

DSN Innovations

Business Profile

DSN Innovations is a non-profit organization focused on bolstering U.S. manufacturing.

Key Outcomes

A significant increase in interest regarding NCM concepts and steady growth for DSN Innovations.

Industry

Non-Profit, Manufacturing

TrueFit Solution

TrueFit leveraged business experience to help them identify the key principles critical for their success.

DSN Innovations Doubles in Size in Less Than Two Years



DSN Innovations is a not-for-profit organization focused on bolstering U.S. manufacturing. It conducts research and develops innovations that help improve manufacturing supplier network coordination, agility and efficiency. These improvements make it more efficient and attractive for large companies and the government to work with small- to medium size manufacturers.

One of DSN Innovations' primary goals is to develop the methods and infrastructure necessary to enable Network Centric Manufacturing (NCM). NCM facilitates the rapid assembly and seamless coordination of dynamic supplier networks to accelerate production and reduce costs. This work is being proven in projects within the government arena and is now being offered to commercial organizations.

Business Situation

DSN Innovations has unique requirements to support the Network Centric Manufacturing concept. These requirements include:

- Unique role types for security
- Unique sourcing requirements that enable collaboration among suppliers in a virtual environment to provide a single quote to the customer
- Unique supply chain management tools that provide visibility beyond the first-tier supplier

DSN Innovations desires unique features to be accommodated through standard Commercial Off The Shelf (COTS) products.

There is no known NCM model in operation that can be analyzed for requirements. Requirements must be developed based on our experience with the domain and technologies in anticipation of what NCM supply chains will need.

DSN Innovations needed a technology partner who could help them define the specific requirements of NCM processes and how they should be integrated with existing tools and processes.

They are an emerging organization with a dynamic project portfolio. They are in a cutting-edge field promoting new concepts and techniques in the marketplace. They needed a partner who understood the vision and could help guide the implementation journey to a diverse client base.



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Solution

TrueFit Solutions originally served as the business analyst to design the initial platform to support the NCM concepts and processes, and to serve as their demonstrable platform to help promote NCM processes.

Our first hurdle was to work with DSN Innovations to design their concept of operations and governance model for an NCM Enterprise. We leveraged our business experience to help them identify the key principles that would be critical for their success. TrueFit was then able to leverage our understanding of small manufactures and the manufacturing process to design the requirements.

Another major portion of our services in the initial design was to recommend COTS products to be incorporated into

the platform. We developed a process for them to evaluate and select COTS products and then lead them through the process to integrate the tools in the initial platform.

DSN Innovations also requested our services to support them in other projects with their clients. Our primary role is to document their client's existing business processes, redesign these processes utilizing NCM concepts, identify the business benefits, observe the testing of the redesigned processes, and record the actual business benefits of the redesigned processes.

Benefit

In 2008 DSN Innovations used the platforms and the business processes Truefit has helped design in several strategic projects. The end result is a significant increase in interest in the NCM concepts and steady growth for DSN Innovations as they are asked to participate in more and more supplier network projects.

TrueFit has been engaged with DSN Innovations since January of 2007 and has supported them as they have doubled in size in two years. Not only are we now engaged in many of their client projects, we have become a strategic partner to assist in navigating their future technology roadmap.

About TrueFit

TrueFit combines inspiration and collaboration to create technology solutions that truly fit a company's needs and enable that organization to work better, faster and smarter. Our technology solutions are business solutions that empower individuals and organizations to be more flexible, agile and responsive. TrueFit partners with companies and organizations in manufacturing, distribution, health care, financial services, professional services, and a host of other industries and professions. Founded in 1997, TrueFit is headquartered in Pittsburgh, PA. For more information, visit www.truefitsolutions.com.