



Benefits of Configuration Systems

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Challenges of Configurable Products

- **Challenge 1:** Avoiding Erroneous and Suboptimal Offers
- **Challenge 2:** Avoiding Mass Confusion
- **Challenge 3:** Complexity Handling of Needs Elicitation
- **Challenge 4:** Knowledge Integration
- **Challenge 5:** Efficient Knowledge Management



Overview: Challenges and Benefits

MC Challenge

Benefits of Configurators

(1) Avoiding Erroneous and Suboptimal Offers

Less or Zero Errors
Shorter Lead Times
Increased Sales
Lower Personnel Costs
Stable Effort Estimation
Higher-Value Products
Stable Schedules

(2) Avoiding Mass Confusion

Customer Self Service
Preinformed Customers
Corporate Memory

(3) Complexity Handling of Needs Elicitation

Increased Sales
Preference Knowledge
Open Innovation

(4) Knowledge Integration

Reliable Demand Prediction
Decreased Time to Market
Less Errors

(5) Efficient Knowledge Management

Efficient Development
Efficient Maintenance



Thank You!

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