CONFIGURATOR

EXAMPLE BOOK

FUJITSU

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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*.

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.

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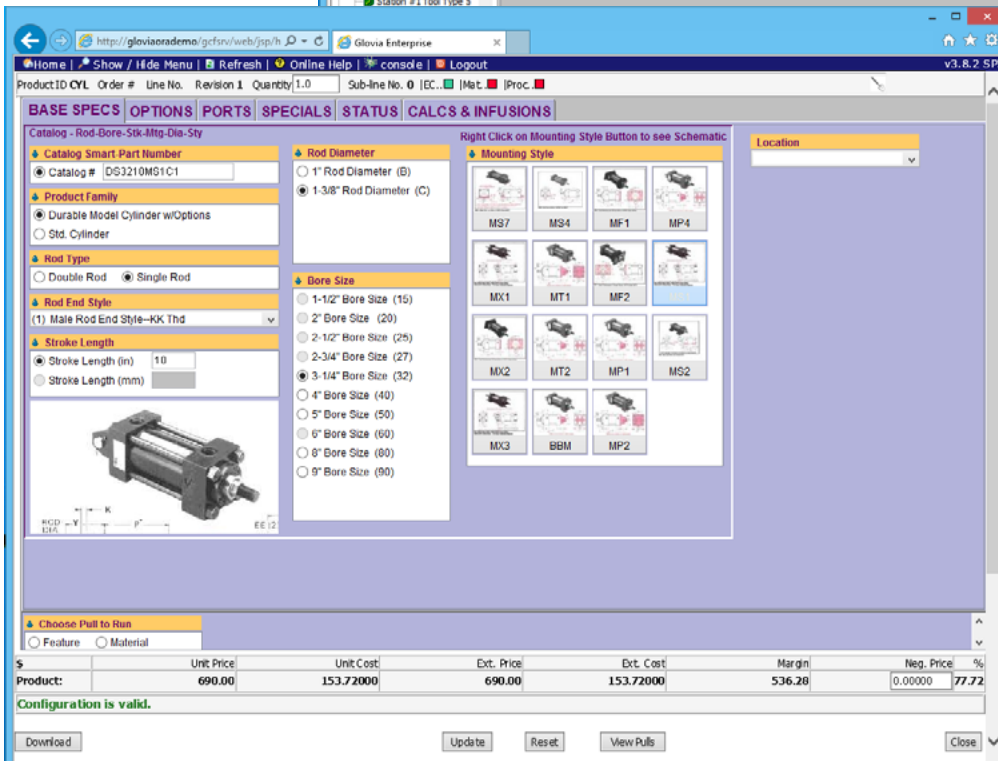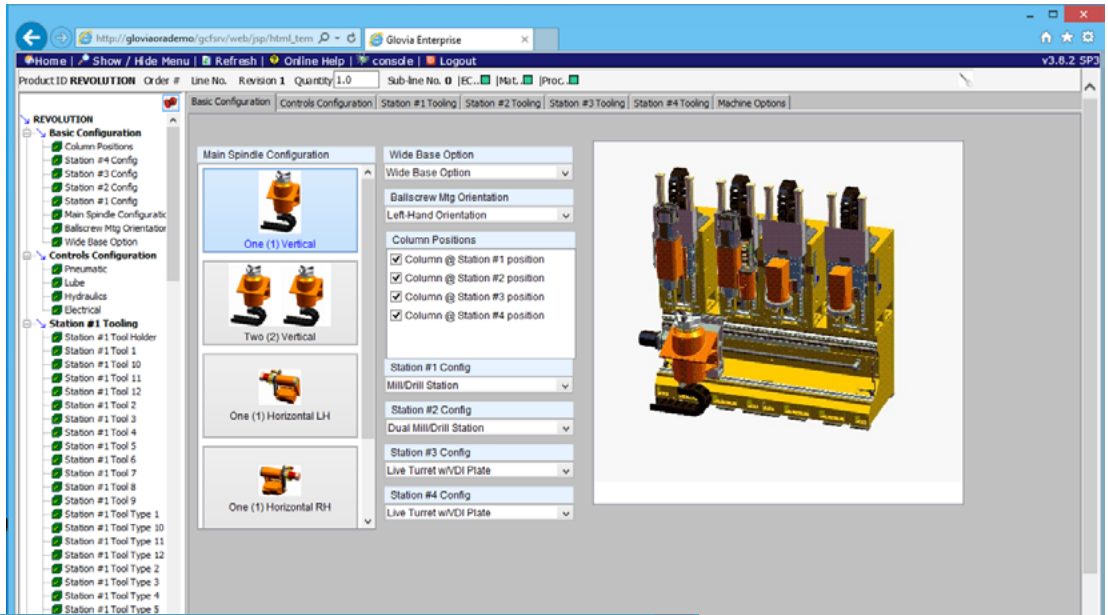
Moderately complex configuration with pictures and engineering information could be deployed internally or externally.

