



Our Partners:  
Smart. Capable.  
Knowledgeable.

# We can improve the way people work



Increase  
productivity



Cut  
costs



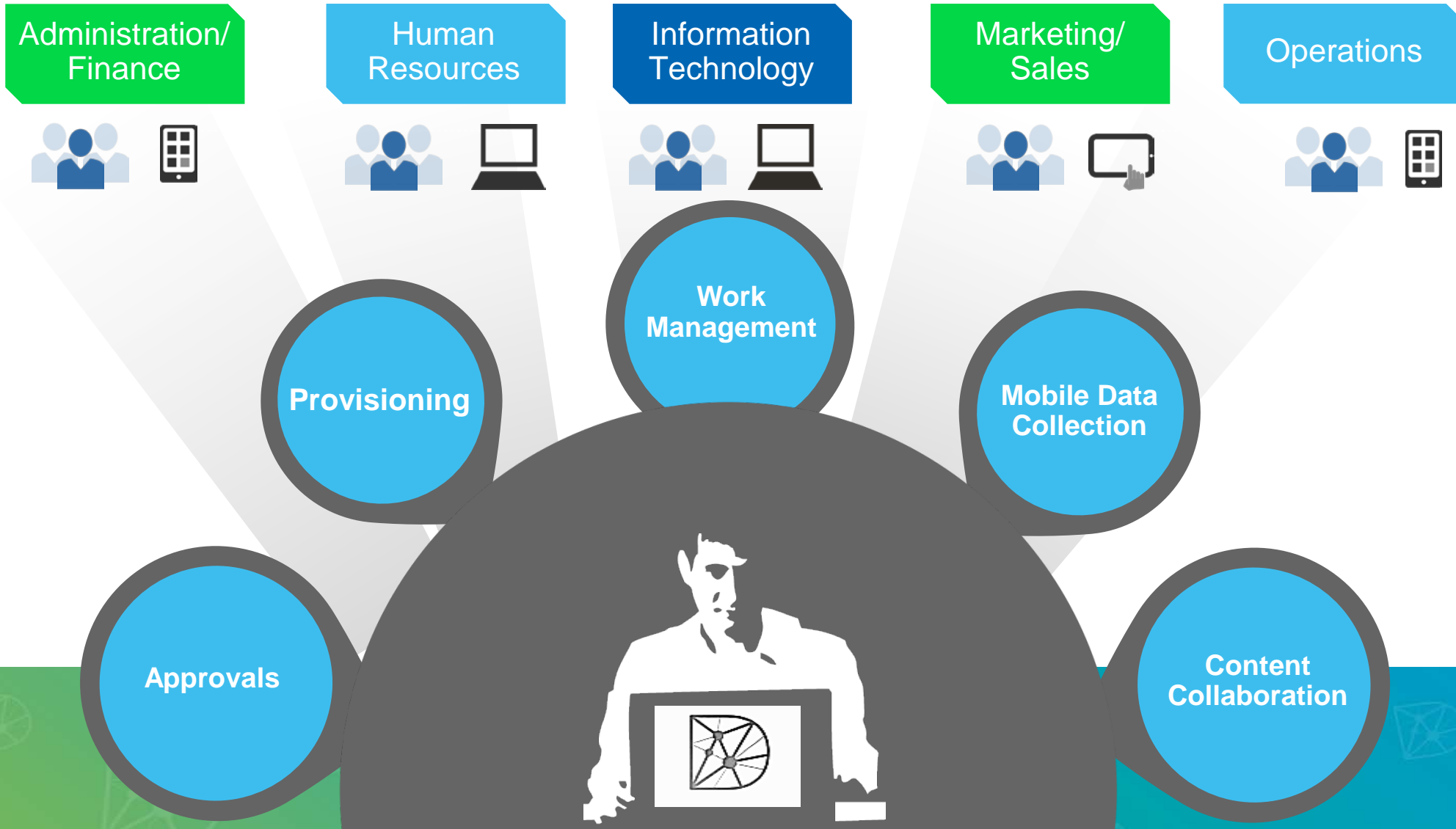
Drive  
revenue



Improve  
satisfaction

# Dada Brings It All Together:

We provide the people plus the tools, processes and overall design & delivery strategy.





