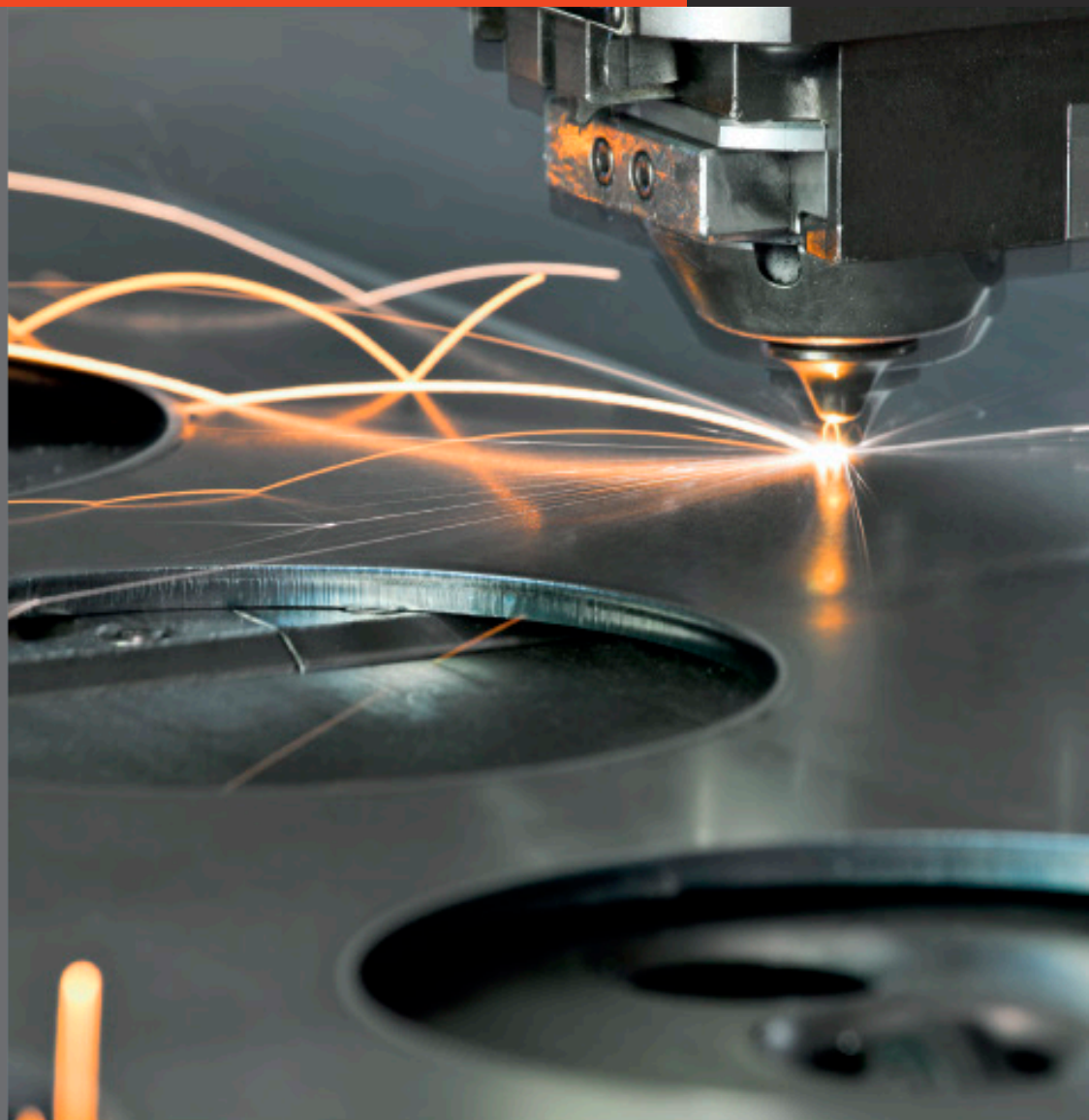


# Mastering Complexity and Streamlining Configuration Processes – End-to-End.

Creating 'Winning Products' configured  
to fit all market requirements –  
powered by PwC METUS and Configit Ace®



**pwc**

**Configit®**

## B2B Manufacturers facing immense challenges

Today's B2B manufacturers are experiencing more challenges than ever. Customer customization demand creating huge product and process complexities, siloed IT systems, and long sales cycles are slowing down innovation and growth. This combination of both market challenges and efficiency challenges requires new strategies and business models.