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

The item has no price or specific part number.

From this window the user can begin or change configuration.

The presentation is a very graphical
configuration environment.
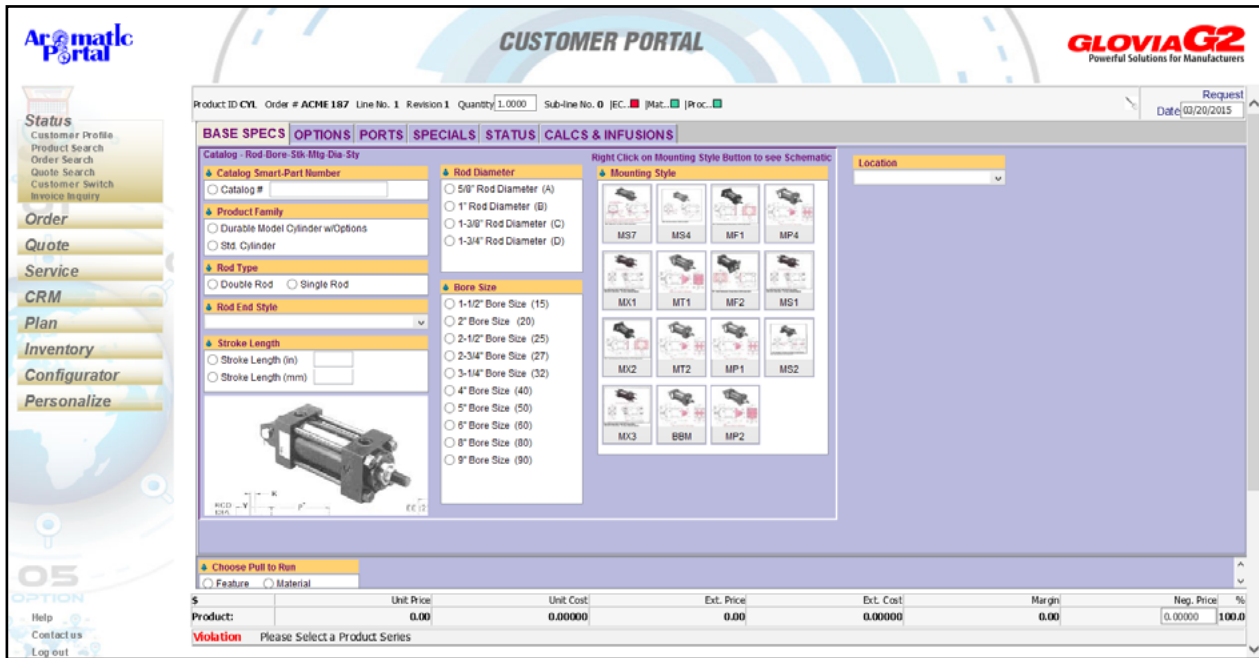
Every selection made by the user allows or removes other choices. The
selection of a 1-3/8" Rod Diameter here has restricted choice of Bore Size –
unavailable options are greyed out.
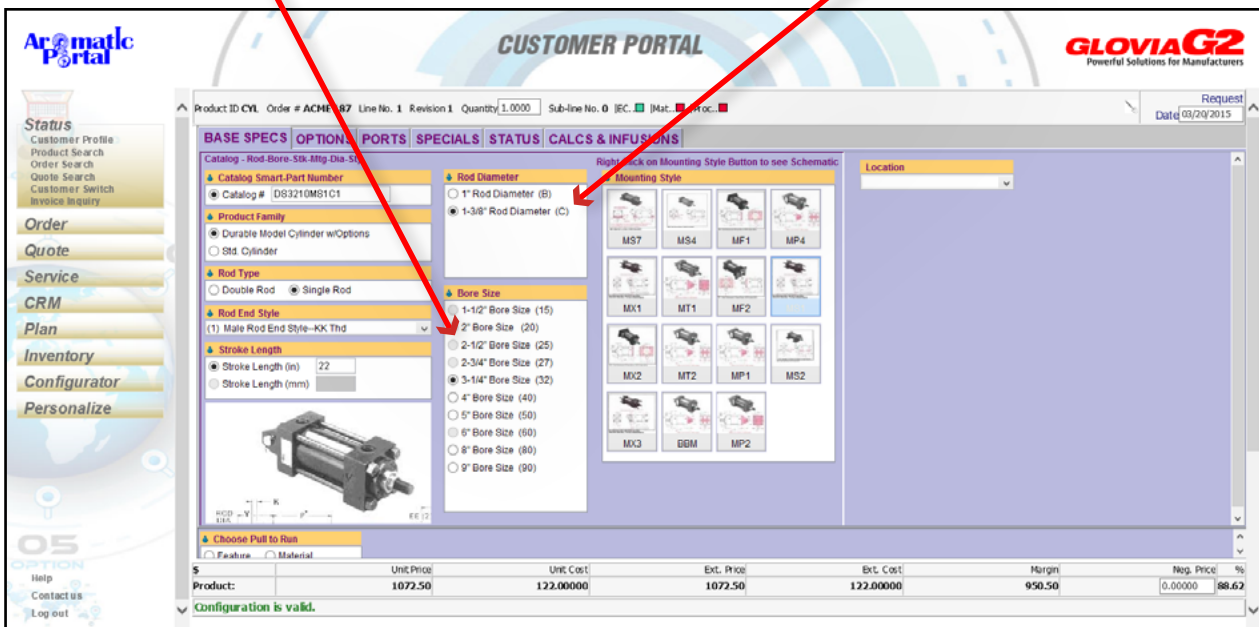
Whole pages of selections can be blocked from users. Here the 'Options' tab is available.

