

# PTC® Live Global

## Managing the SKU Development Process for Consumer Products

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**> 50%**  
of new products  
fail to meet  
business goals

“Manufacturers  
and retailers *must* develop  
a broader understanding  
of **total product lifecycle**  
value.”

– Gartner Predicts 2012:  
Product Design and Life Cycle Management

# Importance of Expanding Product Data Management ... particularly true for Consumer Products



- Complex products
- Detailed engineering
- Multi-level BOM
- High number of components

- Product line / portfolio with high diversity
- High volume of products and SKU variations



## Limited Visibility

Into product data as it evolves throughout the lifecycle, planning through delivery



## Failure to Meet Business Goals

Resulting from cost overruns and an inability to adapt to changing market demands



## Inability to Balance Tradeoffs

Between the market value and the lifecycle operational cost of product innovations

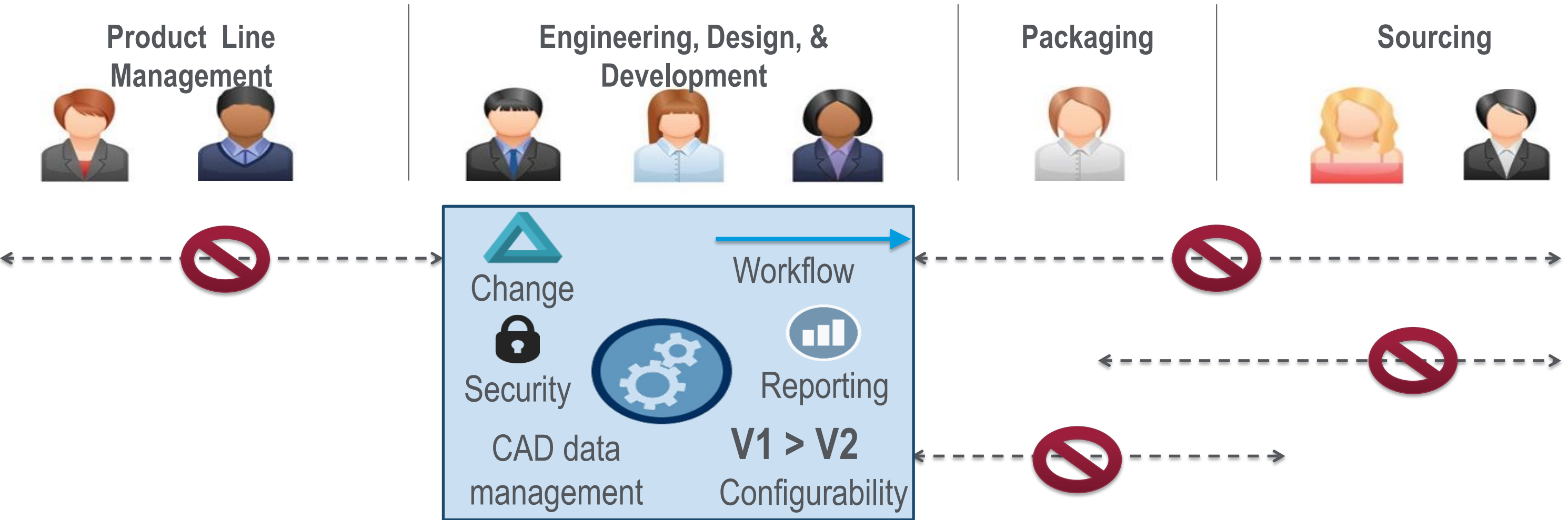


## Gain alignment across the enterprise

Between the organizations that define product offerings based on corporate goals and those that engineer and deliver them.

