

# ***CONFIGURATOR***

EXAMPLE BOOK



**FUJITSU**

FUJITSU GLOVIA, INC.



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As a manufacturer, your needs have grown more complex and increasingly urgent. You must manage a rapidly growing customized product base. You must respond to customer demands quickly and accurately, on time and on budget. You must gain visibility into all your operations, and synchronize your supply chain and provide immaculate service. At the same time, you are expected to reduce costs.

Glovia's extended ERP suite, GLOVIA G2, can help you achieve these objectives and resolve your business issues.

We invite you to visit our website at [www.glovia.com](http://www.glovia.com).

Sincerely,

Your Glovia Team



## ***CONFIGURATOR***

Manage your order and product configurations for simple, moderate or complex orders, through an easy-to-use web-enabled Configuration solution.

In the business-to-business (B2B) environment, your customer's order is the most critical record in your commercial enterprise system. There is also increasing competition for that order. You need a Configuration Solution that allows your customers to configure complex products easily, or simply help your customers find the product they want from your catalog.

Glovia has the solution - **Configurator**.



## ***COMPLETE ORDER CONFIGURATION FOR MADE-TO-ORDER PRODUCTS***

Configurator is a web-enabled Configuration solution that allows you to quickly and easily process customer orders for assembled-to-order or made-to-order products. When a configured item is selected in the web-enabled Sales Order, the configuration engine is automatically launched. The customer makes various selections of models, features and options for the particular item. After user selections are made, the item is added to the shopping cart. Configurator then creates a sophisticated individual multi-level Bills of Material and Routings for that item.

- Complex product and order configurations are managed simply and easily.
- Complete integration with Engineering provides a seamless ordering and configuration solution. Along with the automatic generation and transfer of product structure data (bills of material) and routing data.
- Complete integration with Sales Orders, Sales Quotes, and Estimating/Local Structures allows the automatic generation and transfer of configured line item data (models, description, prices, etc.).

## ***SPEED UP THE BUSINESS CYCLE***

- Configurator allows you to speed up your business cycle by providing accurate specifications the first time. Configurator provides accurate on-line pricing as the item is configured. There are no downstream delays, which results in increased customer satisfaction. Your customers find the product they want.



## ***GUIDE YOUR USER TO THE PRODUCT THEY WANT***

Perhaps the issue is not configuration, but helping your customers find the product they want. In a conventional product catalog, a user has to search using item numbers, descriptions or product codes. Configurator allows your customers to find items quickly by presenting a graphical interface which guides a user through a series of choices. As questions are answered, new questions can be generated or new product pictures can be presented, giving the user an enhanced buying experience. At the end of the product selection process, the customer is also provided with up-sell and cross-sell suggested products.

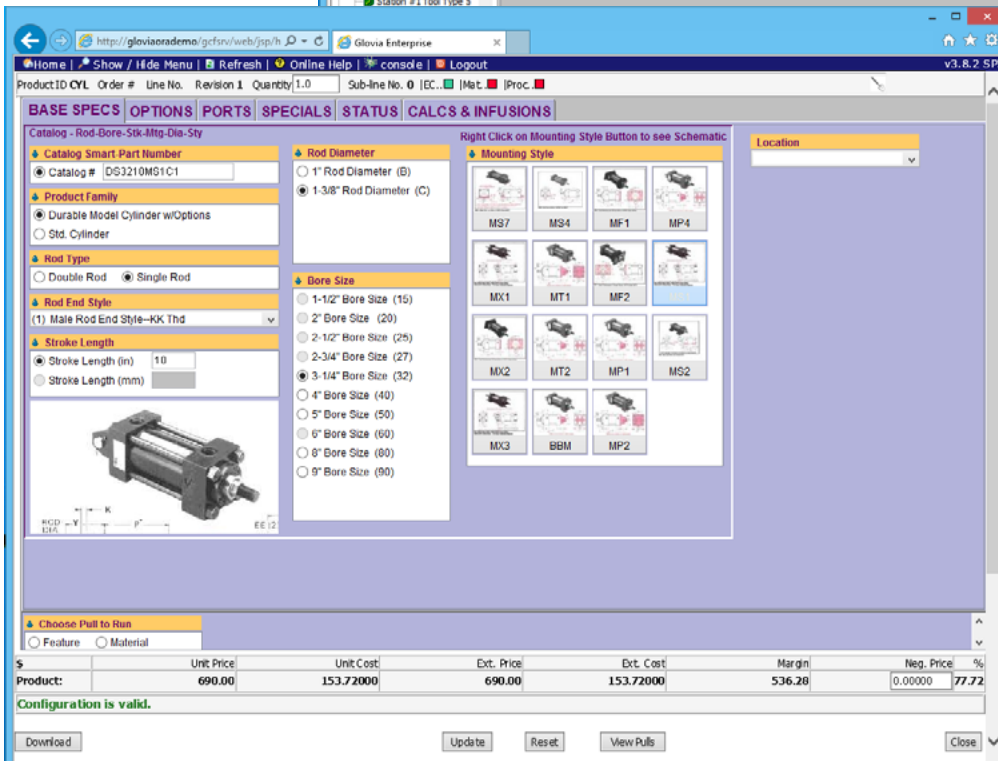
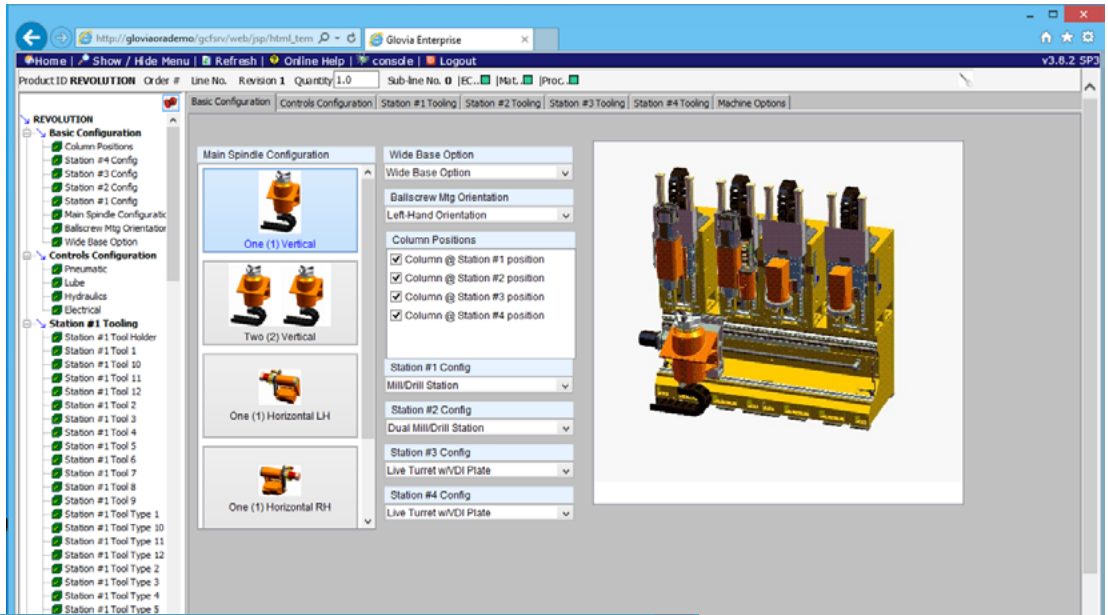
## ***RAPID IMPLEMENTATION WITH IMMEDIATE ROI***

