

# Generic Integration Framework

Your path to Smart Customization & CPQ...



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12 december 2023, Congrescentrum 1931

# Even voorstellen

- Opleiding
  - Bachelor - Werktuigbouwkunde
  - Master - Integrated Product Development
- Ervaring
  - Draftsman – Bosch Packaging
  - Concept Engineer – Huisman Equipment
  - Design Engineer – NOV ASEP Elmar
  - CAD | PDM Consultant – CADCenter | PLM Xpert
  - Pre-Sales | Project Manager PLM – CADCenter | PLM Xpert
  - Business Consultant PLM – GPO Solutions
  - Business Development Manager PLM – PLM Xpert



Bas Verbunt

Business Development Manager



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# Definities & Context



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# Definitie Smart Customization

Een manier van organiseren waarbij het beheren en vastleggen van het eigen product, de operationele realisatieprocessen en de geautomatiseerde ondersteuning nauw op elkaar worden afgestemd.

**Met als doelstelling**  
Managen van slim maatwerk.



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## Definitie CPQ

Configure, price quote (CPQ) software is a term used in the business-to-business (B2B) industry to describe software systems that help sellers quote complex and configurable products.



Configure



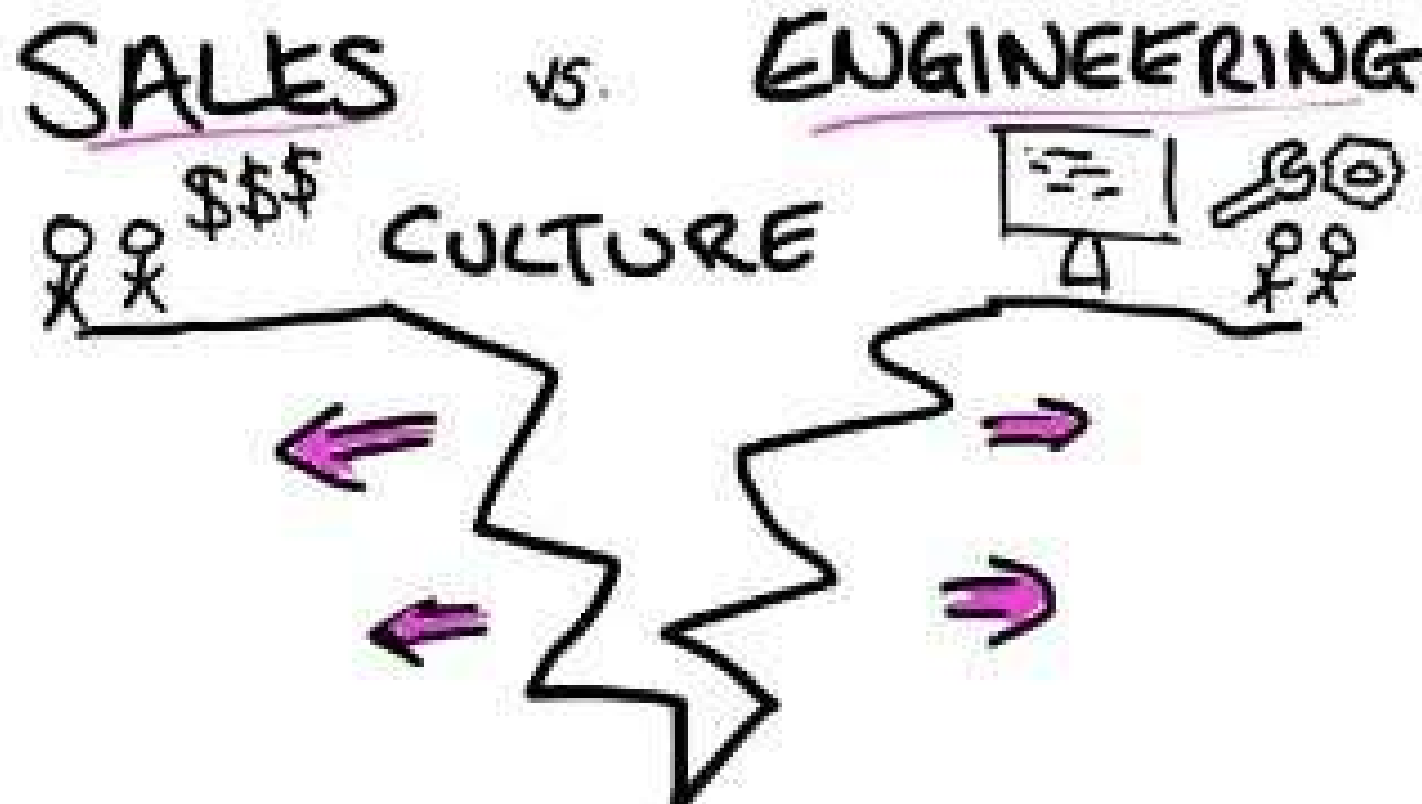
Price



Quote



# Het gaat om Sales en Engineering!



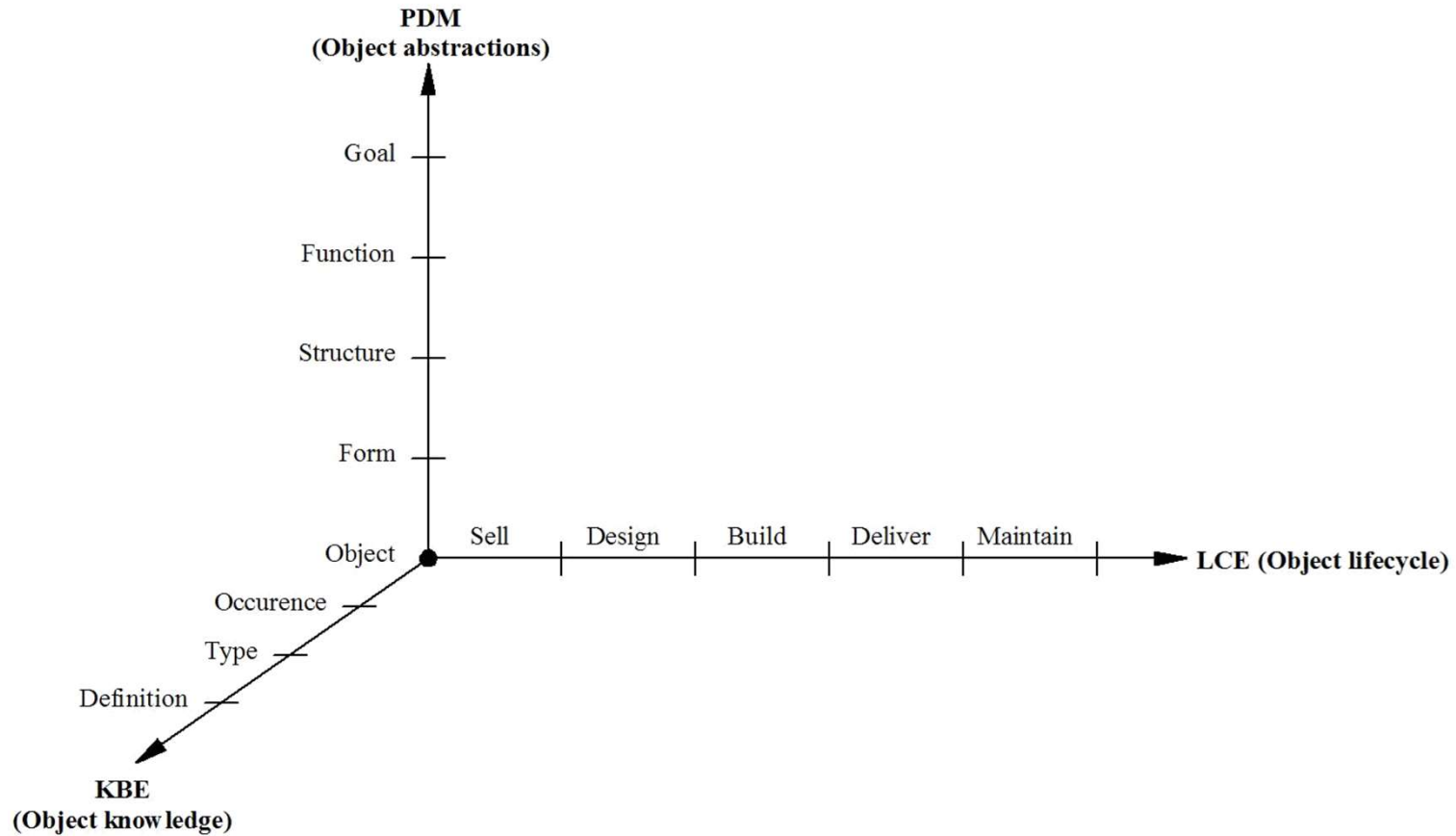
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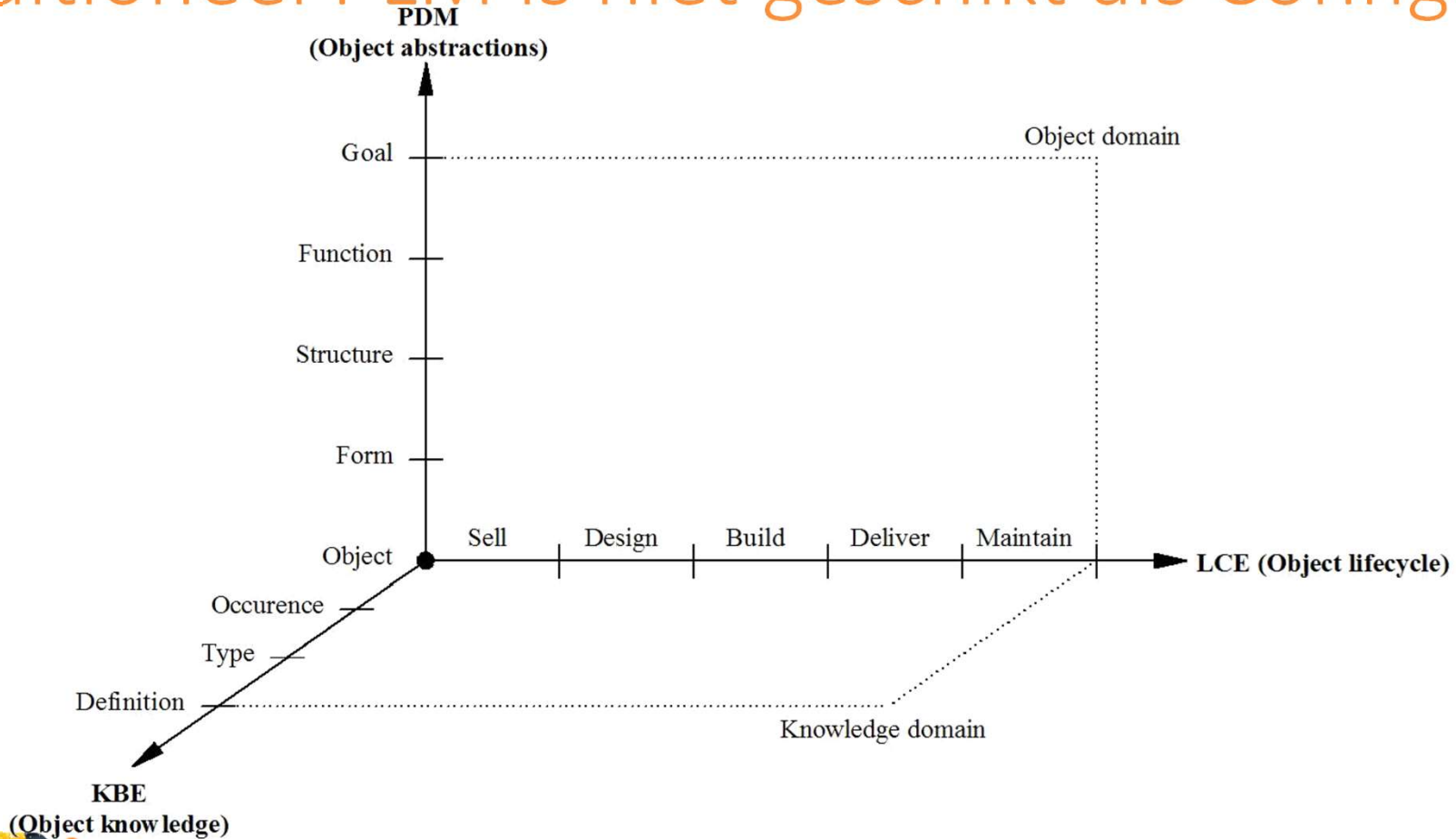
# Traditioneel PLM is niet geschikt als Configurator



