Assess Research Resources	RP3 Define Research Strategy	RP4 Develop Research Plan	RG Govern Research	RG1 Govern Rules	RG2 Govern Performance	RG3 Govern Information	RG4 Govern Financial	RG5 Govern Asset	RG6 Govern Social	RG7 Govern Network	RG8 Govern Change	RG9 Govern Compliance	RG10 Govern 3rd-Party		
DP Plan Develop	DP1 Define Develop Requirements	DP2 Assess Develop Resources	DP3 Define Develop Strategy	DP4 Develop Develop Plan	DG Govern Develop	DG1 Govern Rules	DG2 Govern Performance	DG3 Govern Information	DG4 Govern Financial	DG5 Govern Asset	DG6 Govern Social	DG7 Govern Network	DG8 Govern Change	DG9 Govern Compliance	DG10 Govern 3rd-Party		
AP Plan Acquire	AP1 Define Acquire Requirements	AP2 Assess Acquire Resources	AP3 Define Acquire Strategy	AP4 Develop Acquire Plan	AG Govern Acquire	AG1 Govern Rules	AG2 Govern Performance	AG3 Govern Information	AG4 Govern Financial	AG5 Govern Asset	AG6 Govern Social	AG7 Govern Network	AG8 Govern Change	AG9 Govern Compliance	AG10 Govern 3rd-Party		
BP Plan Build	BP1 Define Build Requirements	BP2 Assess Build Resources	BP3 Define Build Strategy	BP4 Develop Build Plan	BG Govern Build	BG1 Govern Rules	BG2 Govern Performance	BG3 Govern Information	BG4 Govern Financial	BG5 Govern Asset	BG6 Govern Social	BG7 Govern Network	BG8 Govern Change	BG9 Govern Compliance	BG10 Govern 3rd-Party		
FP Plan Fulfill	FP1 Define Fulfill Requirements	FP2 Assess Fulfill Resources	FP3 Define Fulfill Strategy	FP4 Develop Fulfill Plan	FG Govern Fulfill	FG1 Govern Rules	FG2 Govern Performance	FG3 Govern Information	FG4 Govern Financial	FG5 Govern Asset	FG6 Govern Social	FG7 Govern Network	FG8 Govern Change	FG9 Govern Compliance	FG10 Govern 3rd-Party		
SP Plan Sell	SP1 Define Sell Requirements	SP2 Assess Sell Resources	SP3 Define Sell Strategy	SP4 Develop Sell Plan	SG Govern Sell	SG1 Govern Rules	SG2 Govern Performance	SG3 Govern Information	SG4 Govern Financial	SG5 Govern Asset	SG6 Govern Social	SG7 Govern Network	SG8 Govern Change	SG9 Govern Compliance	SG10 Govern 3rd-Party		
UP Plan Support	UP1 Define Support Requirements	UP2 Assess Support Resources	UP3 Define Support Strategy	UP4 Develop Support Plan	UG Govern Support	UG1 Govern Rules	UG2 Govern Performance	UG3 Govern Information	UG4 Govern Financial	UG5 Govern Asset	UG6 Govern Social	UG7 Govern Network	UG8 Govern Change	UG9 Govern Compliance	UG10 Govern 3rd-Party		
E - EXECUTE																	
M - Market		R - Research		D - Develop		A - Acquire		B - Build		F - Fulfill		S - Sell		U - Support			
M1	Analyze Market	R1	Define Opportunity	D1	Define Req.	A1	Issue Request	B1	Schedule Resource	F1	Order Inquiry	S1	Target Customer	U1	Register Customer		
M2	Analyze Performance	R2	Forecast Technology	D2	Select Technology	A2	Evaluate Proposal	B2	Issue Material	F2	Confirm Order	S2	Qualify Target	U2	Message Inbound		
M3	Define Need	R3	Acquire Technology	D3	Design Product	A3	Negotiate Contract	B3	Build Product	F3	Plan Load	S3	Position Solution	U3	Resolve Problem		
M4	Analyze Solution	R4	Invent Technology	D4	Design Process	A4	Place Order	B4	Verify Product	F4	Receive Warehouse	S4	Develop Relationship	U4	Process Inbound		
M5	Estimate Cost	R5	Validate Technology	D5	Validate Product	A5	Receive Order	B5	Package Product	F5	Fill Order	S5	Assess Need	U5	Educate Customer		
M6	Validate Opportunity	R6	Protect Technology	D6	Design Value-Chain	A6	Verify Order	B6	Stage Product	F6	Ship Order	S6	Develop Proposal	U6	Deliver Service		
M7	Product Roadmap	R7	Transfer Technology	D7	Define Life Cycle	A7	Transfer Inventory	B7	Release Product	F7	Deliver Order	S7	Present Proposal	U7	Monitor Experience		
M8	Marketing Roadmap	R8	Innovate Technology	D8	Launch Product	A8	Authorize Payment			F8	Verify Receipt	S8	Finalize Contract				
										F9	Install & Test	S9	Review Mkt / Lead				
										F10	Invoice						

VCOR
VALUE CHAIN OPERATIONS REFERENCE MODEL™

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Version: 3 Rev: 4



E4 platform for SMEs

- Web based portal front-end for easy personal access
- Search for suppliers (marketplace) and partners (R&D)
- Project Management Software
- Access to micro process database (Best Practise)
- Internal and external evaluation (KPI)
- API for integration of your software (ERP)
- Open Source



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Thank You