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

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.

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.

DO YOUR CUSTOMERS CHANGE THEIR MINDS?

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.

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

Local Structure Bill of Materials

Routing Operations

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.

Before any selection is made there are limited options and no picture.

As choices are made, options appear and the machine starts to 'assemble' itself.
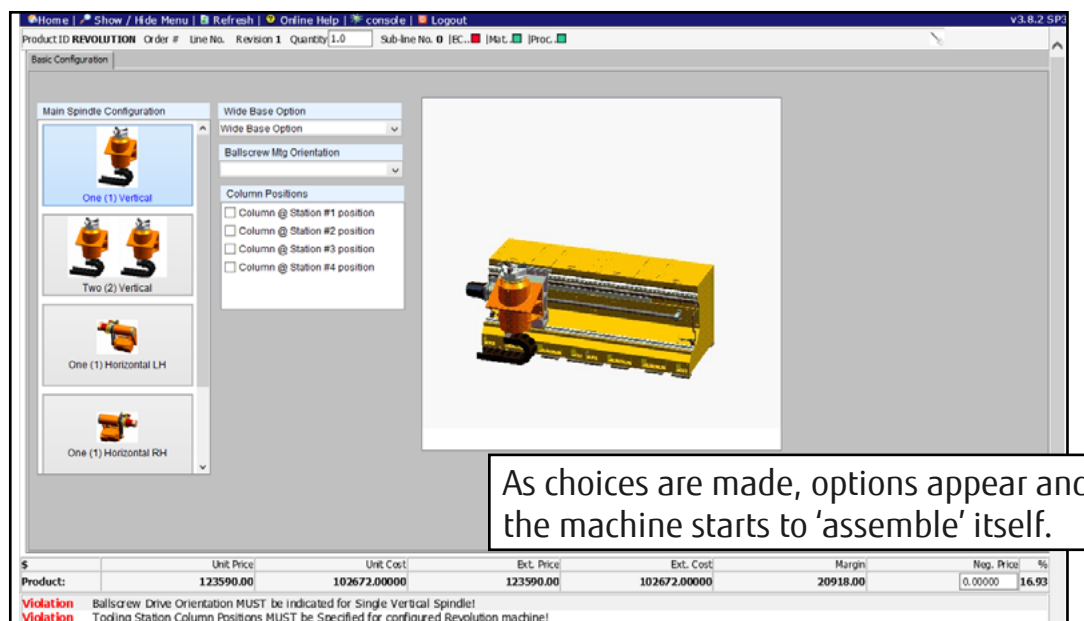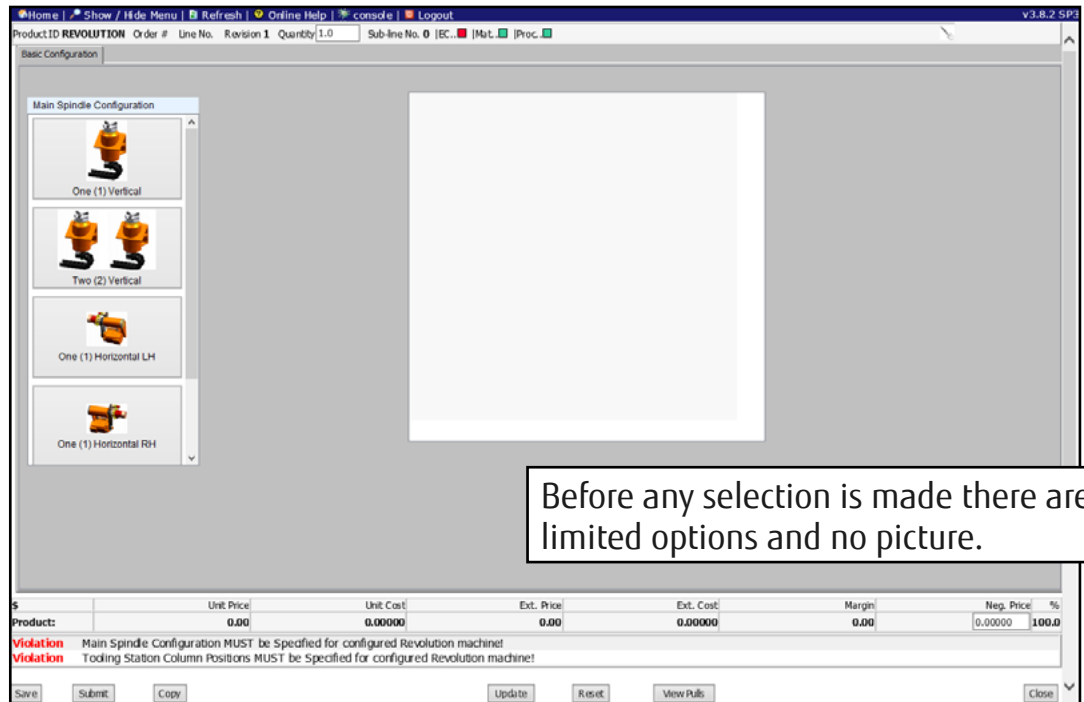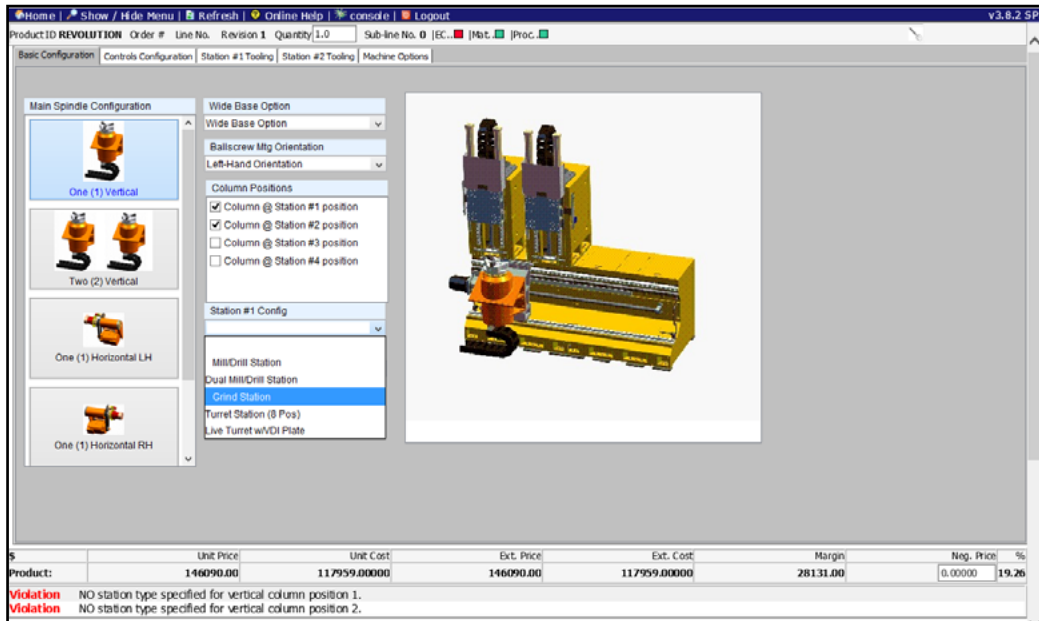
With columns selected at positions 1 and 2, the user is now able to make configuration elections for these work stations.
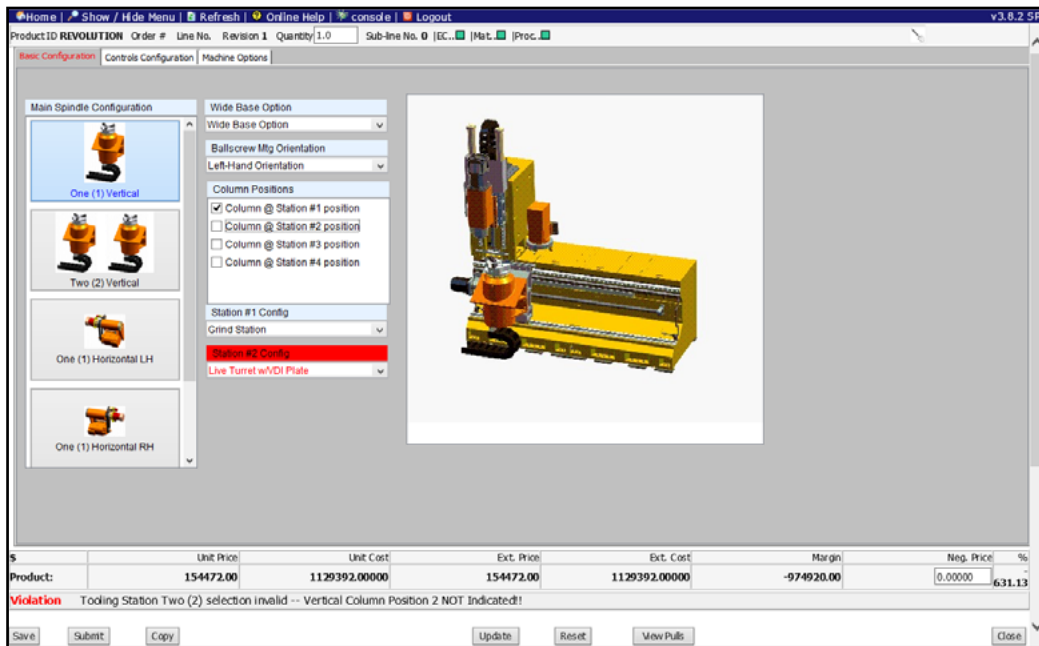
Here the user has tried to remove the column at position 2. The user is given an 'Abort' message, with the problem area clearly shown in red.