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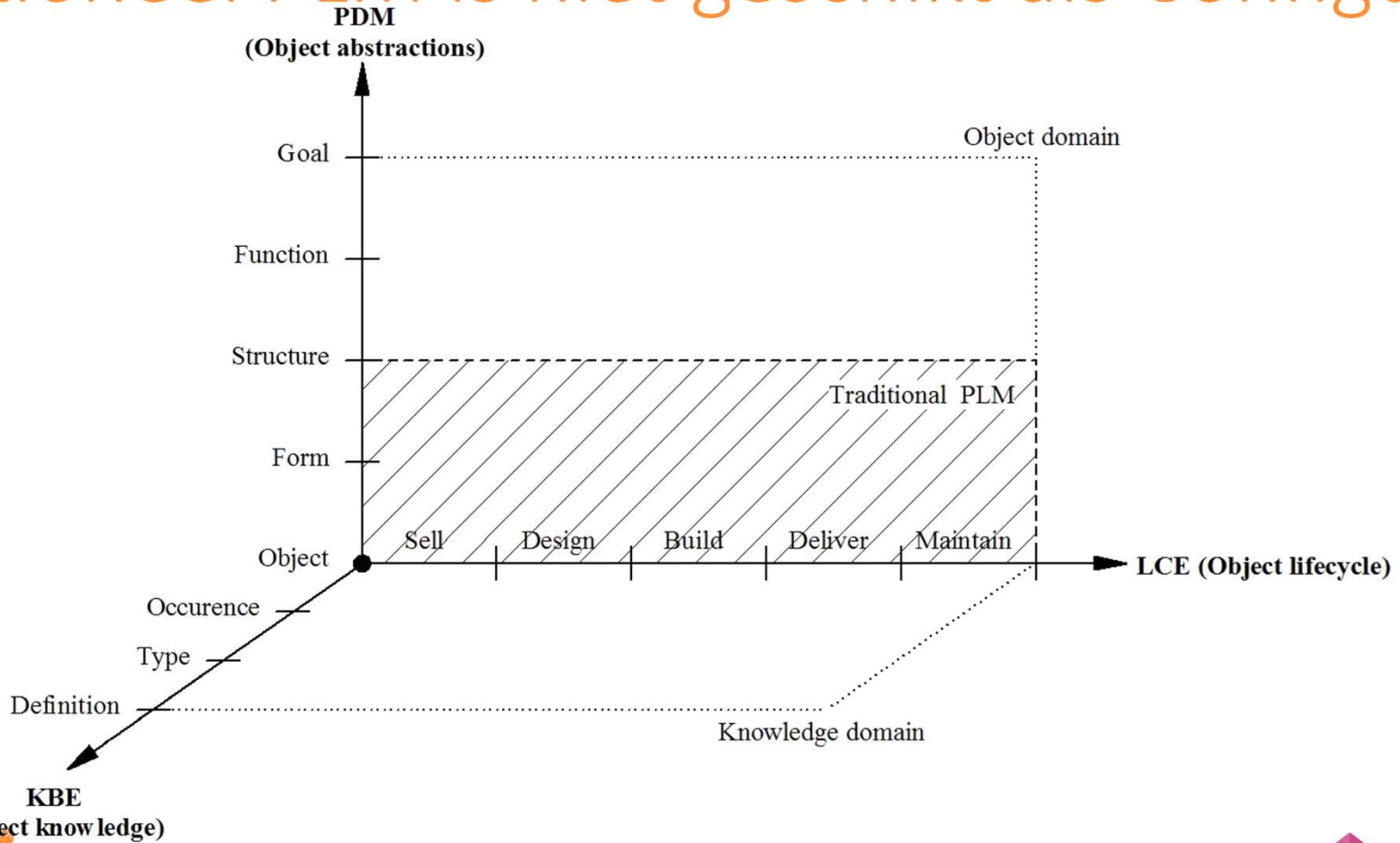
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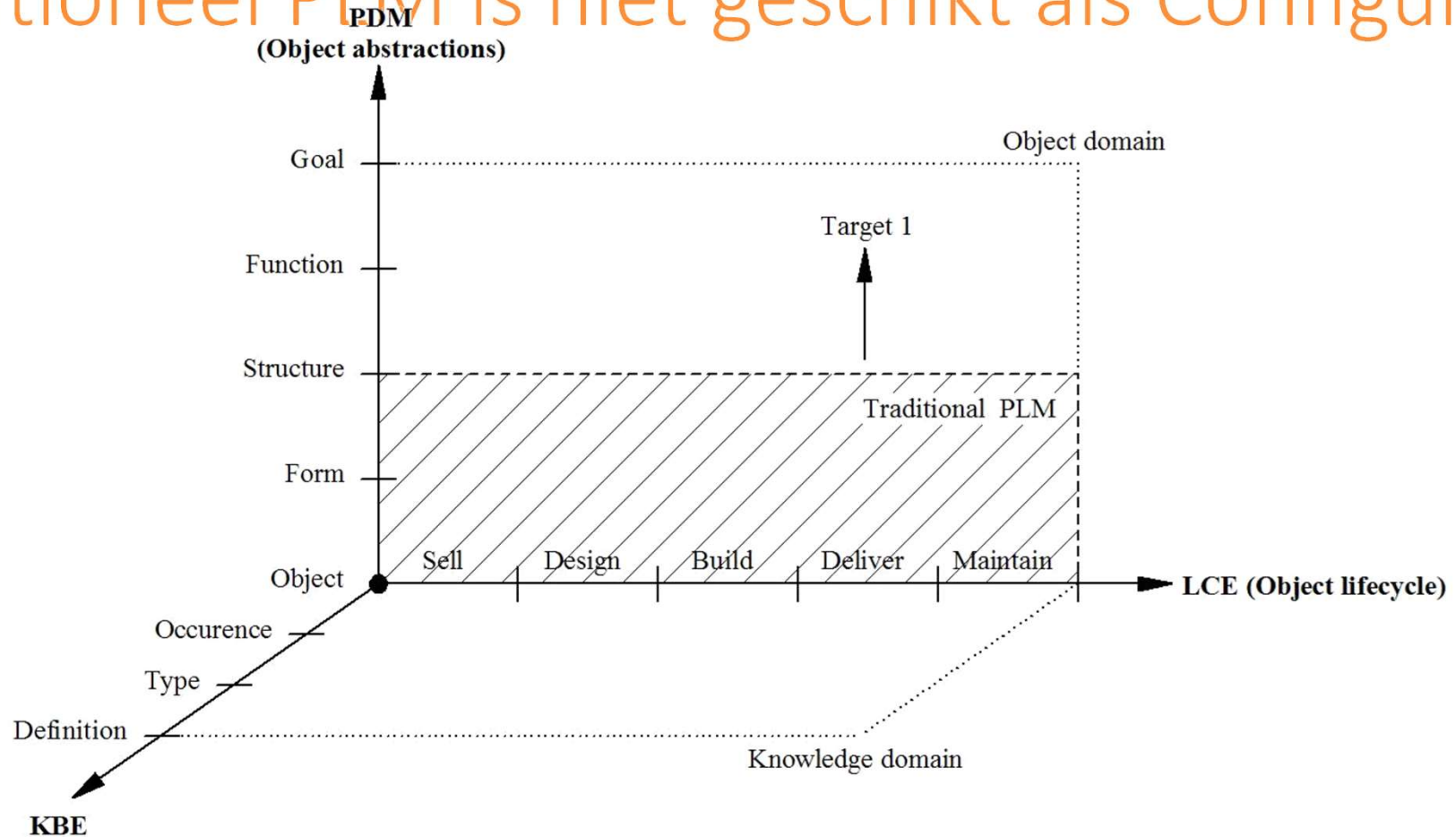


KBE (Object knowledge)

