

Helping Manufacturers

' Innovate and Gain a Competitive Edge''

*One doesn't discover new lands without consenting to lose
sight of the shore for a very long time.*



In the current global economy,
you have to do what you do
better than anyone else.

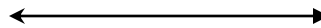
**Strategic Partners –
SpencerARL and Nesis Inc**

Developing Strategic Partners

Building a Competitive Edge with Trusted Strategic Partners
Two Local Durham companies Team up to provide better customer solutions



Nebe Tamburro
SpencerARL
Manufacturing



Kathleen Niles
Nessis Inc
Software

Nebe - Key areas of improvement in order to stay competitive

There is definitely escalating competition in all areas of manufacturing, and I believe that focusing on what you can do better than anyone else, with the perfect balance of people process and technology, has been our key differentiator.



Corporate Challenges

- Training budgets are being reduced
- Employee retention challenges
- Greater drive for profitability
- Pressure for cost reductions
- Need to set your company apart from the competition

Work Instruction Challenges

- Current work instructions are cumbersome, difficult to manage, control and update – stops innovation process
- Workers struggle with definition and clarity
- Engineering / Quality spend too much time managing the documents
- Current systems have no ability to track or record.
(Timing, Inputs, Rev Control & Attributes)
- Multi-site viewing and updating
- Language barriers

Connecting People, Processes and Technology

- VWI™ Nessis has developed a mobile, web-based, visual work instruction software for large manufacturing companies.
- This Quality Engineering management system enables real time deployment of work instructions simultaneously to the plant floor and field.
- VWI improves quality, standardizes processes and reduces both environmental footprint (paperless) and training time costs in a fast paced global manufacturing environment.

Mobile Computing Consulting:

Winner of the IRAP Research Award from the Natural Sciences and Research Council of Canada for "[Deploying Systems on Mobile Devices.](#)"

Integration Consulting:

The only player in the Domestic Market with Local Integration Consulting Expertise

Built for Mobile:

The only market offering that was designed for Visual Work Instructions on Mobile Devices



- What unit would be the best solution?
- What is cloud technology and what does it all mean?
- How do I deal with security issues?
- Will it stand up to the manufacturing environment?



Apple
I-Pad
Apps



Rim – Playbook (Security)



Samsung Galaxy (Android)

The Knowledge Management System (VWI) not only aids the employee performing the task at hand, but benefits many other areas of your business

- ✓ Decreased business risk
- ✓ Greater workforce utilization
- ✓ Higher profitability
- ✓ Greener image. **No paper**, less travel
- ✓ Scalable throughout plant & corporation
- ✓ Marketable differentiator
- ✓ Decreased defects
- ✓ Track time that tasks take
- ✓ Reporting and auto notification



Helps our Environment

Improves Green Footprint

SpencerARL is winning business because the Nessis System is creating a differentiator with their competitors

Nessis is winning business because our Strategic Partner has given us the opportunity to show our solutions in a real manufacturing environment – this is enabling us to win new business

SpencerARL is currently using I-Pads in their facility to deliver real time information

IDN is a strategic partner for innovation deployment assistance.

Innovation and Strategic Partners are a must if you want to have a Competitive Edge in today's market

Our Challenges

- Growth- diversify into multiple sectors
- Financial
- Technical etc...

Why did we approach the Innovation Durham Northumberland:

- Nesis was working with IRAP and was introduced to Jonathan at IDN

Process:

- Preliminary meetings were arranged to assess our needs
- Meet with EIR assigned to us to work through our challenges

How did the IDN help

- Access to Market Intelligence
- Assistance from Legal & Copyright
- Ongoing support from the EIR
- Business Plan assistance
- Tie into a larger support network.. The Ontario Network of Excellence
- Etc....

Timelines:

- First engaged in March 2011
- Continued assistance to date
- Started experiencing results in the last few months

Results

- Confirm business direction
- Assistance in tapping into another industry vertical (health care)
- Updated business plan including software costing evaluation
- Securing a large client (automotive & transportation)
- Securing a senior business expert to help with new deployments
- Etc....

Questions