Doing business-to-business over the Internet requires more than a pretty Web site. It requires an intricate series of interrelationships within and outside your organization. Configurator delivers direct real-time communication to your enterprise system without the business rule conflicts, data inaccuracies, delays, and other problems associated with clumsy middle-ware or other outdated systems integration techniques thus allowing a completely secure, seamless and rapid deployment resulting in immediate ROI. Configurator provides real-time, highly-reliable, highly-scalable business processing and delivery capabilities that few e-commerce vendors want to talk about, and even fewer can actually deliver.

# CONFIGURATOR

Manage your order and product configurations for simple, moderate or complex orders, through an easy-to-use web-enabled Configuration solution.

Highly graphical user interface for use in a sales situation.



Moderately complex configuration with pictures and engineering information could be deployed internally or externally.



From Product Search in Customer Portal, a user can select a configurable item.

**ArAmatic Portal** **CUSTOMER PORTAL** **GLOVIA G2**  
Powerful Solutions for Manufacturers

Item/Part Search Results

Displaying 226 - 240 of 300 Items/Parts Found

Our Item	Our Revision	Description	Your Item	Your Revision	UM	Unit Price	On Hand Qty	Configure Item	Available Qty	Substitute Item	Select
CS1TR1CB1		CS1 TRANSMITTER/RECEIVER BOARD 1			EA	0.00					<input type="checkbox"/>
CS1TR1CB2		CS1 TRANSMITTER/RECEIVER BOARD 2			EA	0.00					<input type="checkbox"/>
CS1TR1F		CS1 TRANSMITTER / RECEIVER FRAME			EA	0.00					<input type="checkbox"/>
CTNI	BLUE	COTTON CLOTH - BLUE			SY	0.00					<input type="checkbox"/>
CTNI	GREEN	COTTON CLOTH - GREEN			SY	0.00					<input type="checkbox"/>
CTR-TEST-FQ		TEST CTP			EA	0.00					<input type="checkbox"/>
CTR-TEST-MS		TEST CTP			EA	0.00					<input type="checkbox"/>
CTR-TEST-PQ		TEST CTP			EA	0.00					<input type="checkbox"/>
CUK905					EA	0.00					<input type="checkbox"/>
CYL		Hydraulic Cylinder for LML Truck			EA	0.00	Y				<input checked="" type="checkbox"/>
D1F0810		STRAIGHT TUBE			EA	0.00	47.9500		2.0000		<input type="checkbox"/>
D6C1566		STRAIGHT TUBE			EA	0.00	3.0000		3.0000		<input type="checkbox"/>
D6F1566		STRAIGHT TUBE			EA	0.00	1.0000		1.0000		<input type="checkbox"/>
DM000		NEW PUMP- 9622 SERIES (HELICAL GEAR)			EA	0.00					<input type="checkbox"/>
E20611A1101000	1	GLASS WOOL			KG	0.00	1.0000		1.0000		<input type="checkbox"/>

05  
Help  
Contact us  
Log out

<< Previous [Add Selected Items To Cart](#) Next >>

The item has no price or specific part number.

**ArAmatic Portal** **CUSTOMER PORTAL** **GLOVIA G2**  
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Cart Details

Quick Add

Our  Our  Item  Revision  Quantity  Add Item

Order Information Shipping Information

Our Item	Our Revision	Description	Your Item	Your Revision	Order Qty	Sell UM	Unit Price	Lead Date	Optimum Shipping Date	Configure	Delete
CYL		Hydraulic Cylinder for LML Truck (A.C.M.E. 1 1/2 A.C.M.E. 1 1/2)			1.0000	EA	0.00	03/20/2015		Smart Parts <input type="text"/>	Configure <input type="checkbox"/>

