



Plexus solves complex networks of dependency in the aerospace and defence industry



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Plexus sets out plans for Major Growth

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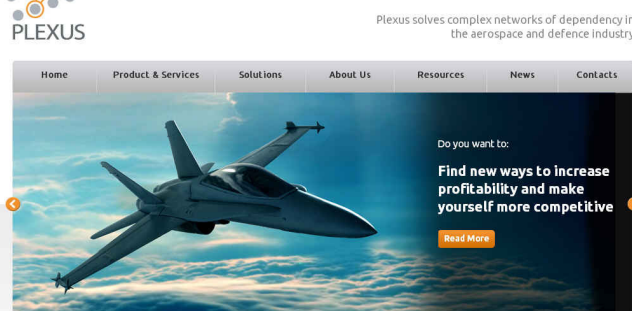
We would like to thank all of our customers for their business and support in making 2012 a very successful year.

With ongoing projects at many of the world's leading aerospace and defence companies, Plexus starts 2013 with an increased order book, including exciting new business from a major European Airframe OEM.

We have increased our resources to enable us to win and deliver an expansion of business throughout the world, and we are still growing, with an ongoing recruitment programme for solutions and pre-sales consultants, and for developers, as well as a North America Sales Director. See our web site for the latest vacancies.

We have appointed a Business Development Director, Alasdair Pettigrew who is tasked with introducing Plexus Planning to new clients worldwide, and this will include a presence, for the first time, at the Paris Air Show.

We will be using the Paris Air Show to arrange meetings with potential clients from around the world, so if you would like to meet us, and find out how Plexus Planning can improve your business, then please contact us now.



As part of this expansion drive, we have released a brand new web site to position Plexus Planning as one of the major players in providing engineering and supply chain modeling and planning solutions within the aerospace and defence industries. Go to www.plexusplanning.com

We look forward to continuing our relationship with our existing clients and to welcoming many new clients to Plexus during 2013.

Ian Poccachard – Chief Executive



**50TH INTERNATIONAL
PARIS AIR SHOW
LE BOURGET**

**FROM 17 TO 23 JUNE 2013
WHERE AEROSPACE LEADERS
GET DOWN TO BUSINESS**

Will enable more aerospace & defence companies to reduce risk, improve delivery and optimise costs

Alasdair Pettigrew has joined Plexus Planning as Business Development Director and will be responsible for implementing the substantial worldwide growth plans for the business.

Alasdair has a passion for helping clients improve their ability to innovate and enhance their competitiveness, through the use of the latest IT solutions to improve the manufacturing-to-delivery process.

He brings to Plexus, extensive experience in optimising the development of complex systems, enabling clients to deliver superior products on time and to budget.

Alasdair was previously with IBM, where he was Business Unit Lead for the Rational Systems Development tool-set and gained 15 years experience of the challenges of delivering complex systems in aerospace, defence, electronics and automotive industries.

His first experiences were in aerospace where he worked on military aircraft design at BAE Systems.

Ian Poccachard – Chief Executive of Plexus Planning, said, “Alasdair is a key new member of the Plexus Planning management team, where he will spearhead a substantial increase in the number of aerospace & defence companies who are able to apply the Plexus solution, to better visualise and analyse their development processes and supply chains.

Plexus lets you capture and optimise your product development processes to secure and leverage know-how, reduce lead-times, decrease costs, reduce risk, and produce better products.

Plexus also lets you map, visualise, and perform supply chain architecture design and analysis on your expanded supply chains, to achieve rate, reduce cost of finance, win bids, be more profitable, and manage risk better.”

“Alasdair has a passion for helping clients improve their ability to innovate and enhance their competitiveness, through the use of the latest IT solutions to improve the manufacturing-to-delivery process”

Plexus announces Risk Management for complex supply chains in aerospace & defence

Enables rapid assessment of impact of disturbances in the supply chain

Plexus has announced unrivalled capabilities to manage risk, in complex aerospace and defence supply chains, by providing a complete view of the supply chain network to enable a rapid assessment of the impact of disturbances.

With up to 80% of the content of a major aerospace project produced by third party suppliers, who may be located in many different countries throughout the world, managing the risk of a

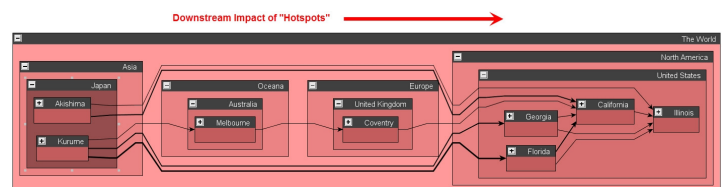
failure or delay in any of these suppliers is of

critical importance in meeting delivery and cost targets.

Plexus allows clients to prepare for all types of risk; ranging, for example, from geopolitical & fiduciary, to strikes, fire, flooding, and to vendor capacities, resources, certification issues etc.

Plexus lets clients map and visualise the supply chain in many ways, and integrates existing data from PLM, ERP, etc and from your experts.

Plexus lets clients correlate product, cost, logistics, financial, certification, and schedule information to reduce their exposure, identify opportunity, and limit the impact of events when they do happen with swift responses.