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

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

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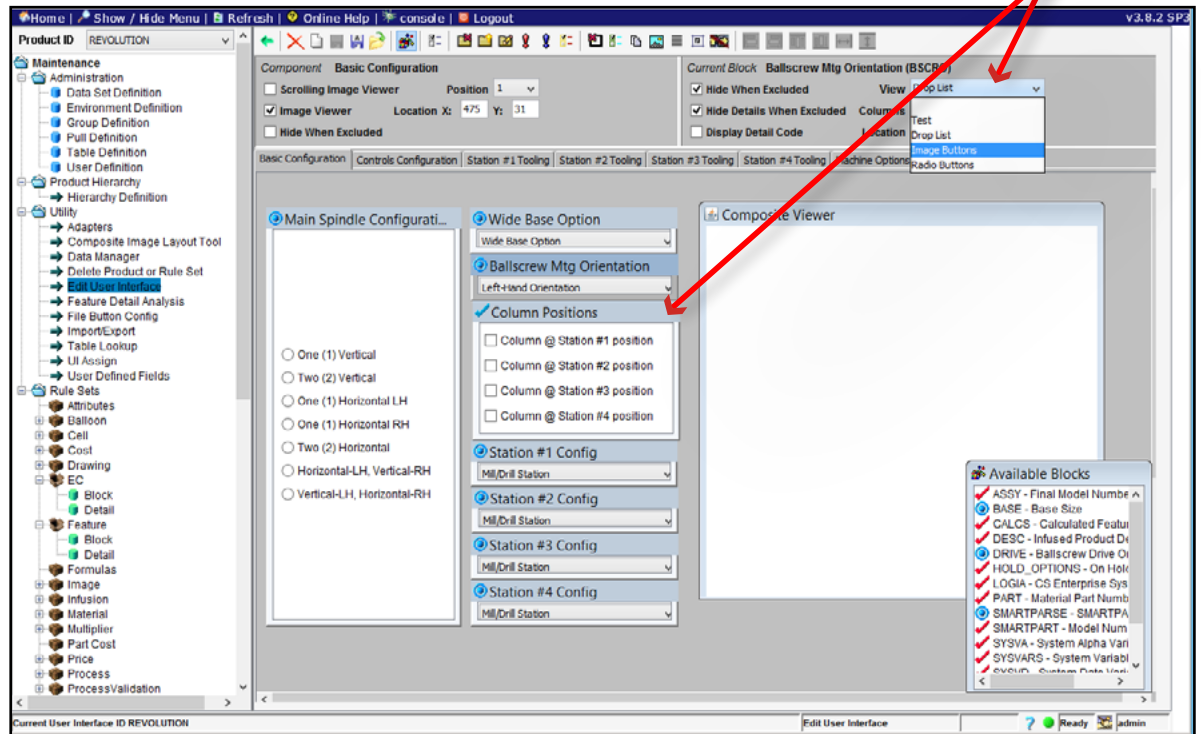
Rules are equally easy to understand and maintain. Here is an exclusion rule. If Rod 'A' is chosen, then Bore types 32, 40, 50, 60 and 80 are excluded from selection.

