Converting Innovation Solutions into Marketable Products

Success story in Manufacturing

Foan Polem Ser Can er den Serie (Serie) er dan Protein er can Polan SEL SIN SAN (Serien STO SIN Roan CEN

Designing and technical studio for making door signs of its first kind



DAN TECHNICAL STUDIO 1973





Local newspaper publication of Dans' Vision and Mission 35 years ago

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לא לאות דר הניונים האיצ ואכ אוב ספיף האסין דידים או ሱሚ) አዋሕይው የያዙ ናቸው ፡ መብ ባሌ በመቀነስ በአገራችን ሥራዎችና ራቶች ከአንጨት ፣ ከቀንድ ፤ ከፊት ውጤቶች እንድንኮራና እንድንደሰት ልና ከዋልፍ የተሠሩ ሲሆን ፤ ሻንጣ አስፈላጊውን ተረት ማድረግ እንደ

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በኢትዮጵያ ከተንት ጀምሮ የእጅ ሥራ ውጤቶች ለኪነት ፣ ለቤት ማስጌጫ እንዲሀ-ም ለአንልግሎት ይውሉ እንደነበርና የዕደ ተበባት Moha 3199 POUA OF THE ትንና ዘመናዊ ሥነ ከ5ትን /th TATE NOTTAR LUTT HEA OLLY AMLONE OUT'S 1000 ስጥ ፤ በቀድሞው ሥርዓት እንደ **ተ**ዘ אוציום יצוב החת מחייפת הח ባለሙ የዎችም በንብረተበት ዘንድ ተንቀሙ ይኖሩ ነበር ብለዋል ። በመ ካሔድ ላይ ባለው ሕዝባዊ አብ የት ዕደ ተበባት በአገሪቱ ምጣኔ ሀብት ሕይወት ውስተ ከፍተኛ ሥፍራ አንጻላቸው ታውቆ በመንግሥቱ የኢ hear mones trana " nh ሁት ጊዜ የጉጀ ኢንዱስትሪዎች Powhist Alloyage howiting ደበልተ ብሩህ መሆኑን ስየዕደ ተበባት ማዕከል ጠቅስ ፣ ዕደ ተበባት አደደገና APECE ATTLE AAH TU AAD 5979 00.400 FFW - m488.65 መስክ ለሚፈጥር የጐጆ እንዳስትሪ KADA MIRSTON

自奉大学 中心士學 人名英尔西亚中亚 POTENCE COURSE CONTRA CARLES OF THE UNITED COM Emil thank garas an have READ- 97 MAN BILLY 100-9 10 P.C. Photo TC2.8 X38.79.116:4: 3 4 873.A 1470-7 1905 W A 12

Motivational feedback from the public noted 35 years ago

har gir you hold thin hikrerer welve ASI GERERAY Wateracha. There is nothing like an impursive work you are bring a very furfaction of Keep & up & good luck. Well truck to see good authmaistings and design continuing in Ethnopia: Good hade + thankeyou for 4. My Faler. Laward. Accord encouraging short to a worthwhile project. Good ideas, good design, compaly ghose! An excellent callbain and very competent stryt privail 8600,3 n/v L. 49: 1009 900) 1908 17.7 8 16 4 63 100 1- 2/92 60531. mm/ ptsey7: 00 50 77: none 37.14 4he & 7 hill company on new f. non hound of the lacks 11790: PERRY 3: 4618 PARTY - 7,090 \$ 00-71 62:700. 1279683: PARGAT 6:6907: NC - POZHE 75:11 CAE X.68; h+h+117. 12700.3:00181:1194111. XL 3-8433 846 ams. 40787. 1904 ROX. 567. 146: 80258: 288490: NC+ + +103876: P276. 79-77-1260-4337 1238776 JAG9:

Developmental stages of Dan Technocraft

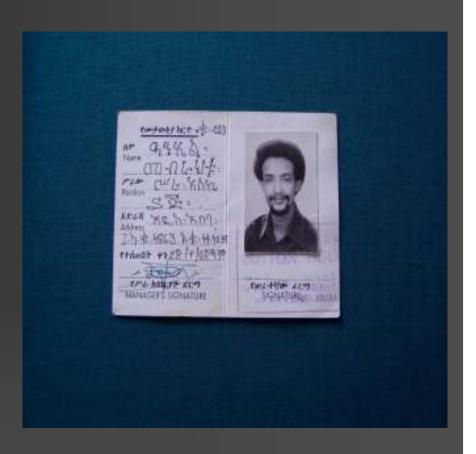
Technical Studio



1965 E.C

Minimal capital – brush and paint







Cotton House



The first of its kind

The outlet for all cotton products from Axum, Mekele, Alamata, ALERT and Addis Ababa production centers.