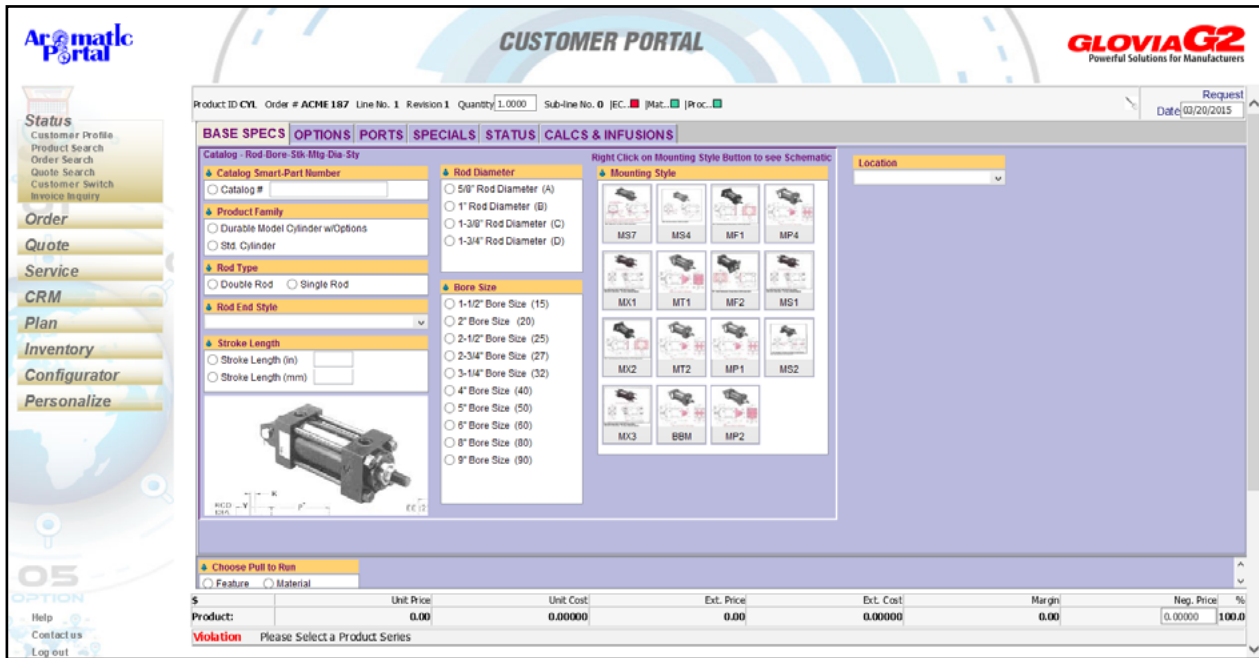
05  
Help  
Contact us  
Log out

Update Cart Cancel Cart Process Cart

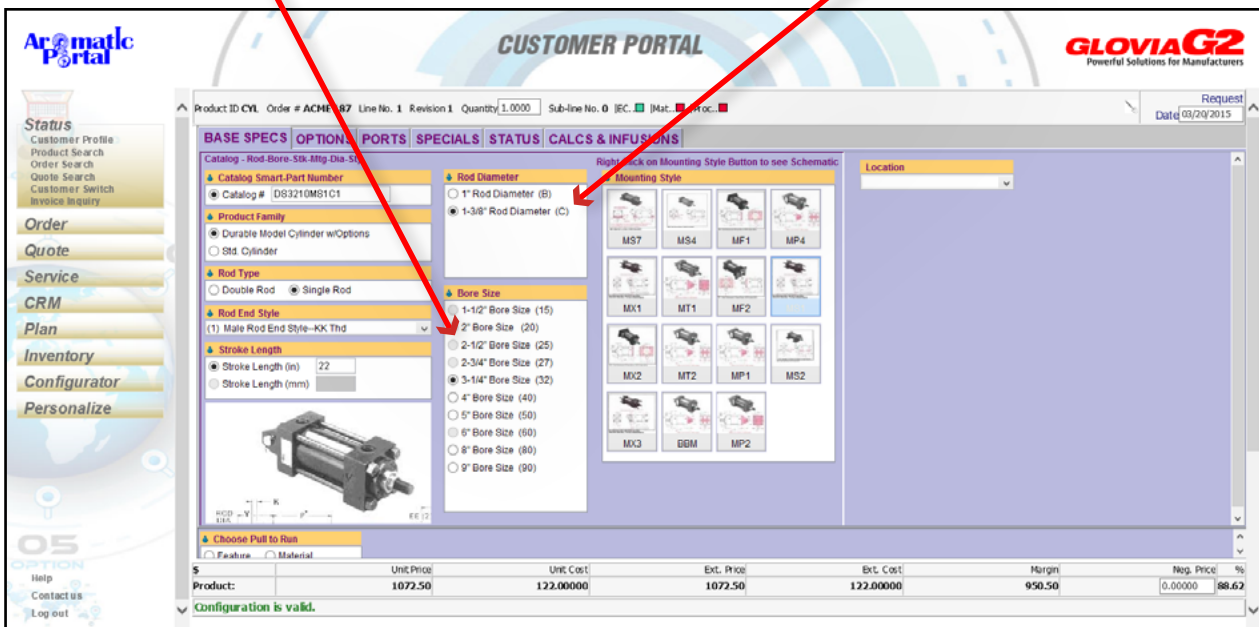
From this window the user can begin or change configuration.



The presentation is a very graphical configuration environment.



Every selection made by the user allows or removes other choices. The selection of a 1-3/8" Rod Diameter here has restricted choice of Bore Size – unavailable options are greyed out.



**CUSTOMER PORTAL**

Product ID: CYL Order # ACME187 Line No. 1 Revision 1 Quantity 1.0000 Sub-line No. 0 | EC. | Mat. | Proc. | Request Date 03/20/2015

BASE SPECS | **OPTIONS** | PORTS | SPECIALS | STATUS | CALCS & INFUSIONS

Right Click on Mounting Style Button to see Schematic

Location

Choose Pull to Run

	Unit Price	Unit Cost	Ext. Price	Ext. Cost	Margin	Neg. Price	%
Product:	690.00	153.72000	690.00	153.72000	536.28	0.00000	77.72

Configuration is valid.

Whole pages of selections can be blocked from users. Here the 'Options' tab is available.

**CUSTOMER PORTAL**

Product ID: CYL Order # ACME187 Line No. 1 Revision 1 Quantity 1.0000 Sub-line No. 0 | EC. | Mat. | Proc. | Request Date 03/20/2015

BASE SPECS | PORTS | SPECIALS | STATUS | CALCS & INFUSIONS

Right Click on Mounting Style Button to see Schematic

Location

Choose Pull to Run

	Unit Price	Unit Cost	Ext. Price	Ext. Cost	Margin	Neg. Price	%
Product:	690.00	0.00000	690.00	0.00000	690.00	0.00000	100.0

Configuration is valid.