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, whic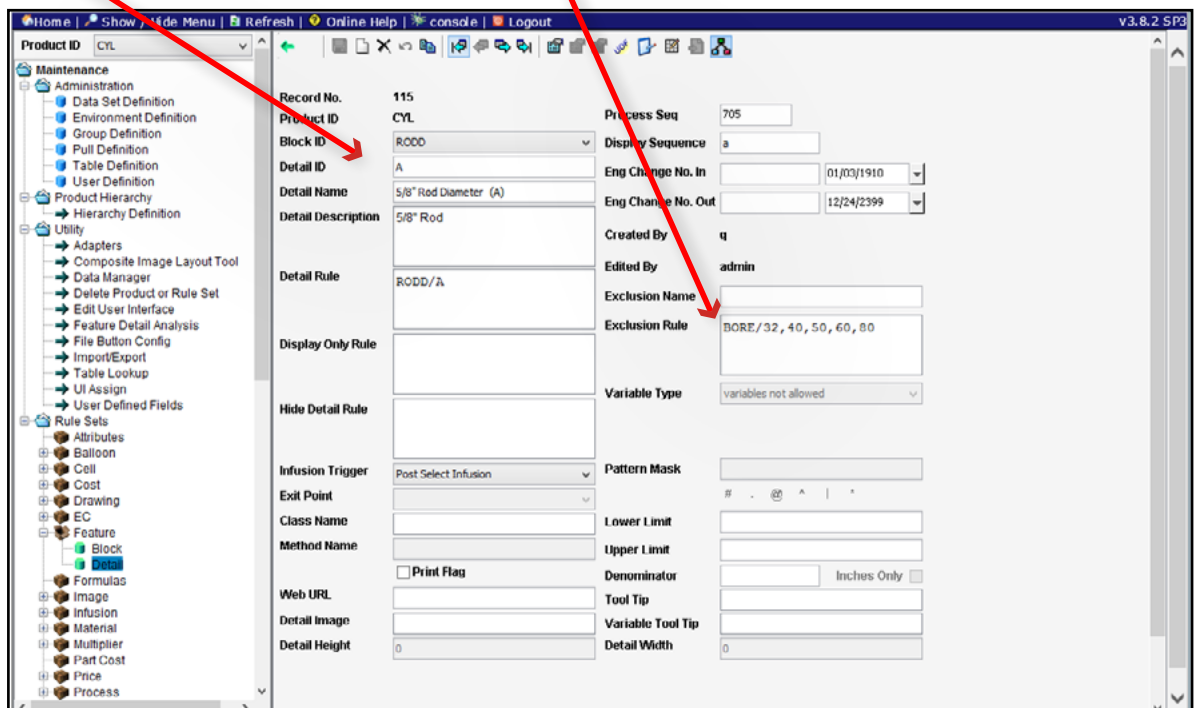h, once implemented, results in immediate ROI. Configurator provides highly-reliable, highly-scalable business processing and delivery capabilities that few e-commerce vendors want to talk about, and even fewer can actually deliver.

Contact Fujitsu Glovia for a demo today.

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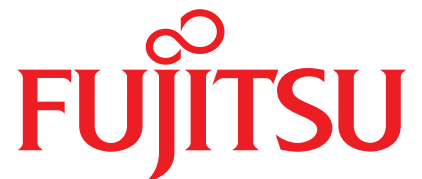Phone: (310) 563-7000
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