To master these challenges, it is essential to have a stable, modular product architecture that serves as the foundation for each configurable product and successful implementation in all configuration systems and sales channels. In order to offer the entire process from product architecture through product development to real-life configuration solutions, PwC and Configit provide their expertise in processes, methods, and technologies in a complementary collaboration.

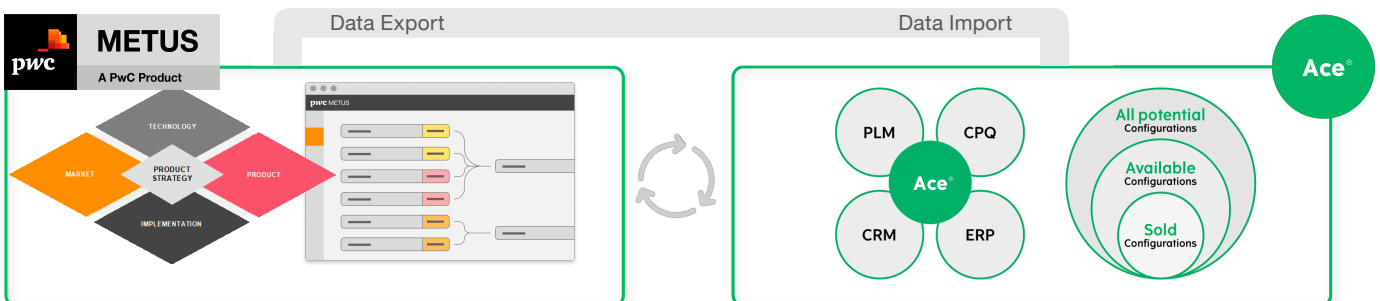
### How PwC and Configit jointly tackle these challenges

- ▶ PwC, utilizing the METUS methodology, defines product architecture as „Winning Products“ in alignment with market demands and sales strategy of clients.
- ▶ The METUS product architecture delineates the „DNA“ of the product, i.e. the blueprint of essential elements such as core requirements, planned variants, module structure, costs, production concept, etc., and their mutual dependencies.
- ▶ Configit – using the Configuration Lifecycle Management (CLM) approach – imports the product models depicted in METUS and generates valid solution spaces for all possible and valid feature combinations and product variants.
- ▶ Validation is carried out through tests and simulations, and system-agnostic configuration is implemented in the desired distribution channels of the defined markets, resulting in a streamlined end-to-end configuration process.

### What is Configuration Lifecycle Management (CLM)?

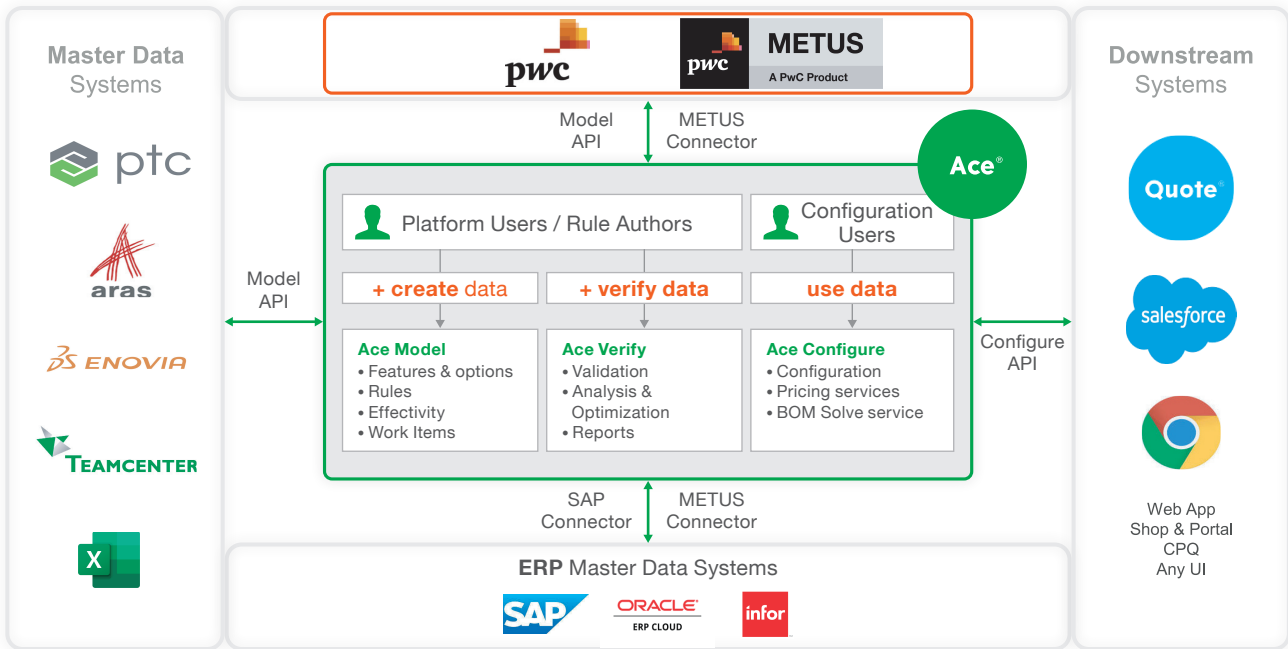
CLM is a management concept that aligns every business function that touches configurable products - from engineering and sales, to manufacturing and service; to one single source of configuration truth.