When a 'Std Cylinder' option is chosen, the 'Options' tab is no longer available.

**CUSTOMER PORTAL**

Product ID: CYL Order # ACME187 Line No. 1 Revision 1 Quantity 1.0000 Sub-line No. 0 | EC. | Mat. | Proc. | Request Date 03/20/2015

BASE SPECS | OPTIONS | PORTS | SPECIALS | STATUS | CALCS & INFUSIONS

Right Click on Mounting Style Button to see Schematic

Location

Choose Pull to Run

	Unit Price	Unit Cost	Ext. Price	Ext. Cost	Margin	Neg. Price	%
Product:	365.00	31.50000	365.00	31.50000	333.50	0.00000	91.37

Warning  
Violation Stop-Tube may not be required if stroke is under 40". You have chosen a stroke length of 22". Must Select Rod End Style

Where any selection creates a conflict or there is a potentially better choice, a dialog box clearly explains the issues to the user.

# ENTERPRISE-WIDE PRODUCT CONFIGURATION.

**Material Pull**  
Material Pull For: CYL Order: ACME 187 Revision: 1 Line: 1

Rec #	BOM Parent	Cell ID	Part Number	Detail Description	Part Text	Ext Qty	Unit	Std Cost	Drawing #	Balloon #	Work Center	Op #	M. Lab	Level	Seq #	Block Code	BOM Child
53	enditem		BDY	BODY SUB ASSEMBLY	BODY GENERIC SUB ASSEMBLY	1.00000	.00					0.00	0		70.00	SUBASSY	BDY
54	enditem		PROD	PISTON ROD SUB ASSEMBLY	PISTON ROD GENERIC SUB ASSEMBLY	1.00000	.00					0.00	0		70.00	SUBASSY	PROD
55	enditem		TR	TIE ROD SUB ASSEMBLY	TIE ROD GENERIC SUB ASSEMBLY	4.00000	.00					0.00	0		70.00	SUBASSY	TR
1	TUBE		SS301T	Stainless Steel Tube Insert	Stainless Steel Tube Insert	3.00000	EA	69.00				0.00	0	0.00	ATTR		INSERT
2	INSERT		TB01T	Tube Insert Core	Tube Insert Core	5.00000	EA	345.00				0.00	0	0.00	ATTR		INSUL
3	INSERT		IN301T	Tube Insert Insulation	Tube Insert Insulation	1.00000	EA	69.00				0.00	0	0.00	ATTR		
4	INSUL		ISM598-32	Inner Fiberglass Insulation for 3-1/4" Bore	Inner Fiberglass Insulation for 3-1/4" Bore	5.00000	EA	345.00				0.00	0	0.00	ATTR		
5	INSUL		ISM699-32	Outer Abestos Insulation for 3-1/4" Bore	Outer Abestos Insulation for 3-1/4" Bore	5.00000	EA	345.00				0.00	0	0.00	ATTR		
6	INSUL		ISM1006-32	Middle Kevlar Insulation for 3-1/4" Bore	Middle Kevlar Insulation for 3-1/4" Bore	5.00000	EA	345.00				0.00	0	0.00	ATTR		
16	PROD	PROD	TR38670137	1-3/8" 1018 Raw Piston Rod Bar Stock	1-3/8" 1018 Raw Piston Rod Bar Stock	16.25000	IN	24.38		2	MACH1	9.00	RODFL	0	11.00	ATTR	
22	BDY	BDY	TR69300300325	3-1/4" 1018 Tube Stock	3-1/4" 1018 Tube Stock	11.50000	IN	23.00		3	MACH2	20.00	CYFL	0	20.00	ATTR	TUBE
28	TR	TR	00.900RNDM0300	1/2" 1018 Raw Tie Rod Bar Stock	1/2" 1018 Raw Tie Rod Bar Stock	52.00000	IN	166.40		1	MACH3	30.00	TRFL	0	30.00	ATTR	
31	TUBE		SS301T	Tube Stock	Stainless Steel	1.00000	EA	23.00				0.00	0	0.00	PARTS		
33	enditem	ASSY	TG51ED2EOH	3-1/4" Head End Blank		1.00000	EA	5.25		4	BCH1	50.00	0	0.00	34.00	PARTS	
36	enditem	ASSY	TG52ED2EOH	3-1/4" Cap End Blank		1.00000	EA	5.25	NS-121-08	9	BCH1	50.00	0	0.00	35.00	PARTS	
38	PROD	ASSY	SH-2-553-VITON	Piston		1.00000	EA	5.05			FDR	40.00	0	0.00	40.00	PARTS	
41	PROD	ASSY	5072-30	CHANGED Piston Seal	Cost Reduction Program under Engr. Change I# E-1062 (09/22/1993), OUF# E-1950 (09/17/2001)	1.00000	EA	.98		12	TZ-8200-D	40.00	0	0.00	40.10	PARTS	
42	PROD	ASSY	5072-20	ORIG. Piston Seal	Original Piston Seal under Engr. Change I# E-461 (12/26/1949), and Cost Reduction Program OUF# E-1062 (09/22/1993)	1.00000	EA	1.03		12	TZ-8200-D	40.00	0	0.00	40.10	PARTS	
43	PROD	ASSY	5072-40	NEWEST Piston Seal	Newest Cost Reduction Program under Engr. Change I# E-1950 (09/17/2001)	1.00000	EA	.90		7	TZ-8200-D	40.00	0	0.00	40.10	PARTS	

At any time, access to the BoM, Routing and cost being created is available from within the Browser. This is particularly useful for Sales Engineers working with customers.