Customisable Excellence For Less.  
Consultancy expertise at  
contractor prices



# Only 55%

Complex construction and engineering projects were delivered within budget according to National Audit Office (NAO)

## Value for all business functions



### Human Resources

- Employee recruitment
- Employee on boarding
- Termination requisitions
- Time sheet follow-up
- Compliance



### Operations & Asset control

- Product approval
- Quality assurance
- Product lifecycle
- Service requisitions
- Asset management



### Project Delivery

- Reporting Dashboards
- Portfolio reports
- Project Controls tool sets
- ERP Solution Design
- P3M3 Maturity Audits
- PMO administration



### Information Technology

- Help Center Service provisioning
- Mobile activation
- Internal process automation



### Finances and Administration

- Contract management
- Supplier approval
- Invoice processing
- Expense approval
- Supplies requisitions



### Sales & Marketing

- Proposal and contract development
- Demand Control
- Account revisions and Pipeline

# How do we deliver value

- Our unique “Consultancy as a Subscription Model” over a traditional consultancy is that it provides an economical and responsive way to support any project
- We provide a low risk choice, expertise and professionalism of a UK based seasoned consultant at an affordable price
- We have a central process-led function which project manages the work of our network, enabling us to offer a Consulting Service at Contractor prices
- We do not offer a template “black box”, which you need to fit inside of. We’re different in a way which is very important to our clients: bespoke integration

## Benefits for our clients

- Understanding each clients’ unique culture and needs
- Avoid Offshore model consulting, all our consultants are currently UK based.
- An Associate based network model that’s unique in the UK
- Full end to end service capability in all major sectors
- Flexible resource model keeping entry point low and bench costs to a minimum
- We can provide all key roles on delivery including project managers, architects, SME’s, data management, change