Downstream impact of hotspots



Identify risk hotspots

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“Plexus allows clients to prepare for all types of risk; ranging from geopolitical, corporate finance, floods, tornadoes, capacity, certification, quality, delivery etc..”

Plexus announces Risk Management for complex supply chains in aerospace & defence

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Ian Poccachard – Chief Executive of Plexus Planning, said, “Plexus provides a highly visual supply chain map covering the expanded supply chain that allows clients, very

quickly, to identify systemic or tactical threats and opportunities to the project, then to explore mitigating strategies through ‘what-if’ analyses.”

New video introduces Process Modeling for complex projects

US Navy explains why it is important to capture and use processes

The US Navy has published a new video, which gives an introduction to managing complex projects and the importance of capturing the details of all the processes and their interactions.

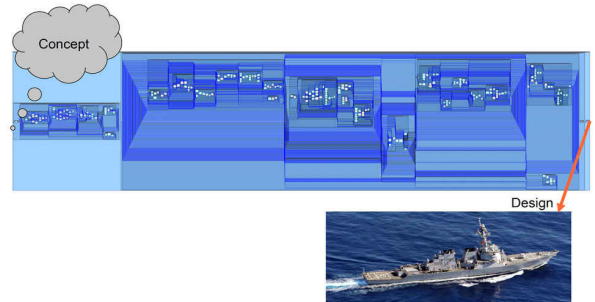
The video explains the need for a full knowledge and understanding of all the processes in complex products and how process modeling can help the design, engineering and production processes.

The video is available online at the US Navy public website of the Carderock Division responsible for maritime science & technology:

http://www.navsea.navy.mil/nswc/carderock/pub/who/departments/ship_design.aspx

Ian Poccachard – Chief Executive of Plexus Planning, said, “The US Navy has extensive understanding of Plexus software and processes, resulting in the completion of the ‘Ship Design Process Reference Model’ in 2012, which uses Plexus Planning software as the core technology.

This is a good example of how Plexus Planning can be used in any complex aerospace or defence project.



*“This is a good example of how Plexus Planning can be used in **any** complex aerospace or defence project - Rob Smith, Plexus Planning”*

How Plexus is Used: Verification & Validation Planning

Two thirds of the non-recurring cost of a typical aerospace New Product Introduction (NPI) programme is spent on Verification and Validation. The costs of this activity can vary from hundreds of millions, up to billions of dollars.

With Plexus, there is a massive opportunity to remove cost and lead-time throughout the Verification & Validation (V&V) phase with smarter compliance strategies, and more efficient execution of those strategies. Plexus can be used in various ways to:

- Optimise and justify compliance programme logic.
- Plan resource allocation and avoid bottlenecks and accumulation of reporting work that builds up at the end of a project.
- Reduce hardware requirements.
- Increase utilisation of test facilities to avoid unnecessary capital spend.

- Make each test’s requirements traceable to improve priority decisions during execution.

V&V involves a highly complex web of dependencies between your various functions and the supply chain. Plexus lets you pick off the most important interactions and master them.

For example:

Aerospace programmes should each have a structured verification and validation program whose logic is documented somehow, maybe in a requirements management system like DOORS.

This is a customer or certification authority requirement e.g. Mil Standard 3024 “PROPULSION SYSTEM INTEGRITY PROGRAM (PSIP).

The logic (if it has been rigorously documented) comprises many thousands of Shall Statements, planned



“there is a massive opportunity to remove cost and lead-time throughout the Verification & Validation (V&V) phase with smarter compliance strategies, and more efficient execution of those strategies.”

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Validation Development Activities (VDAs - strategies to demonstrate compliance for one or more Shall Statement), Technical Reports that reference VDAs, and Compliance Reports that reference Technical Reports.

Plexus offers the following advantages:

- The logical model can be made dynamic, and visual to make it understandable and keep it current.
- Plexus adds a time dimension, so you can play through the time consequences of the logic and take out lead-time by changing the logic.
- Plexus allows alternate strategies to be explored to demonstrate compliance quicker and cheaper with less risk.
- Plexus highlights the impact of internal and external dependencies like the Test and Mathematical Analysis Programs that generate the data consumed by the VDAs.
- Plexus has a resource model so it can identify critical resource bottlenecks e.g. for reporting that would otherwise be uncovered late in the day as a bow wave, and hazard the program.

"Plexus allows alternate strategies to be explored to demonstrate compliance quicker and cheaper with less risk."

Focus on Steve Jonik - Technical Architect

Steve is responsible for the technical direction of Plexus Planning and is also a leading shareholder. He leads the design and development team and enjoys the problem solving aspect of software design and development.

Steve has around 18 years experience in software design and development including projects such as an engineering project for Rolls Royce and TV scheduling systems.

Steve has always enjoyed being a key player in both OO and RDB technologies, and now



focusses on J2EE Java and Oracle.

Steve has a passion for the great outdoors and has travelled extensively to many of the more challenging parts of the world.

He lived in Australia for a year and his exploits have included hiking the Himalayas, horse riding across the Mongolian steppe, sailing in Sydney harbour, and windsurfing

on Maui.

Now he regularly windsurfs in the south- west of UK or mountain bikes depending on whether the wind is blowing!

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Feedback

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