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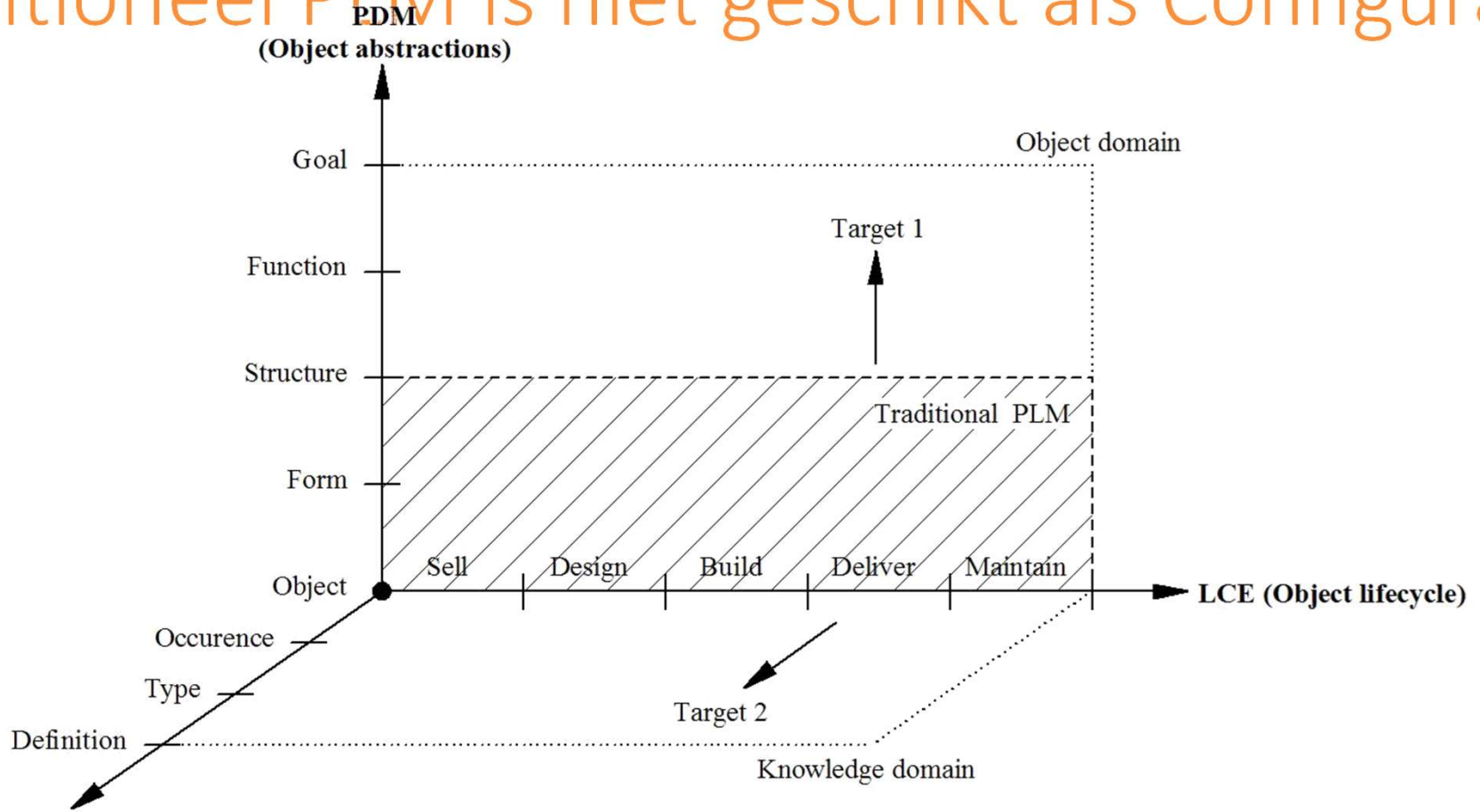
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(Object knowledge)  
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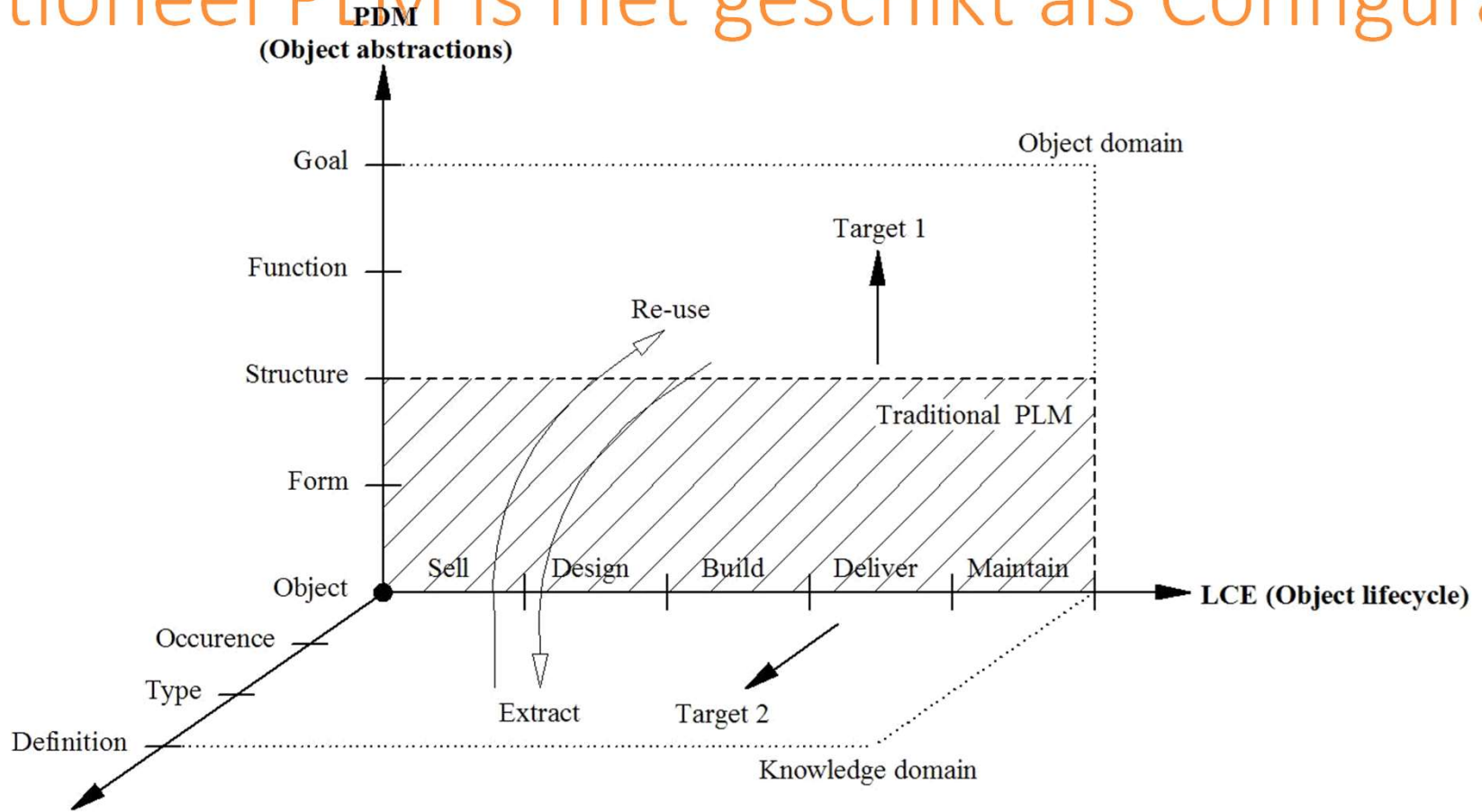
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KBE  
(Object knowledge)  
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**KBE**  
(Object knowledge)