**Routing Pull**  
Routing Pull For: CYL Order: ACME 187 Revision: 1 Line: 1

BOM Parent	Cell ID	Op Seq	Work Center	Op Desc	Ext Run	Ext Set-Up	Ext Lot	Ext Crow	Run Cost	Setup Cost	Op Name	Seq No	Block Code	Rec #	Ext Move	Op Status
PROD	PROD	9.00	MOLD	Piston Rod Cut-off Saw to 16.25" & Deburr	.05000	.50000	1.00000	1.00000	.90000	5.00000	Piston Rod Cut-off Saw	9.00	RTG	1	0.00000	
PROD	PROD	10.00	PA CK	1-3/8" Piston Rod Cut, Deburr & Finish to dimensional specs: B-dim=0", C-dim=0", J-dim=0", Lgn-addr=6.25", Finished-Lgn=16.25" Dwg # - 020PRODYN B001, Rev # - D	2.0000	.00000	1.00000	1.00000	4.00000	.00000	Piston Rod C	10.00	RTG	6	0.00000	
BDY	BDY	20.00	PA NT	3.25" Cylinder Body tube Cut, Deburr & Finish to dimensional specs: L-addr=1.5", Finished-Lg=11.5"	.15000	.01000	1.00000	1.00000	2.25000	.00000	Cylinder Body-All Bores	20.00	RTG	11	0.00000	
TR	TR	30.00	MOLD	Tie Rods Cut, Deburr & Finish to dimensional specs: L-addr=3", Finished-Lg=13"	.08000	.01000	1.00000	1.00000	1.20000	.00000	Tie Rods	30.00	RTG	12	0.00000	
enditem	ASSY	40.00	PA CK	Sub-Assembly Piston & Piston-Rod and press fit with seals. Drill & Tap Ports per #3 position specifications. Move to BCH in final assembly with attached sales order identification paperwork.	.10000	.00000	1.00000	1.00000	1.00000	.00000	Piston Sub-Assy Feeder	40.00	RTG	21	0.00000	
enditem	ASSY	50.00	PA NT	Assemble cylinder to attached Drawing # TZ-8200-D, Rev-B specs & Bill of Material	4.0000	.00000	1.00000	1.00000	4.80000	.00000	Assembled Cylinder	50.00	RTG	23	0.00000	
enditem	ASSY	51.00	MOLD	Don't forget to assemble VITON SEALS or STOP TUBE Options	.15000	.00000	1.00000	1.00000	1.80000	.00000	Assembled Options	51.00	RTG	25	0.00000	
enditem	TEST	90.00	PA CK	Pressure test cylinder to specifications on the attached QA Inspection Document # TZ-8000, Rev-C. Confirm SmartPart #, Name Rule: "Gene Thomas" & Serial Number: A-12345.	25.0000	.00000	1.00000	1.00000	5.00000	.00000	Tested Cylinder	90.00	RTG	27	0.00000	
					1.38000	.52000	8.00000	8.00000	20.95000	5.00000						

# DO YOUR CUSTOMERS CHANGE THEIR MINDS?

**Arumatic Portal** **CUSTOMER PORTAL** **GLOVIA G2**  
Powerful Solutions for Manufacturers

Cart Details

Our Item Our Revision Description Your Item Your Revision Order Qty Sell UM Unit Price Regd Date Optimum Shipping Date Configure Delete

CYL		Hydraulic Cylinder for Lift Truck			1,000	EA	690.00	03/20/2015		Smart Part# D63210MS1C1	ReConfigure	
-----	--	-----------------------------------	--	--	-------	----	--------	------------	--	-------------------------	-------------	--

When the configuration is complete the user is returned to the Order or Quote. This item now has a price and a 'Smart Part Number'.

This part can be re-configured at any time by the user.

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Order Confirmation

Sales order number 2391 was created.

Sales Order # : 2391  
Purchase Order # : 0320150833  
PO Date : 03/20/2015  
Ultimate Destination : ACCOUNTING  
Installation Location : KIA MOTOR COMPANY - LAGRANGE

Total Estimated Amount : 1,072.50  
Ship complete? :

Comments :

Ship To : KIA MOTOR COMPANY  
Address :  
City :  
State :  
Zip Code :  
Country : USA

Bill To : KIA MOTOR COMPANY - LAGRANGE  
Address : 1234 KIA ROAD  
City : LAGRANGE  
State :  
Zip Code : 30513  
Country : USA

Line : 0001	Our Item : CYL	Revision :	Order Quantity : 1,000	EA
Description : Hydraulic Cylinder for Lift Truck	Unit Price : 1,072.50		Required Date : 03/20/2015	
Shipping Location : KIA MOTOR COMPANY	Promise Date : 03/20/2015		Estimated Parts Amount : 1,072.50	
Carrier :				

When the user is satisfied with the configuration, a completed order can be submitted and the system provides instant feedback with the actual Order Number created.



The entire structure necessary to build the configured item is created in real-time throughout GLOVIA G2. This includes the order detail, cost estimates, structure detail, multi-level Bill of Materials, Operation Routings and (if set) all the Work Orders and Purchase Orders required to complete this order.

**Order information**

**Financials summary**

	Estimated	Shipped
Parts Amount	\$690.00	\$0.00
Parts Discount	\$0.00	\$0.00
Order Discount	\$0.00	\$0.00
Total Amount	\$690.00	\$0.00
Additional Charges	\$0.00	\$0.00
Taxes	\$0.00	\$0.00
VAT	\$0.00	\$0.00