Greater control  
over suppliers



Tracked  
communication



Decrease in  
lead times



Control over  
the process

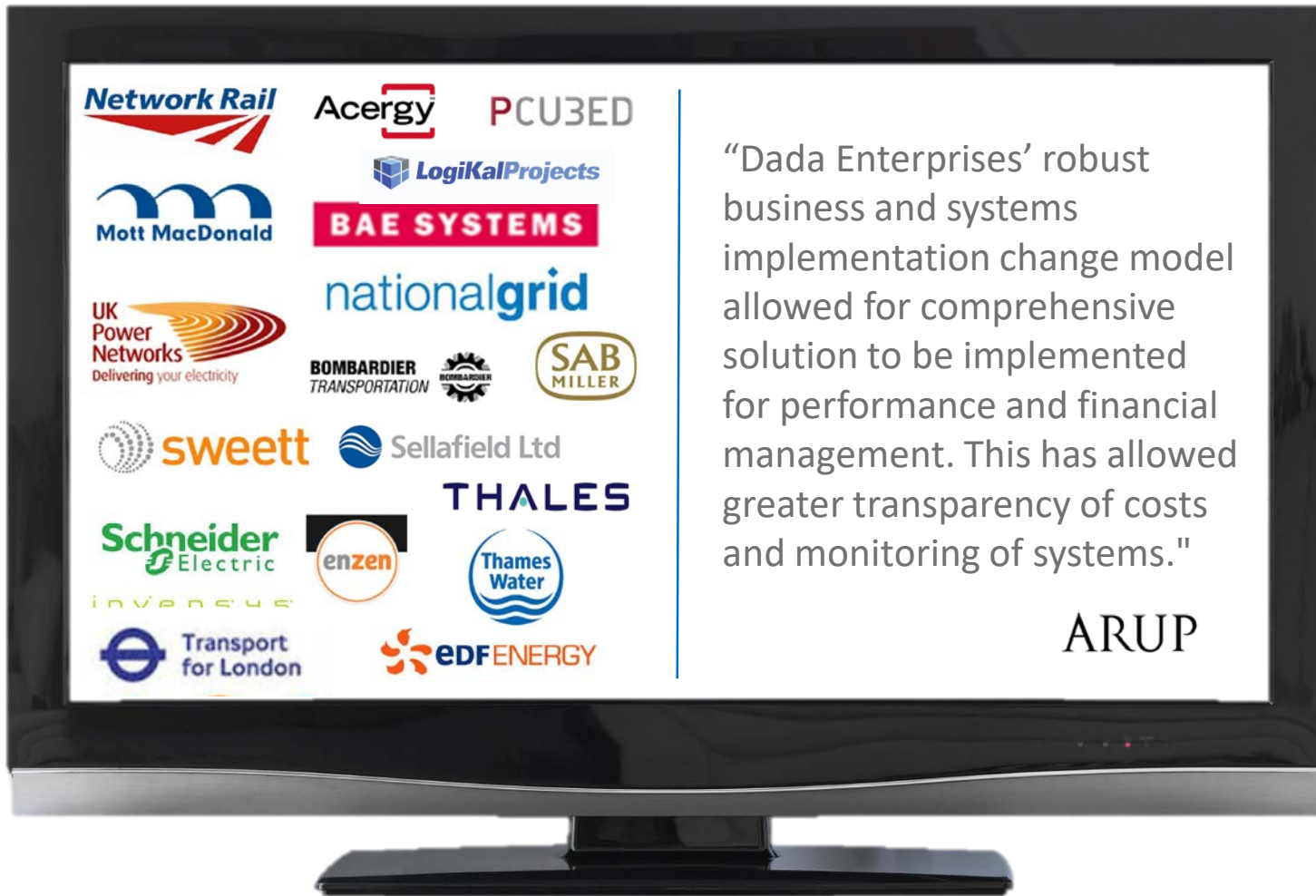


Greater  
transparency



Current  
workflow status

# Testimonials



## Why Dada

**Since 2009** we have delivered real business transformation

**Our Core USP is our "Speed to Value"** proposition to deliver tangible success early on and creating a rolling wave of success stories.

**We are technology partners** with Deltek Cobra, EPICOR, BeMo Partner Affiliate and finally Accredited Microsoft Partner for Lync, SharePoint, Project Server 2010 and 2013, Pipefy and Nintex

Read more of our [\*\*case studies\*\*](#) here



Consultancy at  
contractor prices



A low risk  
choice



Consulting as a  
Subscription



Agile  
implementation



Flexible Consulting  
Framework



"Speed to Value"  
is our USP



# We are stronger as a network

- So if you are you a freelance Project Leader looking for an organisation to deliver value-added services through - or a Contractor who needs to provide additional services to win the best projects...**join us**
- Quarterly bonuses are paid to the Associate on customer deals within the customer's first contract year.
- Our network has access to a wide range of tools, templates and processes.
- Through our technology partner network you too can now access top pre-sales and technical programs.
- Associates have access to Dada marketing offerings to help drive new business leads

## What our Associates do:

- Actual business opportunity developer for Dada
- Can assist in negotiations and closing Dada's services deals
- Is responsible for assisting in retention and customer success
- Helps customers implement the tool, specifically in consulting and on-boarding processes
- Can count on Dada's support for effective strategies both for client acquisition and retention
- Advocate of Dada's unique, low-cost delivery model