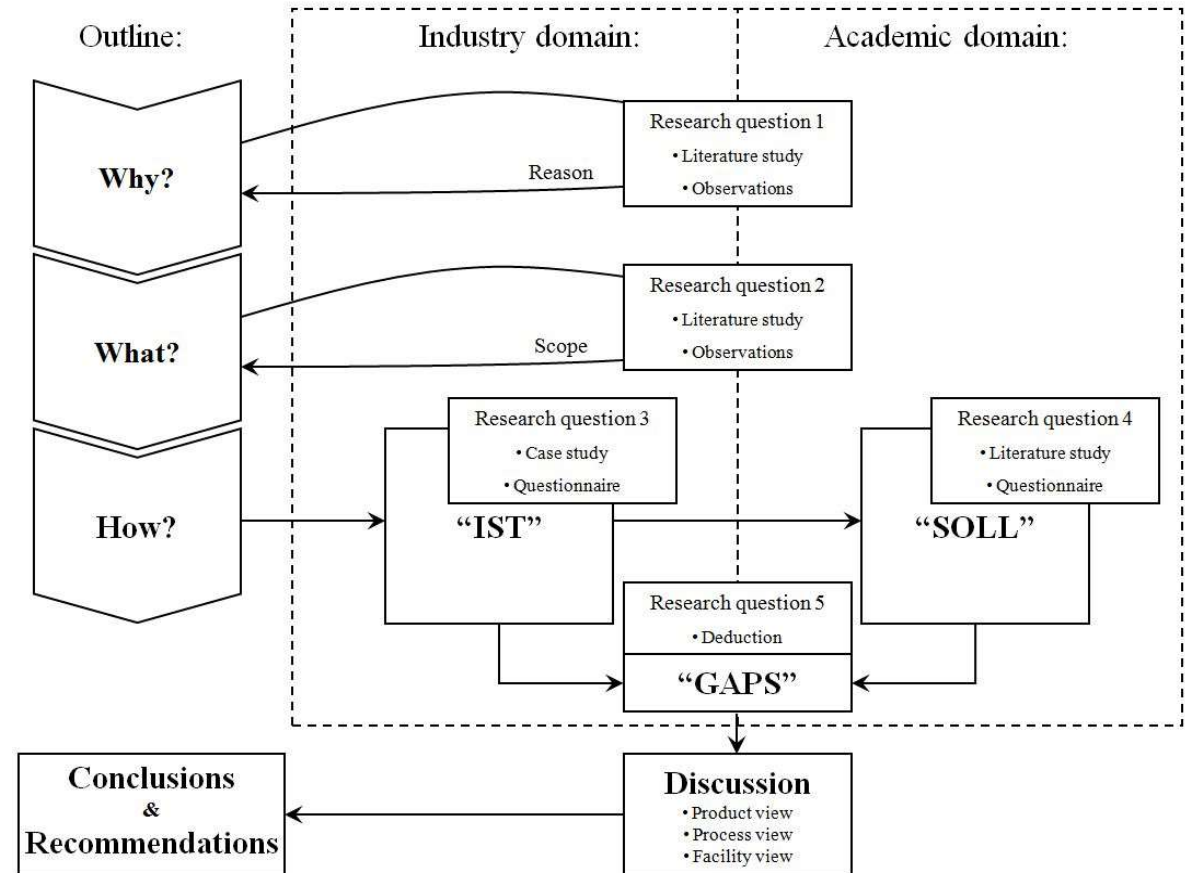
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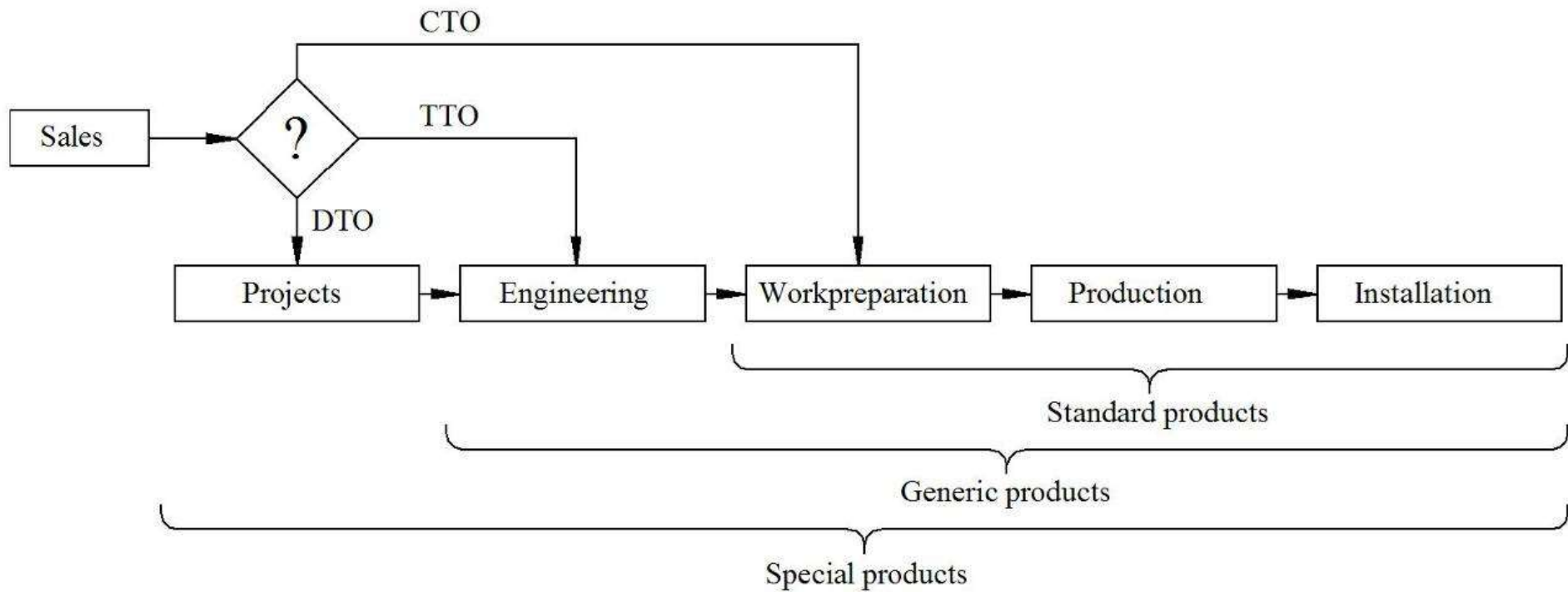
# Generic Integration Framework

- Er is transformatie nodig op 3 niveaus
  - Organisatie (processen)
  - Product (Architectuur)
  - Faciliteiten (ICT)