**Local Structure Bill of Materials**

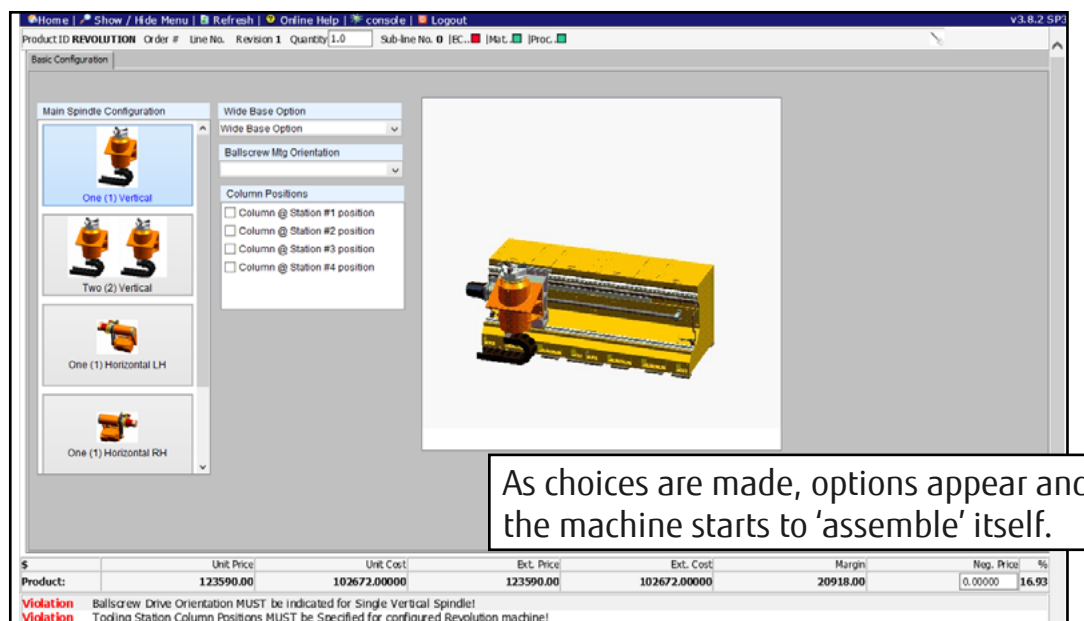
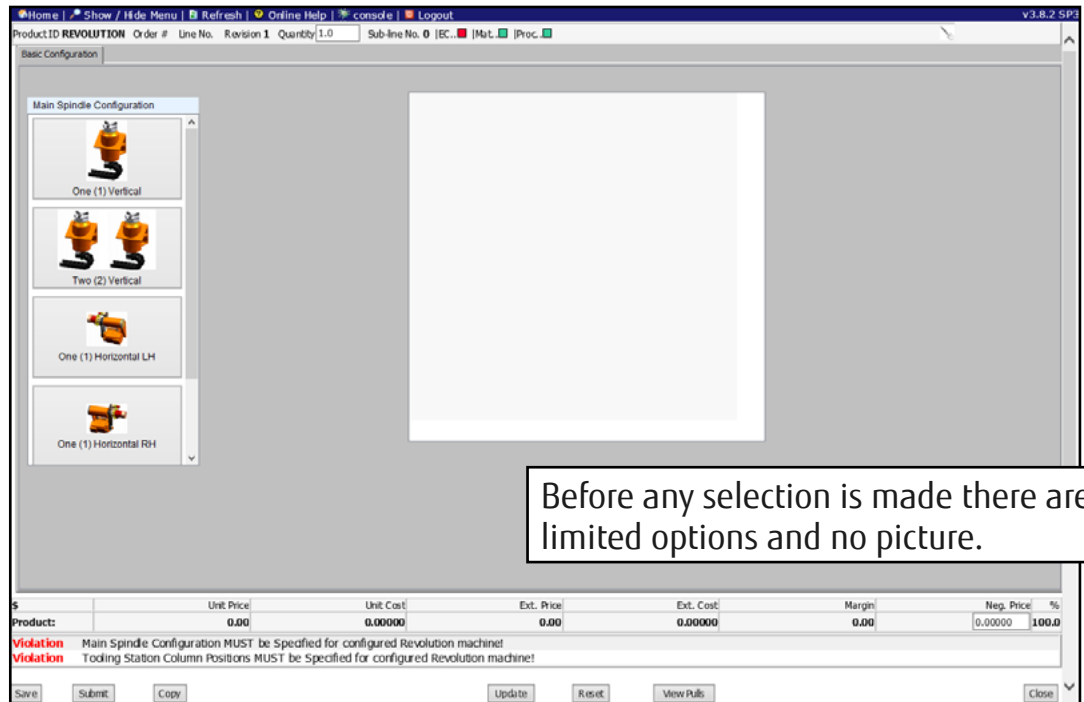
Line	Component	Revision	Quantity	Stock Unit	Configured	Status
1	CYL		1,000	EA		
SO Line 1	*TG2E02E0H		1,000	EA		
Manu	*SM 77-4-B		1,000	EA		
System	*S201-006		1,000	EA		
System	*6853-7		4,000	EA		
System	*13B010640		1,000	EA		
System	*TX01C1040		1,000	EA		
Local	*5063-B		4,000	EA		