1966 E.C

Products of Cotton House







Dan Craft and Technical Center



1969 E.C.

Products of Dan Craft and Technical Center











Products of Dan Craft and Technical Center

能够是一种的一种,使**使**有一种的一种的一种,我们就是一种的一种的一种的一种,我们就是一个一种的一种,不是一个一种的一种的一种的一种的一种的一种的一种的一种的一种













The very first workshop of Dan

Dan Technocraft



1978 E.C



Visit to far east – transfer of furniture technology 1976 E.C







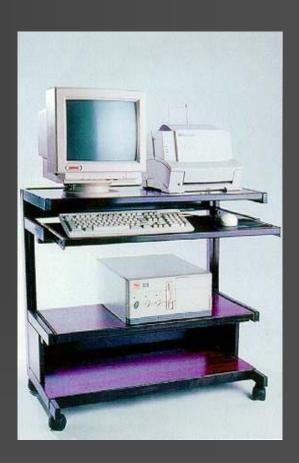
Products of Dan Technocraft

開始には、1997年には、1998年に、最初度2011年、**第**788年の1997年に1998年で、1988年に対し、1998年に対し、1998年に対して、1998年に対し









阿尔特尔 新工作。 1965年 1975年 1975年

PTA exhibition







The first PTA exhibition held in Nairobi

Dan Technocraft - Kenya





(1985年) [1985年 - 1985年 - 1985

Handicraft promoted to foreign outlets ... AFRICA HOUSE





Denver, Colorado USA





Initiative

Problem recognition

- Malfunctioning Traffic Light System in the Country
- An incident at the Science and Technology Commission building triggered the idea on transferring lift technology.

TRANSFER OF ELECTRO MECHANICAL LIFT TECHNOLOGY

阿尔特尔 新尔尔 (1995年) 1995年 (199

Definition - Technology transfer

Systematic transfer of organized knowledge for the manufacturing of products and services.

(UNCTAD, 1983)

Categories of T. T

Embodied technology

Transferring the ability to operate and maintain / repair machinery and equipment

Disembodied technology

Transferring the know-how, the capability or the ability to translate what is in the mind into tangible goods and services.

Vision & Mission of Dan

Vision:

To be hub of technology Transfer

Mission:

Engage in technology transfer with the view of contributing to the development of essential, appropriate and affordable technology in the country.

Objectives of Dan

Engage in appropriate and affordable technology transfer, innovation and development that ensures the quality of its products and services to satisfy the needs of its customers and at the same time contribute to the development efforts of the country

Goals of Dan

- To satisfy the needs of different users.
- To build local resource capability focused on :
 - electromechanical technology
 - 🛕 human resources
- To create job opportunity
- Initiate a culture for innovation
- To create a sustainable technology through institutionalization

Realization of the Idea

- Study of lift and traffic light technology
- Organizing / institutionalizing
- Training / capacity building

Products and services of Lift Technology

Manufacturing

Installation

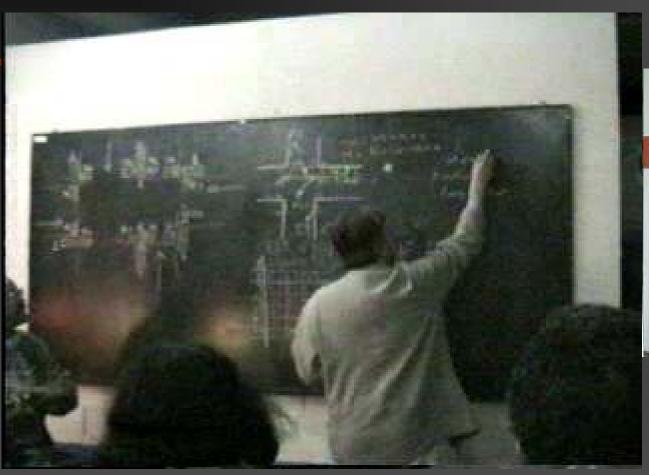
Modernization

Maintenance

Dan Industrial Technology



Capacity building on automatic safety equipment





Training session on traffic control systems

Products and services of Traffic light Technology



Traffic light poles, signals, controllers





Dan traffic lights

- At present 28 sets of traffic lights in Addis Ababa manufactured and installed by Dan covering the main junction road of the city
- Dan extended its traffic light installation throughout the main cities of Ethiopia; Awassa, Harar, Bahir Dar, Adama, Mekele and Somalia Region.