To achieve this, CLM provides tools to import and align rule sets from all kinds of systems - such as PwC Metus, PTC Windchill, Siemens Teamcenter, SAP VC, Salesforce, etc. - into a central holistic product model.



### Benefits for joint clients:

- ✓ Optimized variance
- ✓ Portfolio enhancement
- ✓ Recognizing & implementation of standardization potential
- ✓ Accelerated E2E quotation & order processes



## What PwC and Configit have achieved in the Agritech Industry

### Key achievements of joint clients:

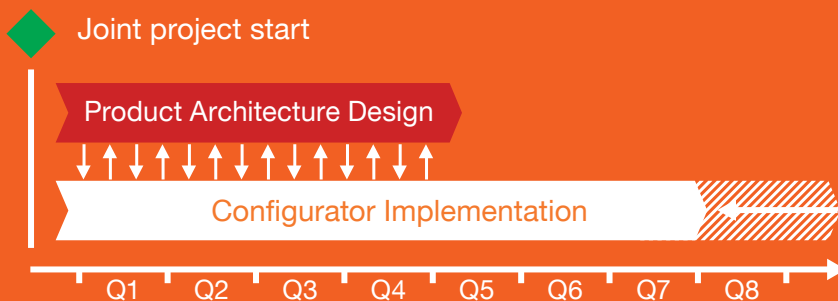
- ▶ Transition from custom engineer-to-order production to a modular strategy, allowing cost-efficient and scalable configure-to-order production.
- ▶ Establishing a central cross-domain knowledge base and holistic product model architecture for METUS for PLM, CPQ and ERP, including cross-departmental definition of employment of product features and configuration rules.

### Key operational benefits of joint clients:

- ▶ Enabling automated order processing and manufacturing without manual data input, facilitating efficient customization based on customer requirements.
- ▶ Streamlined operations and achieved balance between high product customization and production efficiency.



### How do new clients get started with PwC and Configit?



- ▶ Complete Customer offering from project start: Product architecture design aligned with configurator implementation
- ▶ Faster and more efficient configurator implementation by early product architecture „clean-up“ and structuring
- ▶ Implement needs from the business side early on
- ▶ Driving configurator implementation by business needs AND IT

## About Us

Our clients face diverse challenges, strive to put new ideas into practice and seek expert advice. They turn to us for comprehensive support and practical solutions that deliver maximum value. Whether for a global player a family business or a public institution, we leverage all of our assets: experience, industry knowledge, high standards of quality, commitment to innovation and the resources of our expert network in 156 countries. Building a trusting and cooperative relationship with our clients is particularly important to us - the better we know and understand our clients' needs, the more effectively we can support them.

PwC Germany. More than 12,000 dedicated people at 21 locations. €2.4 billion in turnover. The leading auditing and consulting firm in Germany.

Configit is the leading provider for Configuration Lifecycle Management (CLM) solutions in Industrial Manufacturing and Automotive with offices in Europe, USA and India. Configit helps consolidate and centralize product configurations, streamline workflows and provides scalable solutions to manage complexity and reduce time-to-market. Configit empowers their clients to enhance global competitiveness and innovation.

This white paper has been co-authored by Configit.

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