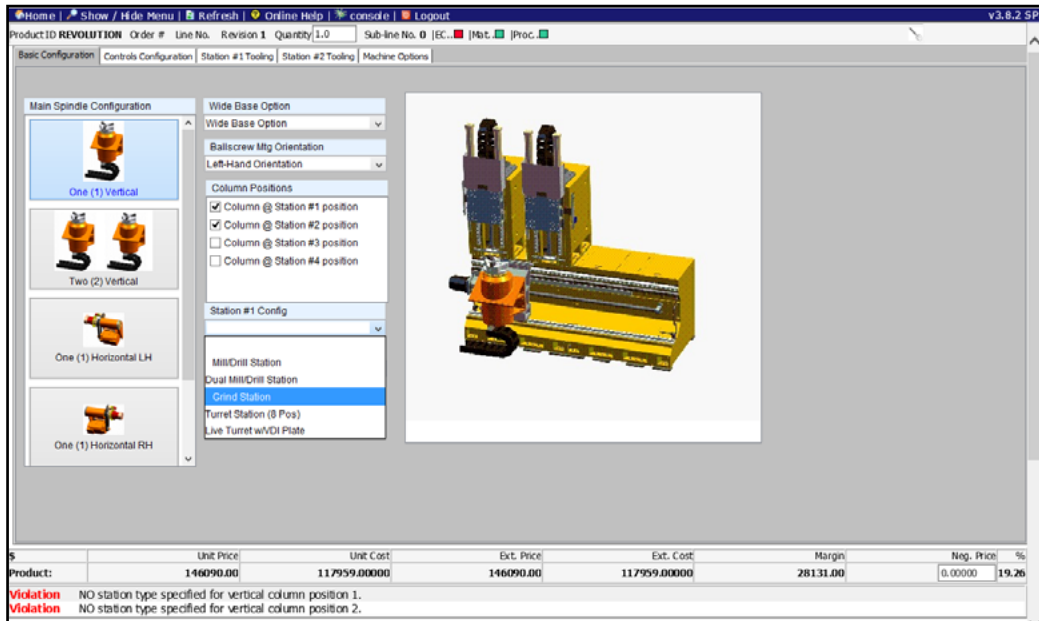
**Routing Operations**

Operation	Alternate Operation	Standard Operation	Work Center
30			MOLD
40			PACK

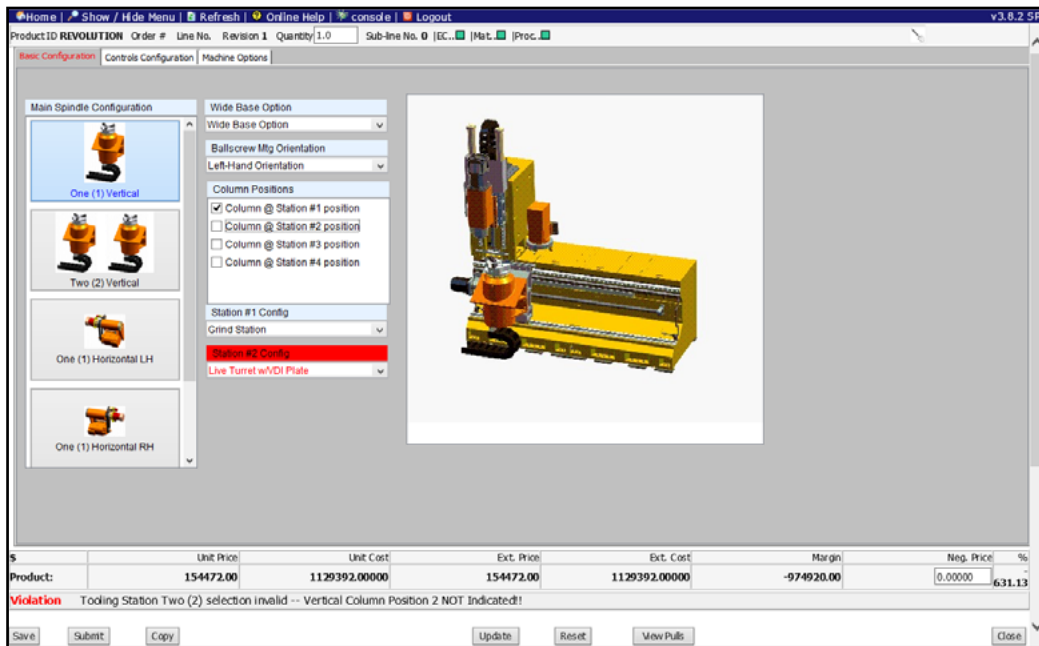
# CONFIGURATION IN AN ENGINEERING ENVIRONMENT

The configuration tool may be deployed in a number of ways. In the previous example, the end user was able to make the selections necessary for a complete order. In this example of expensive machine tools, it is most likely to be used by sales engineers in a customer facing environment.





With columns selected at positions 1 and 2, the user is now able to make configuration elections for these work stations.



Here the user has tried to remove the column at position 2. The user is given an 'Abort' message, with the problem area clearly shown in red.

Having completed the basic machine configuration with a price of \$184,711, the user can continue and add machine options.

Product ID: REVOLUTION Order # Line No. Revision 1 Quantity: 1.0 Sub-line No. 0 | EC... | Ma

Basic Configuration Controls Configuration Station #2 Tooling Machine Options

Main Spindle Configuration

- Wide Base Option: Wide Base Option
- Ballscrew Mtg Orientation: Left-Hand Orientation
- Column Positions:
  - Column @ Station #1 position
  - Column @ Station #2 position
  - Column @ Station #3 position
  - Column @ Station #4 position
- Station #1 Config: Grind Station
- Station #2 Config: Turret Station (8 Pos)

One (1) Vertical  
Two (2) Vertical  
One (1) Horizontal LH  
One (1) Horizontal RH

	Unit Price	Unit Cost	Ext. Price	Ext. Cost	Margin	Neg. Price	%
Product:	184711.00	1302267.00000	184711.00	1302267.00000	-1117556.00	0.00000	605.03

Configuration is valid.

Save Submit Copy Update Reset View Prefs Close

Here a conveyor has been added and an auto loader specified. The new price is \$293,483.

Product ID: REVOLUTION Order # Line No. Revision 1 Quantity: 1.0 Sub-line No. 0 | EC... | Mat... | Proc... v3.8.2.SP2

Basic Configuration Controls Configuration Station #2 Tooling Machine Options

Options

- Flipover Automation
- Turbo Chip Conveyor

Gudel Auto-Loaders

- Loader @ Station #1 position
- Loader @ Station #2 position
- Loader @ Station #3 position
- Loader @ Station #4 position

	Unit Price	Unit Cost	Ext. Price	Ext. Cost	Margin	Neg. Price	%
Product:	293483.00	1308607.00000	293483.00	1308607.00000	-1015124.00	0.00000	345.89