# Why are we better than...

## A TRADITIONAL CONSULTANCY?

- We provide the same seasoned UK-based consultant as them **but at reduced fees**
- **Our Core USP is our "Speed to Value"** proposition to deliver tangible success early on
- Most ERP consultants will offer a template "black box", which the client company will need to fit inside of. **We provide bespoke integration**
- **We provide a low-risk** option with early ROI by focusing on early wins - creating a rolling wave of success stories
- **We understand the whole value chain** as we do not segregate our technical and business implementation teams
- We offer an **economical and responsive** way to support any size of project, programme or portfolio

## A RECRUITMENT AGENCY?

- **We guarantee results**
- We manage the resource reducing the burden on you to be knowledgeable as them
- We provide **a uniform service** with common processes, templates and tool-sets
- **We provide a flexible resource base.**
- As your needs change the resources made available matching your needs can change
- We offer Service Orders not Purchase Orders.
- **We provide a service to solve a problem** not a fixed resource
- Our subscription packages are scalable and flexible and can be suspended at any time
- **We provide a strategic plan at the outset** so you know from the beginning what value you will receive

## JUST DOING IT IN-HOUSE?

- **If you already do this – that's great, so you know it's important and need it**
- We work across multiple industries meaning we have best in-class templates
- **Our flexible subscription packages provide a safety-net** – such as for maternity leave.
- We provide an economical way to **benchmark tools and processes**
- We can provide an assurance function for major projects delivery
- We can help automate parts of your existing in-house processes to get immediate ROI and free up valuable staff
- **Small parts of your process can be automated** such as to cut form-filling and manual processing (e.g. Inspection forms) **to provide a low-risk change strategy**



# Join the Power Network

Get 10% in revenue share and an opportunity to join the Dada network



Predictable.  
Profitable.



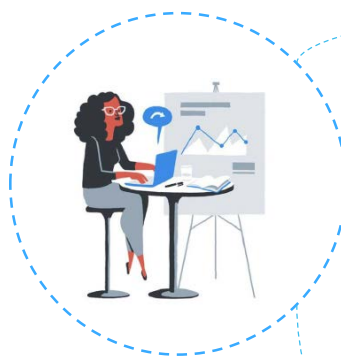
Faster answers.  
More insights.



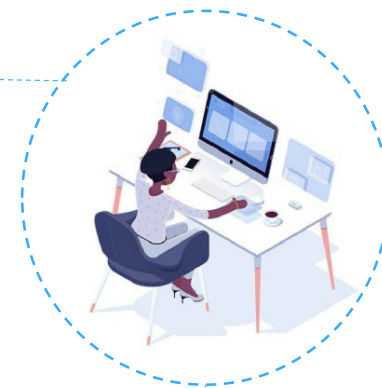
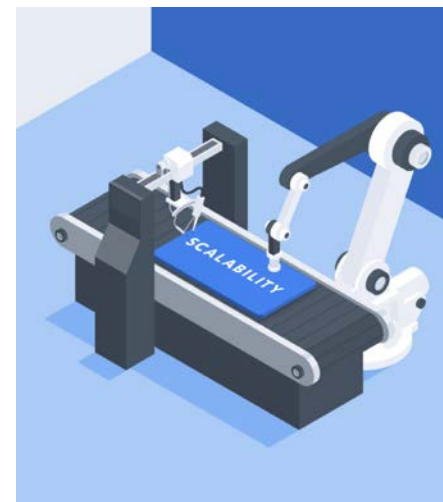
Simple. Better  
outcomes.



Drive leads.  
Share revenue



Unlock  
amazing  
profit potential  
while helping  
customers



## What benefits do our Associate receive?

Eligible to receive Commercial Opportunities as a Dada Associate



Access to Dada marketing offerings to drive business leads



Support for sales modelling (Proof of Concept, Solution Design)