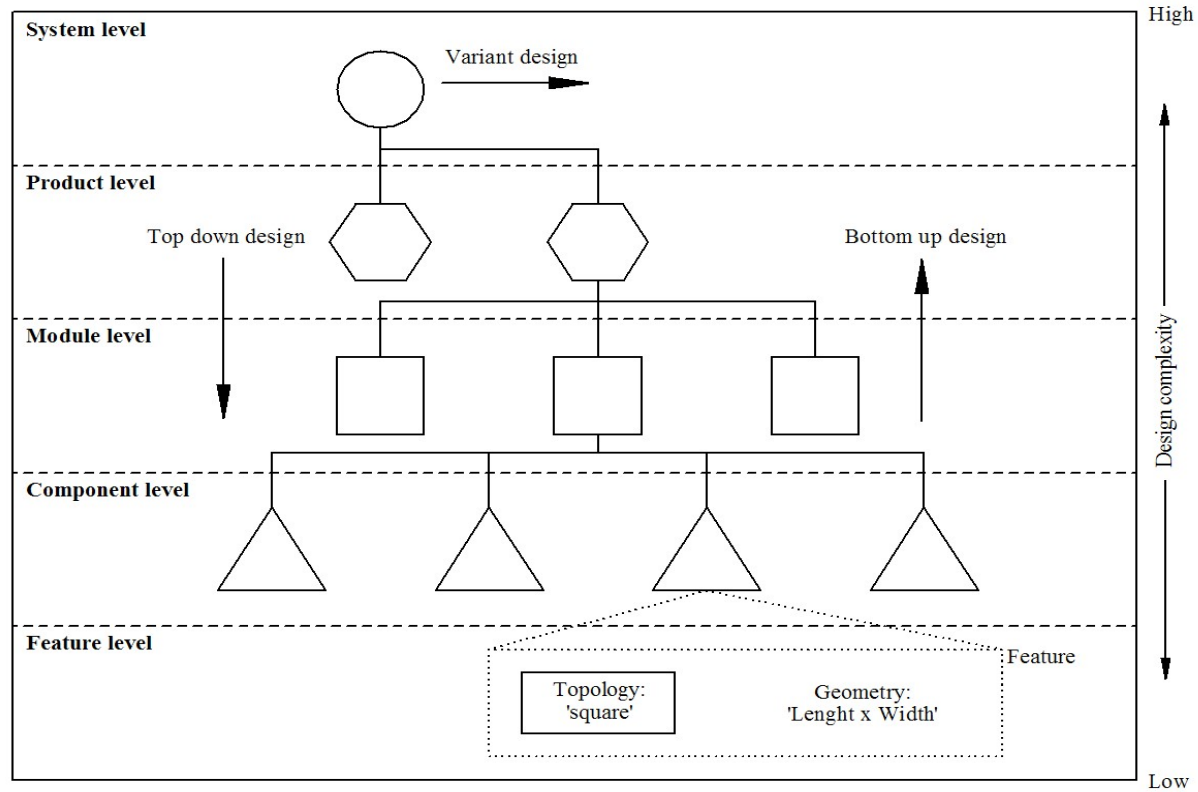
# Organisatie

- De multi proces organisatie (xTO)



# Product

- Design strategies (Kroonenberg)