# Before state: Engineering-Centric PDM

Deep capabilities for engineering: CAD data management / product data management:

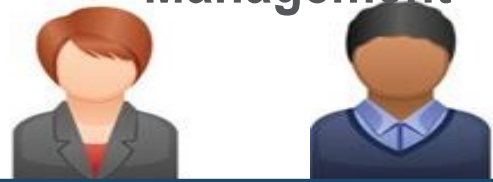


BUT: Lack of communication between Engineering and other Enterprise Teams

# After state: SKU-Centric Product Lifecycle Management

Complete SKU Management, from Product Line Mgmt. through Sourcing and Supply Chain

Product Line Management



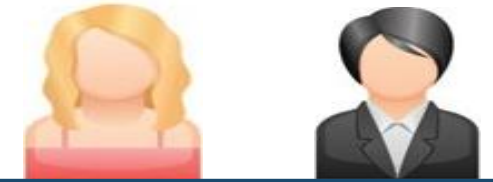
Engineering, Design, & Development



Packaging



Sourcing



Reporting

V1 > V2  
Configurability



Workflow



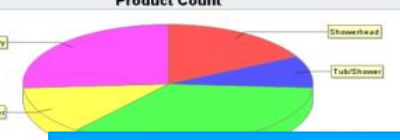
Change



Security

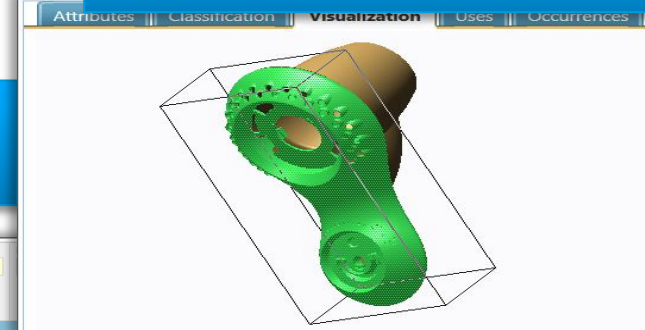
Product Line Planning

	Quantity	Average Cost	Average Retail Price
Banbury	35	\$80.13	\$123.28
Accessory	45	\$80.08	\$145.60
Faucet	2	\$72.00	\$130.91
Hand Shower	1	\$38.00	\$4,500,000.00
Showerhead	3	\$85.34	\$152.63



Reporting / Roll-up

Engineering Data



Product Specification / Artwork / Asset Mgmt

Product ID	Health Status	Product ID	03/13/2013	Design Specification Released
111256 Multi-Function Handshower	Warning	02/27/2013	03/26/2013	04/10/2013
200451 Caldwell 2-Handle Low Arc Faucet	Warning	02/27/2013	03/26/2013	04/10/2013
265201 Felicity Pivoting Paper Holder	Warning	03/11/2013	04/08/2013	04/23/2013
356239 Spot Resistant 5-Function Showerhead	Warning	02/27/2013	03/26/2013	04/10/2013
455547 Felicity Tank Lever	Warning	03/11/2013	04/08/2013	04/23/2013
458745 Felicity 2-Handle High Arc Faucet	Warning	03/11/2013	04/08/2013	04/23/2013

Sourcing / Costing

Name	Project	Vendor	Type	Costing Status	FOB	Margin %	Last Updated	What If
CS-2113 (1st Quote)	Flex Works Co. FA 2014	AMH0T INT.	1st Quote	Quote Requested	\$0.00	0.0	03/28/2013	No
CS-2225 (1st Quote)	Flex Works Co. FA 2014	TOMEN	1st Quote	Quote Submitted For Review	\$98.76	\$101.99	49.7	03/28/2013
CS-2225 (1st Quote)	Flex Works Co. FA 2014	TOMEN	1st Quote	Quote Submitted For Review	\$96.76	\$100.36	52.1	03/28/2013

Calendar Management

Line Management

Complete SKU Management, from Product Line Mgmt. through Sourcing and Supply Chain



Complete visibility into product lifecycle, strategy through delivery

Reduces cycle time of product design, development, and launch

Seamless collaboration between all stakeholders in a single source of truth

Increases efficiency and agility for all enterprise teams involved in product development