Showcase marketing offerings to Dada's (5k+) active subscribers base



Sales support and negotiation



License discounts for Associate's use with Dada's Technology Partners






Account Management with Dada's Technology Partners




Participation in mobile live workshops



# How we deliver

 <b>Starter Package</b> Optimise existing functions.	 <b>Premium Package</b> Extend visibility and intelligence.	 <b>Enterprise Package</b> Implement organisational change
<ul style="list-style-type: none"><li>• Keep mission-critical applications current</li><li>• Access temporary staff when you need them</li><li>• Ensure processes are performing at their optimum level</li></ul>	<ul style="list-style-type: none"><li>• Work faster by automating processes</li><li>• Improve information management</li><li>• Manage cross-work streams dependencies</li><li>• Gain better control of projects</li><li>• Establish strategic project control and governance processes</li></ul>	<ul style="list-style-type: none"><li>• Optimise functions across all systems</li><li>• Increase user adoption through bespoke training</li><li>• Ensure optimal disaster recovery</li><li>• Leverage new or enhanced ERP systems</li><li>• Manage global change transformation programmes effectively</li></ul>
<b>TYPICAL ASSIGNMENTS</b> <ul style="list-style-type: none"><li>• Offer Performance Review/Health-check services on a regular or a one-off basis</li><li>• Configuration advice and software updates to ensure your system is operating and the optimum level</li><li>• Provide access to a network of associates for when you need extra resources on a temporary basis</li><li>• Providing an on-going project controls service (cash flow forecasts, profitability forecasts and invoice data)</li><li>• Configure standard reports from off-the shelf software and SAAS solutions</li></ul>	<b>TYPICAL ASSIGNMENTS</b> <ul style="list-style-type: none"><li>• Automation of key HR, Finance and Project processes</li><li>• Shortening workflow, automating repeatable tasks, interfacing with 3rd party applications</li><li>• Providing staff capable of delivering Major Projects</li><li>• Develop customised IT and Collaboration tools (Office 365, enterprise social networking, Project Server etc.)</li><li>• Implement new and improved Project Controls functionality and to review your current processes</li><li>• Develop customised reports using multiple source systems</li></ul>	<b>TYPICAL ASSIGNMENTS</b> <ul style="list-style-type: none"><li>• Bespoke support to firms going through enterprise-wide ERP implementation or organisational change.</li><li>• Provides bespoke learning solutions</li><li>• Organisational Change Management solutions</li><li>• Lead multi-disciplinary teams to engage your whole organisation to leverage new or enhanced ERP systems</li><li>• Managing global change transformation programme and managing business engagement and delivering business process transformation</li></ul>
<div><div></div><div>Our Starter Package ensures our client's solutions are fully optimised and is priced at only at £4,000 per month.</div></div>		