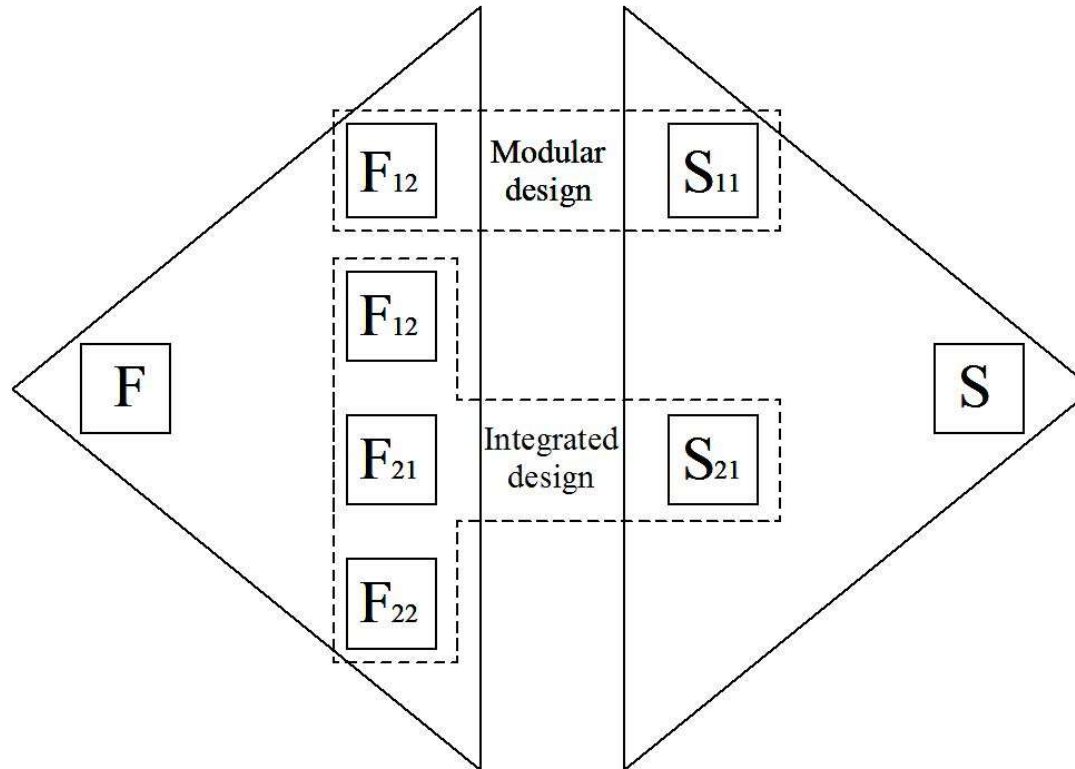


# Product

- Architectuur

## Functional structure

## Physical structure

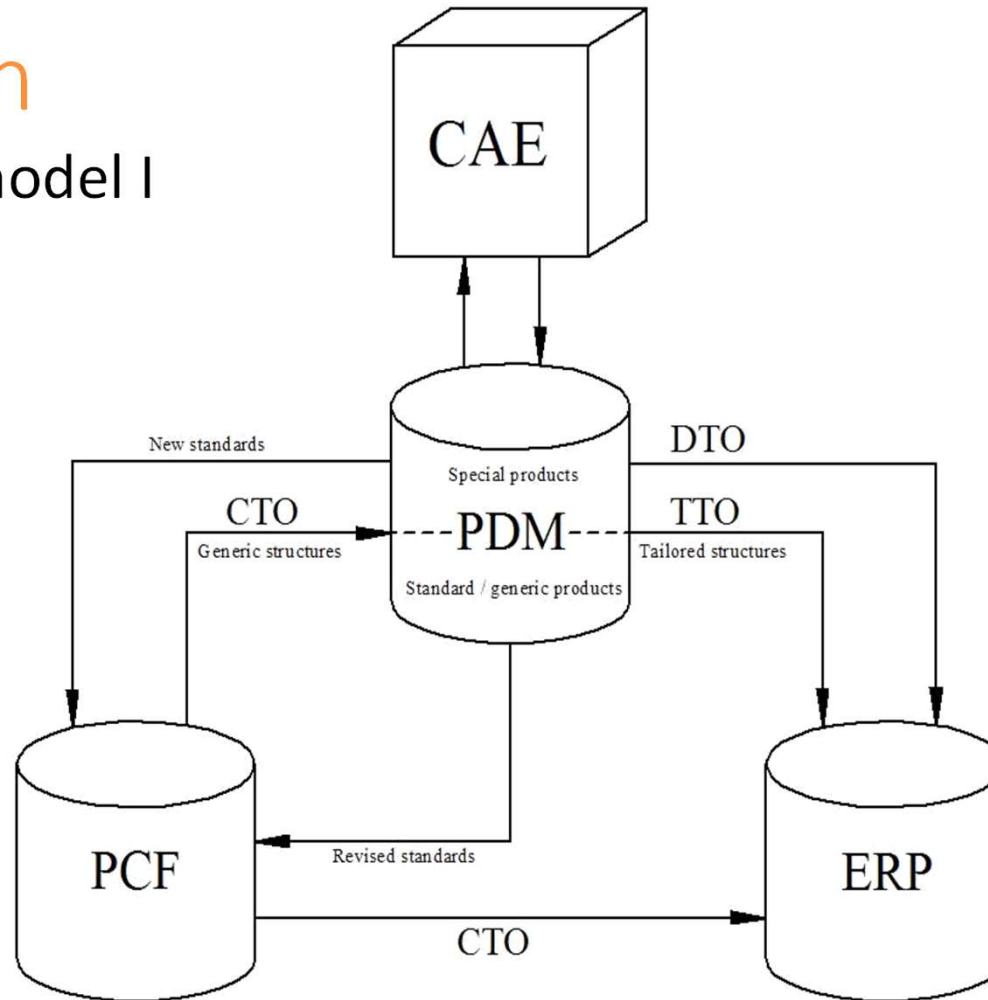


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# Faciliteiten

- Theoretisch model I

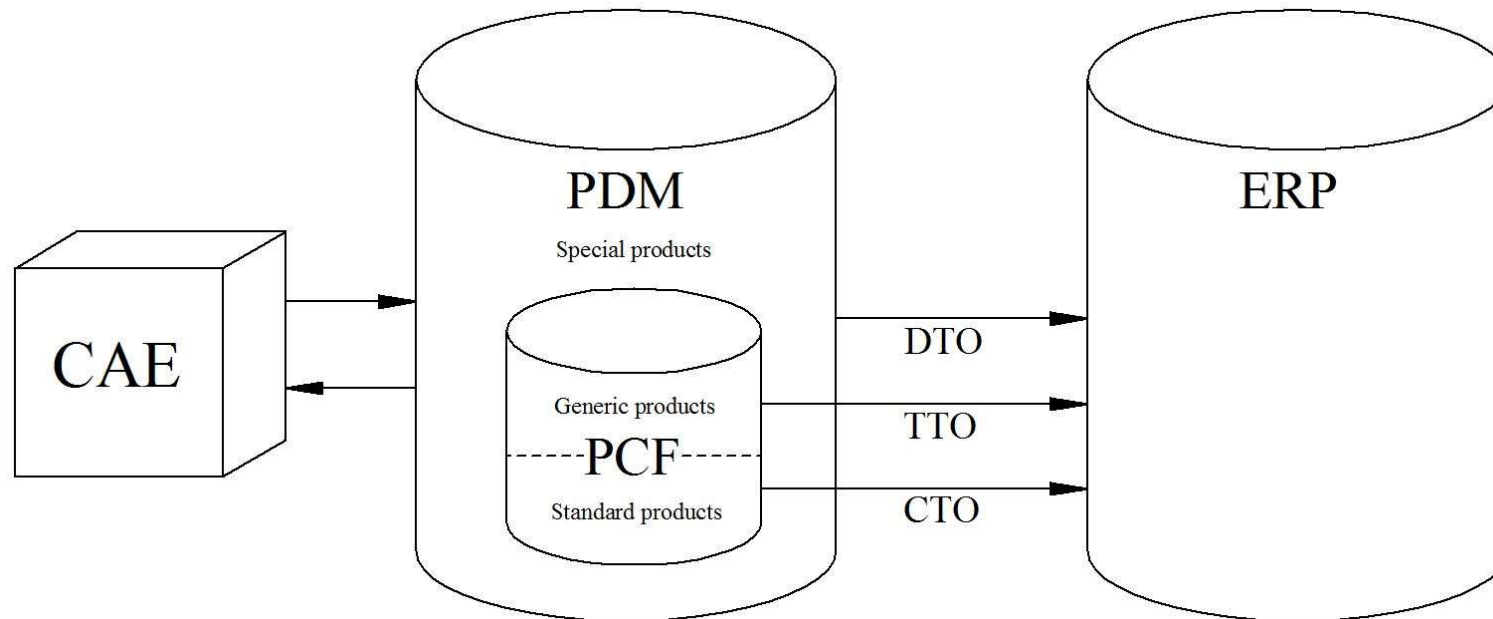


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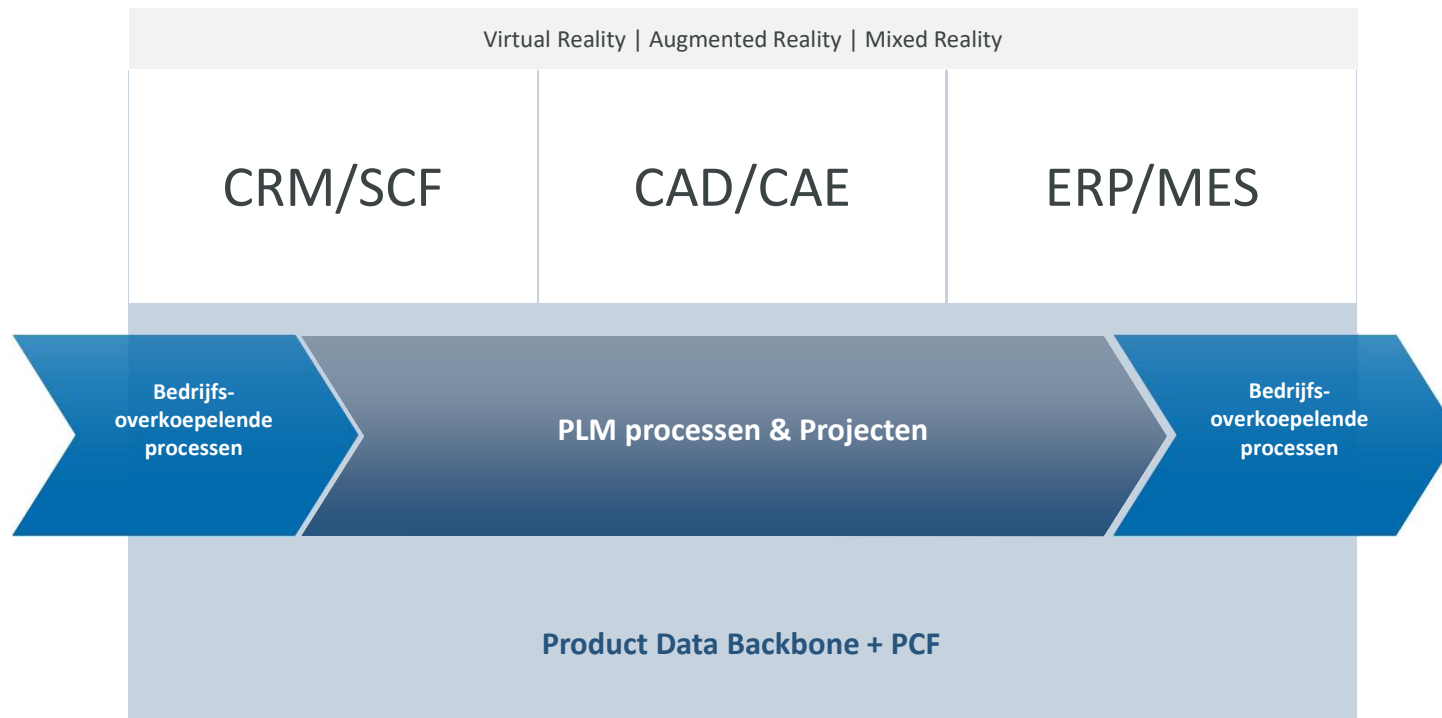
# Faciliteiten