Instant access to the latest version of dynamic product data as it evolves

Improves accuracy and reduces the risk of error, quality problems, and waste

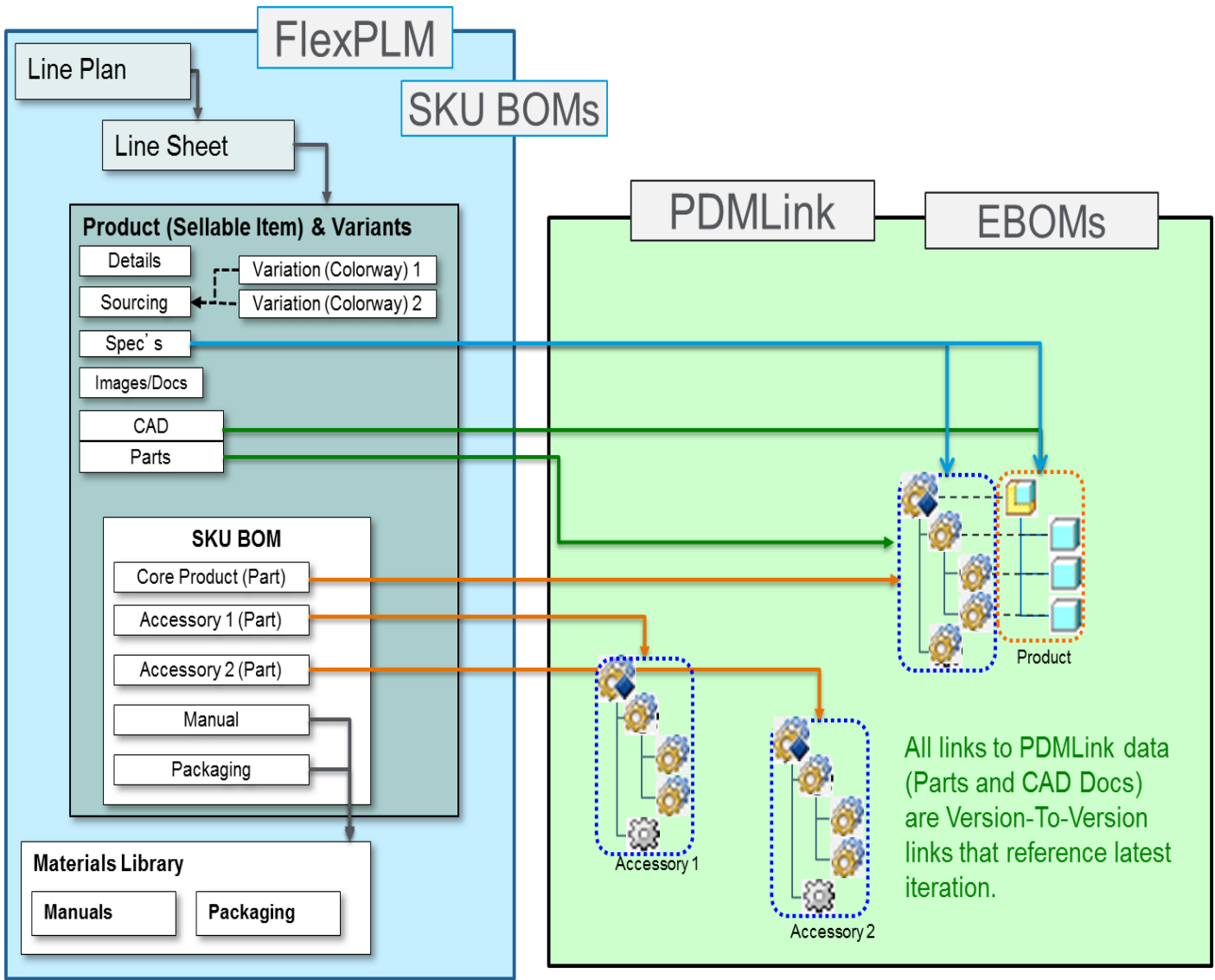


- Engineering BOMs represent the configuration of components that are assembled together for a core product.
- SKU BOMs represent the configuration of components for a sellable item
  - Engineering BOM
  - Packaging, Labels, Manuals, ...
- SKU BOM are managed and can evolve separately from Engineering BOM
- SKU BOM can be created for different variation : by Color / material, geography, distribution channel, customer, ..

The screenshot displays two main sections of the PTC Live Global interface. The top section, 'Image Page Details', shows a grid of image thumbnails for '002 : Design Card-Design Details'. The bottom section, 'BOM Details', shows a 'Bill of Materials' table for '001 : BOM - Faucet'.