Who we help	Critical Needs	Solution developed	Gains delivered	
Commercial Management	<ul style="list-style-type: none"> <li>• <b>Accurate job costing, forecasting</b> and real-time performance reporting</li> <li>• Attain real-time cost updates by integrating your planning, inventory and equipment, payroll, and accounts payable</li> <li>• Standardised workflows to ensure commercial actions are within NEC timescales</li> </ul>	<ul style="list-style-type: none"> <li>• Developed <b>standardised NEC4 workflows</b> (Options A to G) which was integrated with their risk, planning, cost estimating tools and contract management portal</li> <li>• Project Controls solution to track activities, actual hours and internal break even rates to easily raise invoices and track profitability</li> </ul>	<ul style="list-style-type: none"> <li>• Reduced number of man-markings to confirm commercial deliverables</li> <li>• Centralising onto one platform rather than multiple Excel sheets.</li> <li>• Clear routing of approvals so that the "right" people review key documents such AfPs and Early Warnings</li> </ul>	
Project Manager	<ul style="list-style-type: none"> <li>• Reporting to provide oversight and visibility into what is actually happening. Clear process for Initiating Projects get the right scope and budget from outset</li> <li>• <b>Strategic portfolio management</b> to display the "soft links" between multiple sub-projects to manage complicated dependencies with other projects</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Used Mobile App to set task alerts for real-time tracking</b> and control when demands have been delegated and progress made.</li> <li>• <b>Real-time alerts, dashboards and reports</b> to quickly identify exceptions and make recommendations to project delivery.</li> </ul>	<ul style="list-style-type: none"> <li>• Clear <b>transparency over profitability</b></li> <li>• Information registered centrally</li> <li>• Automatically sends out task reminders, acceptance letters etc.</li> <li>• Improved program and project management maturity</li> </ul>	
Operations Manager	<ul style="list-style-type: none"> <li>• Manage work orders to ensure that all work orders are within budget and have proper authorisation. Ensure Health and Safety Inspections take place</li> <li>• Ability to keep an audit trail of all contracts, work orders, or change orders. Identify critical maintenance activities and automate Work Orders</li> </ul>	<ul style="list-style-type: none"> <li>• Integrate data from Remote Condition Monitoring and SCADA systems to <b>drive asset maintenance strategies &amp; resourcing plans.</b></li> <li>• SharePoint to directly update their Enterprise Asset Management (EAM) system in SAP Plant Maintenance (SAP PM) without double entry</li> </ul>	<ul style="list-style-type: none"> <li>• Got visibility of incoming stock and can ensure the appropriate review and approval, reduce the risk of internal fraud and better manage cash flow</li> <li>• <b>360° View of assets, with status of requisitions to each asset / supplier</b></li> </ul>	
IT Manager	<ul style="list-style-type: none"> <li>• Standardising execution and the format of the requests, controlling the execution time of the 3<sup>rd</sup> party providers and reducing errors in screening</li> <li>• <b>Reduction in the excessive time spent on exchanging emails</b> to gather feedback on the requests.</li> </ul>	<ul style="list-style-type: none"> <li>• Users create support requests within <b>Mobile Apps</b>. These requests were forwarded directly to the correct technician using automation and process rules, without requiring routing.</li> <li>• <b>Automated processes</b> to manage Infrastructure (e.g. Certificate Expiration alerts)</li> </ul>	<ul style="list-style-type: none"> <li>• Greatly <b>reduced SLA times and costs</b></li> <li>• Greater stakeholder visibility via users receiving automated notifications</li> <li>• Schedule workflows to track firmware/software updates, warranty expirations &amp; data assurance</li> </ul>	
Construction Manager	<ul style="list-style-type: none"> <li>• Removing bottlenecks so that critical documents are signed on time. Asset Managers needed to know of asset improvements to update regulators</li> <li>• Healthy &amp; Safe work site ensured with everyone following safe working methods</li> <li>• Issues on site are escalated early on</li> </ul>	<ul style="list-style-type: none"> <li>• Used Dynamic Data content to create personalised fields (site conditions, task sequences) to pre-fill in construction documents without cutting and pasting</li> <li>• <b>Used SharePoint to directly update their EAM in SAP PM without double entry</b></li> </ul>	<ul style="list-style-type: none"> <li>• The right information was supplied to site workers on time reducing risk</li> <li>• <b>Personalised Work Package plans</b></li> <li>• <b>Process was more automated</b> whilst at the same time allowing for mass customisation</li> </ul>	
Safety Manager	<ul style="list-style-type: none"> <li>• <b>The "right" people to review safety inspections on-time removing bottlenecks</b></li> <li>• Needed their own company's customised inspection forms</li> <li>• To fill in customised mobile forms remotely and submit data electronically to a central data repository</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Safety inspection certificate can be issued as a PDF and saved in Office 365</b></li> <li>• Integrate data from Remote Condition Monitoring and SCADA systems to drive asset maintenance strategies and resourcing plans. Identified critical maintenance activities early</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Data mine across projects for safety issues using the central register</b></li> <li>• Clear and easily auditable trail of what issues were found on site</li> <li>• More time devoted to solving safety issues less on filling paperwork</li> </ul>	





IT Problems solved. Consultancy expertise at  
contractor prices. Solutions guaranteed.