Manpower training locally and abroad

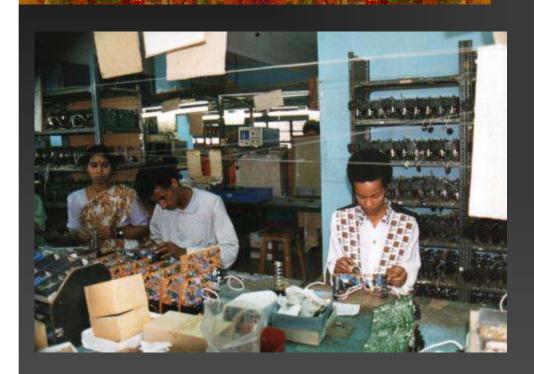












Man power training on lift/elevator controllers abroad









Capacity building in lift technology



Capacity building in lift technology





Skill training sessions on lift/elevator controllers and door operating mechanisms in Europe.

Study of Lift Systems and Manufacturing







Knowledge and Technology Transfer

Manufacturing of Lift components

* Components of lift systems are not manufactured in a single factory

* All manufacturers depend on specialized suppliers for their

components







Knowledge and Technology Transfer

Standardization of Lift Components
 ISO 9001-2000

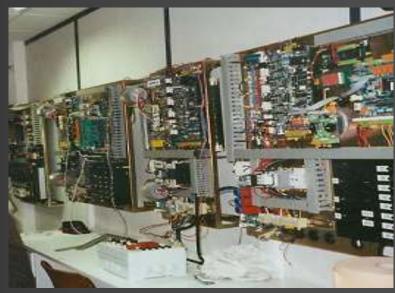


Visit
to one of the leading
Lift component
Manufacturers in
Europe

1995 G.C

Study of lift components









Knowledge and Technology Transfer

* Manufacturing of Lift components





Organization / institutionalization

- Management
 - Human resource management
 - Financial management
 - Property management
- Marketing
 - Sales and Promotion
 - Import and Export
 - Customer service
 - After sales service

Organization / institutionalization

- Engineering
 - Research and development of new products
 - Design and technical specification of products
 - Prototype building
 - Cost estimation
- Manufacturing
 - Automatic safety equipment
 - Vertical transportation systems
 - Industrial machinery

RESOURCES

- Human resource
- Machinery and Equipment
- E² Laboratory and Store
- Land and Building
- Library and Data Bank
- Information Technology Systems
- Policy and Procedure Manuals