Component	Mark Up	Part	Material	Material ID	Supplier	Oxford Tan	Steam	Price OVR	Yield/Qty	UOM	Total Cost
<b>Components</b>											
Handshower		0000000064, Handshower_Assy.asm, A.2 (Design)	Polycarbonate	MC-103581	Greentech S.A	Oxford Tan	Steam	\$83.72	1,000	sheet	\$83.72
<b>Labels</b>											
Product Label			China (for US) Printed Country of Origin	LAB-100206	BARCODES WEST			\$0.00	1,000	each	\$0.08
Brand Label			FlexPLM Logo	FLO-103127				\$0.00	1,000	each	\$0.23
Hang Tag			US Paper Hang Tag	PAC-100242	BARCODES WEST			\$0.00	1,000	each	\$0.06
<b>Packaging</b>											
Poly Bag	New		Polypropylene Bag	PAC-100208	BARCODES WEST			\$0.00	1,000	each	\$0.06
Box			Cardboard Box	PAC-103534	Greentech S.A			\$0.00	1,000	each	\$0.51
Sticker	Delete		Price Sticker	-	-			\$0.00	1,000	-	\$0.00
<b>Grand Total:</b>											<b>\$84.66</b>

- FlexPLM Product SKU BOM Management with PDMLink EBOMs



Component	Mark Up	Material Id	Material	Supplier	Status	SS6477V_6UP	SS6477V_ALL	SS6477V_AHV	SS6477V_NSB
Front	New	STIFR01	Sting Front Acetate	Standard	Development	Shiny Full Dark Brown / Shiny Full Beige	Shiny Havana / Shiny Crystal / Green / Blue	Shiny Havana / Milky Orange / Shiny Full Yellow	Shiny Crystal / Jeans Cloth / Shiny Crystal
Temple		0627	Sting semi matt gun metal	Standard	Development				
Temple Tip	Update	STITIP01	Sting temple tip	Standard	Concept	Shiny Full Dark Brown / Shiny Full Beige	Shiny Havana / Shiny Crystal / Green / Blue	Shiny Havana / Milky Orange / Shiny Full Yellow	Shiny Crystal / Jeans Cloth / Shiny Crystal

File Name	Number	Version
assieme_modello_asm.asm	ASSIEME_MODELLO_ASMASM	A.1
0000000074.prt	0000000074.PRT	A.1
0000000078.asm	0000000078.ASM	A.1
0000000079.prt	0000000079.PRT	A.1
0000000080.prt	0000000080.PRT	A.1
0000000081.prt	0000000081.PRT	A.1
0000000082.prt	0000000082.PRT	A.1
0000000083.prt	0000000083.PRT	A.1
0000000084.prt	0000000084.PRT	A.1
0000000085.prt	0000000085.PRT	A.1
0000000086.prt	0000000086.PRT	A.1
0000000087.prt	0000000087.PRT	A.1
0000000088.prt	0000000088.PRT	A.1
0000000089.prt	0000000089.PRT	A.1
0000000090.prt	0000000090.PRT	A.1
0000000091.prt	0000000091.PRT	A.1



**GOVERN** the product line management process

**ALIGN** various organizational stakeholders with that plan

**IMPROVE** suitability of products to their target markets

## WHAT IT MEANS

- **Create & manage** product line plans to capture and iterate on features and financial targets
- **Evaluate adherence to plans** with line sheets that unify planned vs. actual development metrics
- **Track development progress** to ensure products designs meet functional and cost requirements
- **Manage Scheduling** including calendar, workflow automation, and progress against NPI process milestones to ensure on time delivery to customer (channel or consumer)

## WHY IT MATTERS

Manage product line plans and product portfolios to evaluate the financial viability of intended offerings early and often

**5-20% REDUCTION IN PRODUCT DEVELOPMENT COST WITH PRODUCTIVITY IMPROVEMENTS**

Product ID	03/13/2013	04/09/2013	04/24/2013	05/15/2013	05/20/2013	06/04/2013
Health Status	Design Specification Released	Initial RFQs Sent	Vendor Selected	Sample Approval	Ap	Ap
111256 Multi-Function Handshower	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013
200451 Caldwell 2-Handle Low Arc Faucet	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013
265201 Felicity Pivoting Paper Holder	03/11/2013	04/08/2013	04/23/2013	05/15/2013	06/02/2013	
356233 Spot Resistant 5-Function Showerhead	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013		