- Theoretisch model II



# Faciliteiten

- Praktische invulling

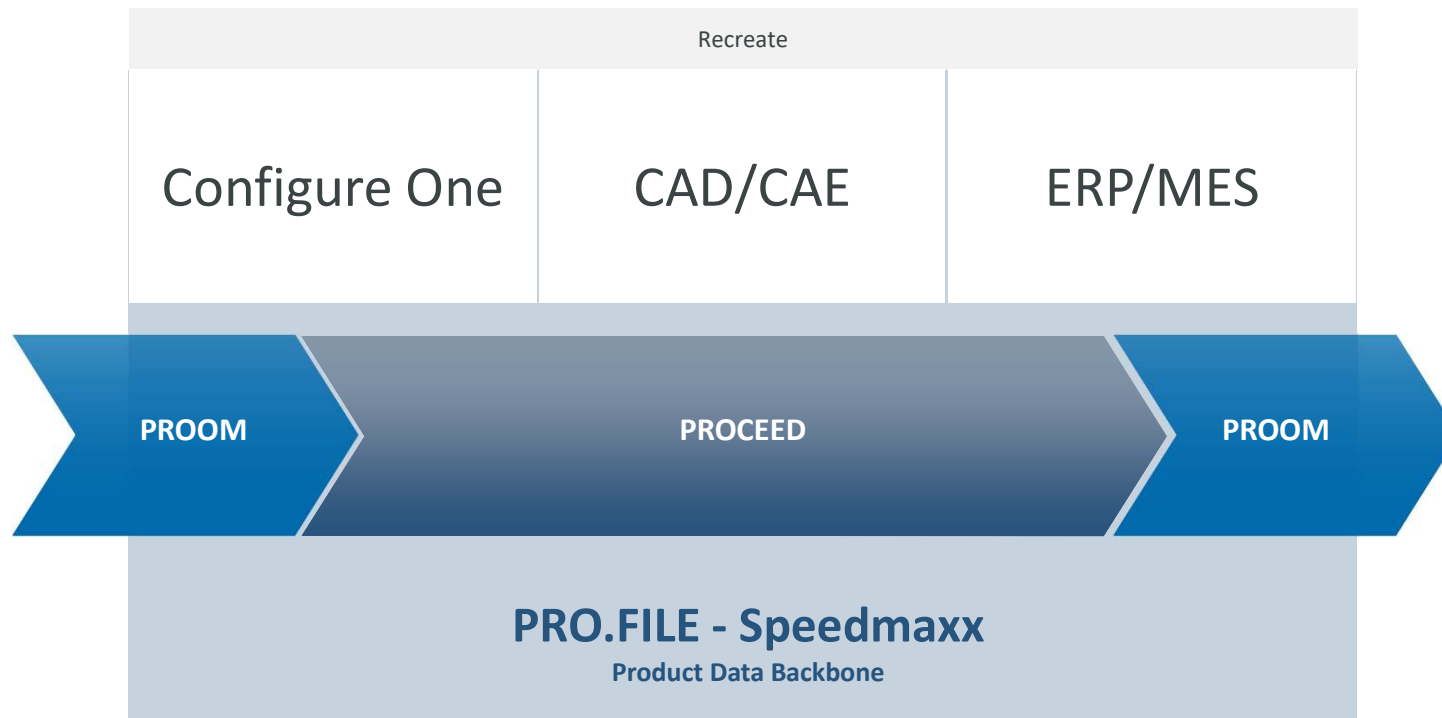


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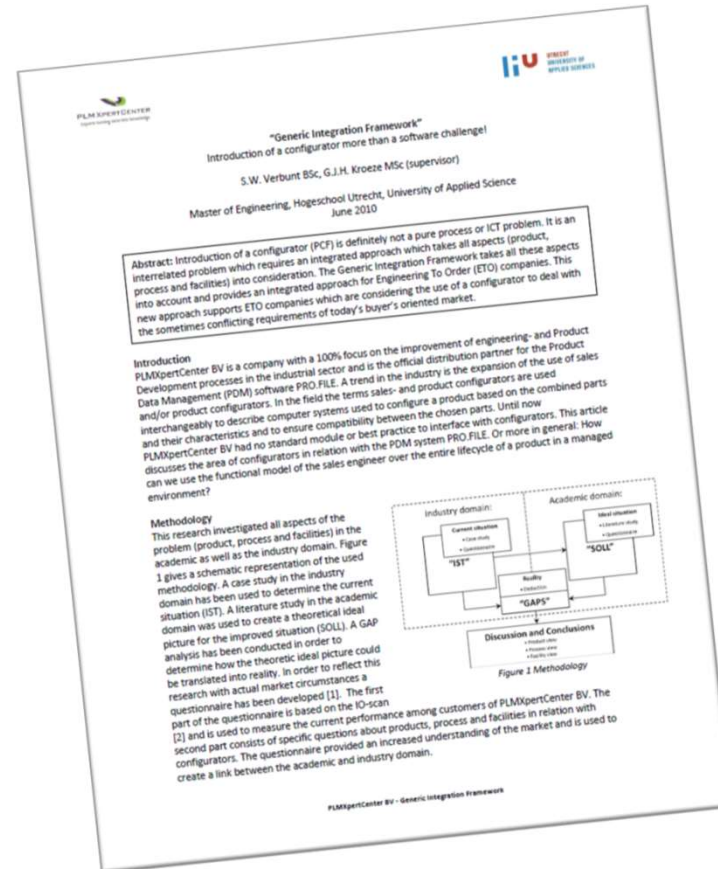
- Praktische invulling



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# Want to know more...



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# Dank voor uw aandacht...



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