Human Resource





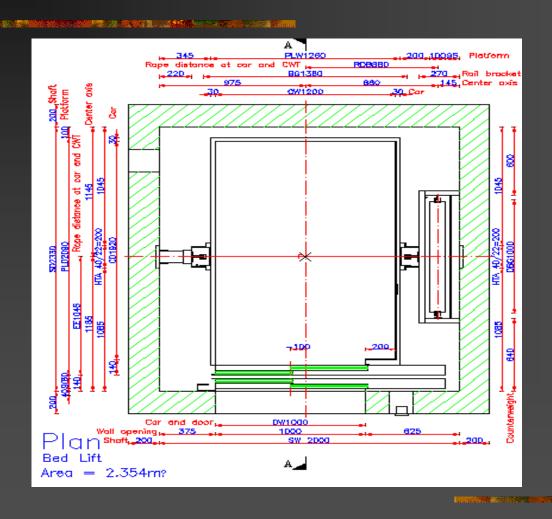




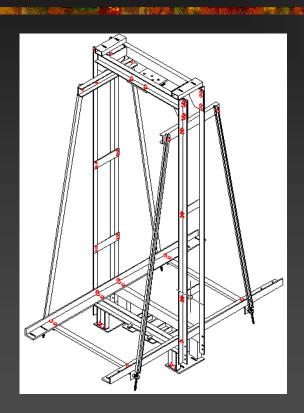


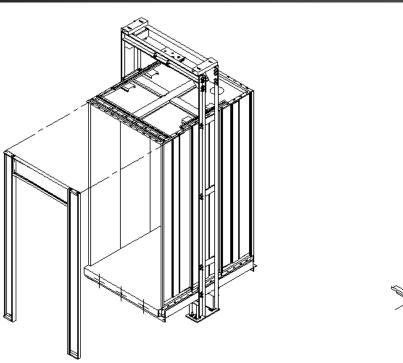
THE REAL PROPERTY AND PERSONS

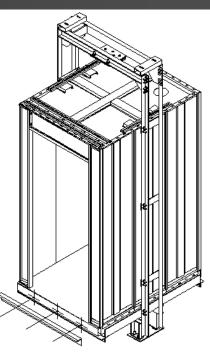
Engineering facilities



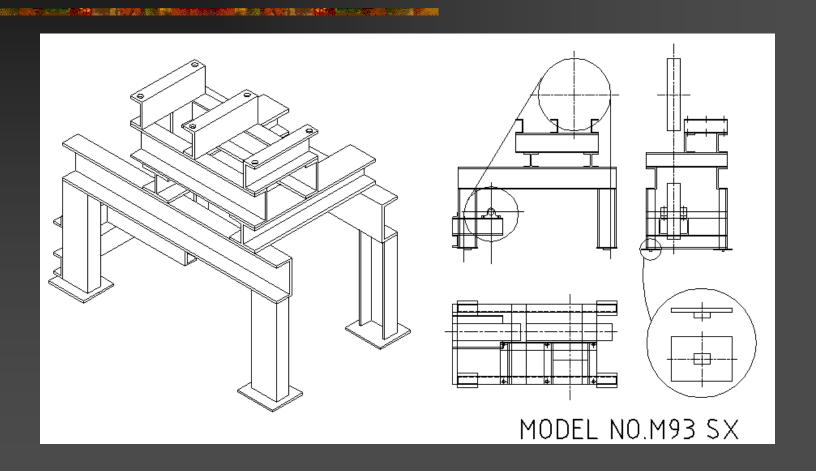
Engineering facilities







Engineering facilities



Manufacturing facilities







Electrical / electronics laboratory facilities

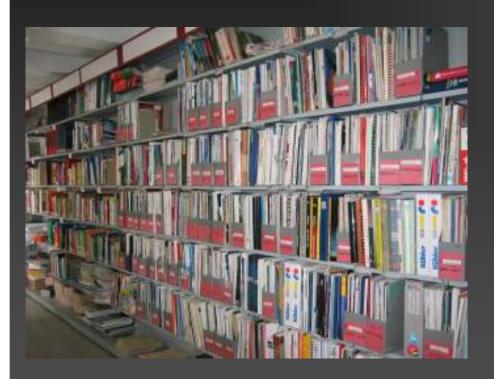








Library and documentation facility





Success of Dan Lift

Dan Lifts

- There are 765 custom and standard lifts manufactured and installed by Dan country wide covering 80% of the market share
- To mention the various types of lifts:
 - Passenger
 - Cargo
 - Dumb waiter for kitchen
 - Bed lifts for hospitals that cover up to the 16th floor



ETC. HEAD OFFICE



HIGHER EDUCATION



C. B. E.REGIONAL OFFICE BAHIRDAR



HAYAT HOSPITAL



MEGA HOUSE



TEGENE BUILDING



DIL HOUSE



AARH-OROMIYA FINANCE



ETH. POSTAL SERVICE



ETC ARADA BRANCH



ARADA BUILDING(Modernization)



AARH-VARNERO 1 (Tele Bar)



E. T. C. HEAD OFFICE



TZNA GENERAL HOSPITA

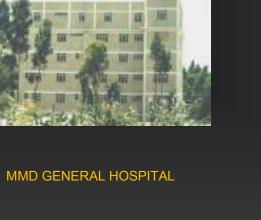


TEKESTE BIJII DING



MINISTRY OF JUSTICE







AARH-VARNERO 2



COFFEE & TEA AUTHORITY



HOTEL DE-LEOPOL



E. R. A. HEAD OFFICE



ETH. SCIENCE & TECH. COMM.

Trade Mark Conflict









Trade Mark Conflict

Protection of intellectual property: not long ago a firm used our trade mark and trade name creating confusion among the public. We complained to the authorities but the measure taken was not encouraging. We feel that continuous awareness creation campaigns need to be carried out to protect intellectual property.

Standardization problems

- Unutilized shaft construction
- Shaft not uniform/straight
- Door opening clearance not realized
- Traffic Analysis of passengers and the lift usage
- Inadequate Machine room and Pit design
- Etc..

The way forward: Dan Lift Expansion Feasibility Study

Purpose of the feasibility study:

- Assess the demand for the lifts in Ethiopia and COMESA countries
- Expand the capacity of the existing factory
- Raise lift production from current production of 120 to 360 units of lift per year
- Create the necessary infrastructures that are now lacking
- Earning rate of return on investment comparable to the highest yielding investment portfolio in the country

International Awards and Recognitions



UNIDO Award for Innovative and Successful Enterprise (1997)



WIPO (World Intellectual Property Office) Trophy for Most Innovative Enterprise (April 2008)



WIPO Award for Innovative Enterprise



With this video clip I will like to conclude; Thank you.