# SKU-Centric Product Lifecycle Management

## GOVERN the product line management process

	2013 WI	2013 SP	2013 SU	2013 FA	2013 WI Units	2013 SP Units	2013 SU Units	2013 FA Units	2013-2014 Growth %	2014 WI	2014 SP	2014 SU	2014 FA	2014 WI Units	2014 SP Units	2014 SU Units	2014 FA Units
Bathroom	\$13,610,000	\$14,663,958	\$15,001,229	\$14,099,960	1,112,740	1,130,740	1,154,740	1,169,740	4.1	\$14,168,010	\$15,265,181	\$15,616,280	\$14,678,058	1,158,362	1,177,100	1,202,084	1,217,699
Accessory	\$1,235,000	\$1,330,638	\$1,361,243	\$1,279,460	125,225	143,225	167,225	182,225	3.6	\$1,279,460	\$1,378,541	\$1,410,248	\$1,325,521	129,733	148,381	173,245	188,785
Faucet	\$2,500,000	\$2,693,600	\$2,755,553	\$2,500,000	225,125	243,125	267,125	282,125	5.2	\$2,630,000	\$2,833,667	\$2,898,842	\$2,724,680	236,831	255,267	281,015	296,795
Hand Shower	\$3,750,000																
Knob	\$1,250,000																
Lighting	\$1,750,000																
Showerhead	\$3,125,000																
Kitchen	\$8,750,000																
Commercial	\$25,150,950																
WI																	

	Product Count	Candidate Count	Total Adopted Products	Adoption Ratio	Average Cost	Final Average Cost	Average Retail Price	Final Average Retail Price	Plan Retail Margin %	Final Retail Margin %	Plan Volume	Final Volume	Plan Sales Value	Final Sales Value
Banbury	9	5	4	80	\$80.08	\$78.59	\$145.60	\$145.92	45	86	182,000	89,333	\$26,500,000	\$3,898,453.74
Accessory	3	1	1	100	\$72.00	\$70.63	\$130.91	\$131.45	45	86	55,000	18,833	\$7,200,000	\$2,475,597.85
Faucet	2	2	2	100	\$79.84	\$78.47	\$145.16	\$145.70	45	86	31,000	32,000	\$4,500,000	\$2,331,220.65
Hand Shower	1	1	1	100	\$83.95	\$82.58	\$152.63	\$153.17	45	85	38,000	38,500	\$5,800,000	\$5,897,105.79
Showerhead	3	1	0	0	\$85.34	\$0.00	\$155.17	\$0.00	45	0	58,000	0	\$9,000,000	\$0.00
Caldwell	9	5	1	20	\$69.80	\$58.54	\$99.71	\$84.92	30	45	171,000	27,167	\$17,050,000	\$2,307,021.64
Faucet	3	1	0	0	\$59.91	\$0.00	\$84.38	\$0.00	29	0	80,000	0	\$6,750,000	\$0.00
Hand Shower	3	2	0	0	\$113.03	\$0.00	\$154.84	\$0.00	27	0	31,000	0	\$4,800,000	\$0.00
Accessory	3	0	0	0	\$61.42	\$0.00	\$91.67	\$0.00	33	0	60,000	0	\$5,500,000	\$0.00
Felicity	8	5	4	80	\$80.36	\$62.49	\$114.80	\$91.77	30	47	179,000	123,500	\$20,550,000	\$3,244,171.89
Monticello	2	2	2	100	\$77.86	\$76.49	\$129.76	\$130.30	40	70	42,000	43,000	\$5,450,000	\$2,801,490.95
Traditional	5	2	1	50	\$86.55	\$71.14	\$139.60	\$115.64	38	63	75,000	17,500	\$10,470,000	\$2,023,700.00
Waterhill	7	4	2	50	\$73.92	\$86.45	\$123.20	\$149.42	40	76	167,000	31,000	\$20,575,000	\$2,317,302.03

