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The Evolution of Product Configuration Data

PLM Road Map™ & PDT North America 2024
Value Drivers for Digitalization of the Product Lifecycle
Insights for the PLM Professional—Why the investment, what are the returns,
and how are they achieved?
May 8 & 9

CIMdata®　　　　　　　　　　　　　　　　　*eurostep*

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In a land where gears spin round and round,

　There live a company called **GrandGears**, world renowned.

　Poor margins plagued them, their profits were slim,

　Duplicate datasets made their daily work grim.

　Long quote times and manual entry, oh what a mess!

　They knew they needed to transform and innovate, no less.

They started with **Microsoft Word** , a tool so quaint,

But with all the manual inputs, it would make you faint.

With errors and duplicate data, they'd often despair,

As for approval workflows? *Ughh*! Paperwork everywhere.

The CIO, *Theodore Cogsby*, he did see,

"***We need a new decree, for speed and accuracy***!"

A pricing tool in **Microsoft Excel** , GrandGears designed,

With hopes that this effort would bring peace of mind.

But alas, it's content was always dated past,

And controlling releases was a giant paint in the ...

Their Spreadsheet tool, though it tried its best,

Couldn't keep up with changing data, a constant test.

Next, they implemented a **Configure-Price-Quote** ⚙ system oh so grand,

Accurate BOMs and Quote documents, all on demand!

Though despite their best efforts, their Sales Team was scattered,

Collaboration was lacking and it didn't seem to matter.

But GrandGears wouldn't falter, they had a dream,

To find a unified solution and succeed as one Team.

⚙ CPQ   5

The COO, *Maxine Gearsmith*, did say,

"***We need a system for our Sales team to play.***"

So, they upgraded to **SaaS**, a platform so bright,

And launched a global **Sales Portal** 🖥 to everyone's delight.

But still, there were issues, data constantly tendered,

And orders into the ERP, were manually entered.

🖥   6

Integrations were developed, synchronizing data post haste,

Bridging PLM data to CPQ meant no more copy and paste!

No more duplicated data, no more outdated quotations,

A single source of truth, amongst all applications.

GrandGears finally reached a rung that few can climb,

But now they pondered how it would all be managed over time.

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The CEO, *Oliver Cogsworth*, then had the most wonderous perspective.

"*Managing lifecycles will be our next business objective!*"

Preventing conflicts, tracking changes, and increasing productivity,

CLM simplifies variance and improves operational agility.

"*Configuration Lifecycle Management is what's needed to perform,*

It's the pinnacle of our journey - how we transform!"

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With CLM implemented they managed their data with grace,

Advanced Effectivity, change management, all in one place.

From Engineering to Sales, and Manufacturing to Service,

Each Team raised a glass to their enhanced performance.

Best of all, GrandGears saw, a significant ROI,

From **Solution Space** helping to optimize their inventory supply.

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With Configuration Lifecycle Management, GrandGears has taken the lead,

Innovating their business processes, fulfilling every need!

Now stands GrandGears, a beacon of progress,

Outshining all competitors, a true measure of success!

So now with our story told, I pose a question for review:

How far in your Lifecycle Management journey are you?

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Variance Maturity Level – 0 : Manual Processes

- No consistency between Projects
- BOMs manually designed and entered *("Clone and Own")*
- Disjointed between Departments
- Constantly copying product data between systems
- Design changes, upgrades, and servicing is monumental task

Variance Maturity Level – 1 : Homegrown Applications

- ✓ **Projects observe consistency in identifying solutions**
- BOMs manually designed and entered *("Clone and Own")*
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Variance Maturity Level – 1 : Homegrown Applications

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Variance Maturity Level - 2 : Configure-Price-Quote System

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- Disjointed between Departments
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Variance Maturity Level - 2 : Configure-Price-Quote System

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- ⚙ Disjointed between Departments
- ⚙ Constantly copying product data between systems
- ⚙ Design changes, upgrades, and servicing is monumental task

Variance Maturity Level - 3 : Global Sales Portal

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- ✓ **Departments collaborate and Engineering gains visibility**
- ⚙ Constantly copying product data between systems
- ⚙ Design changes, upgrades, and servicing is monumental task

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Variance Maturity Level - 3 : Global Sales Portal

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- ✓ **Departments collaborate and Engineering gains visibility**
- ⚙ Constantly copying product data between systems
- ⚙ Design changes, upgrades, and servicing is monumental task

Variance Maturity Level - 4 : Integrations/Automations

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- ✓ **Departments collaborate and Engineering gains visibility**
- ✓ **Eliminates the need for copy-and-paste, minimizes data errors**
- ⚙ Design changes, upgrades, and servicing is monumental task

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Variance Maturity Level - 4 : Integrations/Automations

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- ✓ **Departments collaborate and Engineering gains visibility**
- ✓ **Eliminates the need for copy-and-paste, minimizes data errors**
- ⚙ Design changes, upgrades, and servicing is monumental task

Variance Maturity Level - 5 : Configuration Lifecycle Management

- ✓ **Projects observe consistency in identifying solutions**
- ✓ **BOMs generated automatically based on specifications**
- ✓ **Departments collaborate and Engineering gains visibility**
- ✓ **Eliminates the need for copy-and-paste, minimizes data errors**
- ✓ **Simplifies planned obsolescence, prevents service conflicts, track changes, and increase operational agility, etc.**

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The Global Leader in Configuration Lifecycle Management

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- **Atlanta** USA
- **Detroit** USA
- **Düsseldorf** GERMANY
- **Solihull** UK
- **Chennai** INDIA

23+ years expertise

200+ customers worldwide

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