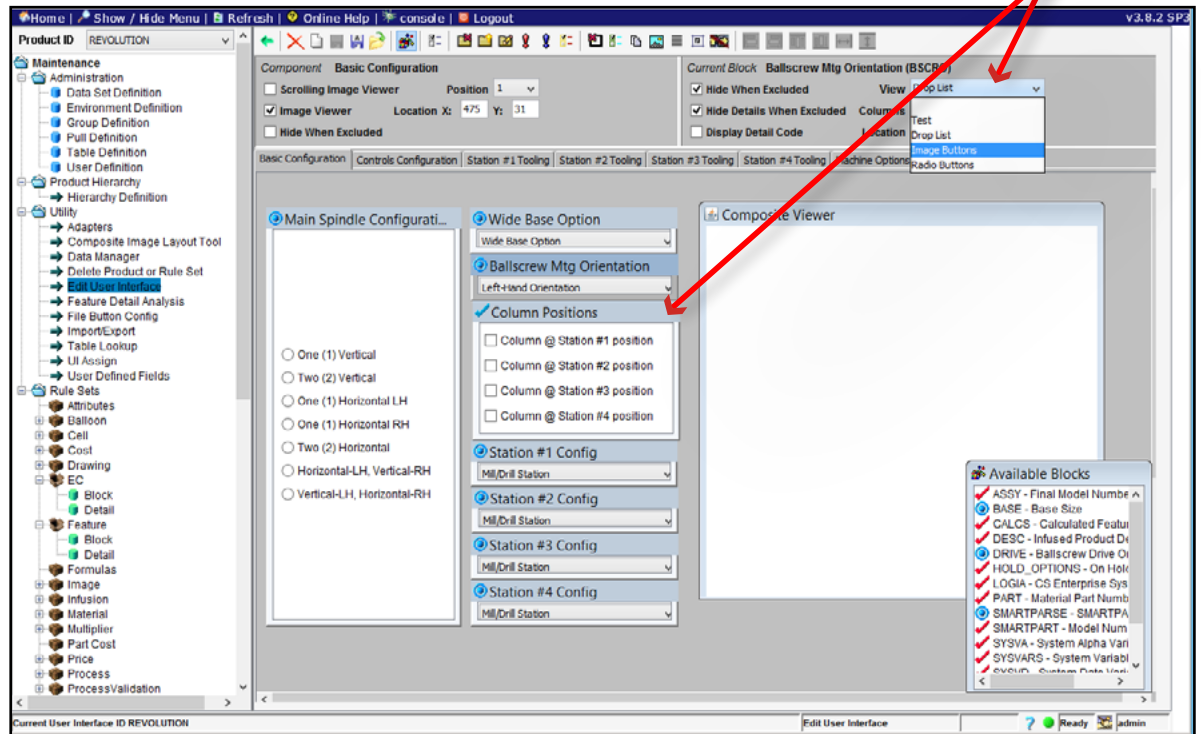
Configuration is valid.

Save Submit Copy Update Reset View Prefs Close

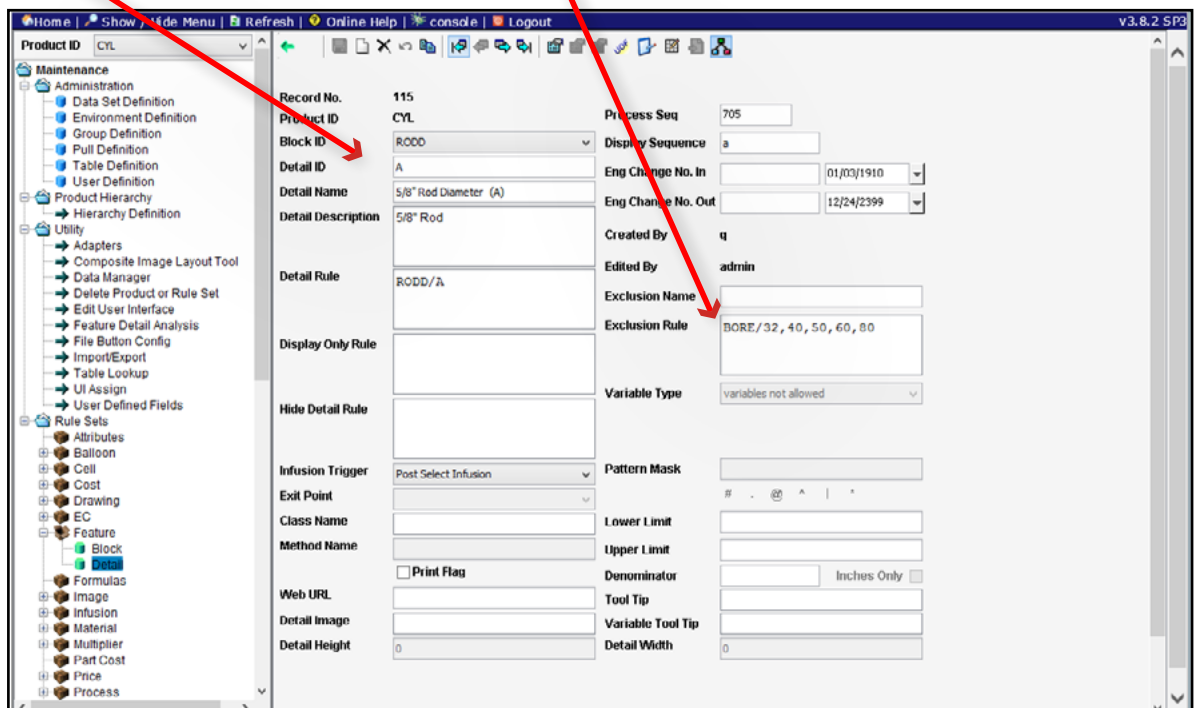


Behind the scenes, the maintenance of configurations takes place in a highly graphical environment in which a user has complete control of the screen layouts, the user controls, etc.

Here the user is selecting a display style for a particular block



Rules are equally easy to understand and maintain. Here is an exclusion rule. If Rod 'A' is chosen, then Bore types 32, 40, 50, 60 and 80 are excluded from selection.



## CONFIGURATOR

Glovia Configurator delivers direct real-time communication to your enterprise system that is completely secure and seamless. This is accomplished through rule-based model development and deployment, which, once implemented, results in immediate ROI. Configurator provides highly-reliable, highly-scalable business processing and delivery capabilities that few e-commerce vendors want to talk about, and even fewer can actually deliver.

Contact Fujitsu Glovia for a demo today.

### **International Headquarters**

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### **EMEA**

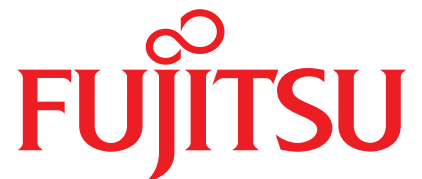
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The Fujitsu logo is displayed in a bold, red, serif font. The letter 'i' is stylized with a small infinity symbol above it.