	Product ID	Final Cost	Final Retail Price	Final Retail Margin %	Final Volume	Final Sales Value	Final Wholesale Price	Adopted	Product Type
Actions	265201 Felicity Pivoting Paper Holder	\$88.07	\$128.32	45.7	23,000	\$2,951,360.00	\$102.86	Adopted	Accessory
Actions	455547 Felicity Tank Lever	\$60.68	\$89.18	47.0	22,500	\$2,006,468.18	\$71.35	Adopted	Accessory
Actions	561200 Banbury Robe Hook	\$70.63	\$131.45	86.1	18,833	\$2,475,597.85	\$82.80	Adopted	Accessory
Actions	895890 Felicity Volume Control	\$60.68	\$89.18	47.0	22,500	\$2,006,468.18	\$71.35	Adopted	Accessory
		<b>\$280.05</b>	<b>\$438.12</b>	<b>56.4</b>		<b>\$9,439,894.21</b>			<b>Accessory</b>
									<b>Product ID:4</b>
Actions	236520 Monticello 2-Handle Tub Faucet	\$76.49	\$130.30	70.4	21,500	\$2,801,490.95	\$89.54	Adopted	Faucet

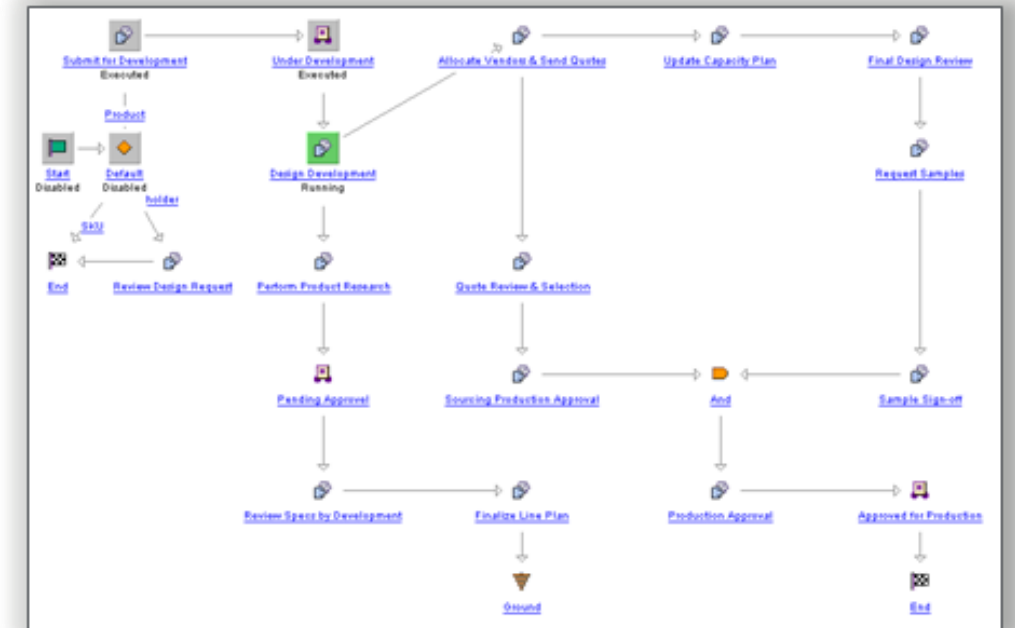
Flex Works Co. FA 2014 : Dashboards:

Lifecycle Summary | Product Calendar Status

Level: Product | Show Thumbnails:  | Run | Filters

Hide/Show columns

Image	Health Status	Product ID	03/13/2013 Design Specification Released	04/09/2013 Initial RFQs Sent	04/24/2013 Vendor Selected	05/15/2013 Sample Approval	06/02/2013 Labeling Approval	06/16/2013 Packaging Approval	07/20/2013 Final Specification Released	08/14/2013 QA Approval	09/13/2013 Production Approval	09/15/2013 Production Start	10/16/2013 Production End	10/21/2013 X-Factory Date	11/05/2013 X-Cons
	Warning	111256 Multi-Function Handshower	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013	06/24/2013	08/12/2013	09/13/2013	09/15/2013	10/16/2013	10/21/2013	11/05/2013
	Warning	200451 Caldwell 2-Handle Low Arc Faucet	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013	06/24/2013	08/12/2013	09/13/2013	09/15/2013	10/16/2013	10/21/2013	11/05/2013
	Warning	265201 Felicity Pivoting Paper Holder	03/11/2013	04/08/2013	04/23/2013	05/15/2013	06/02/2013	06/17/2013	07/07/2013	08/25/2013	09/26/2013	09/28/2013	10/29/2013	11/03/2013	11/18/2013
	Warning	356233 Spot Resistant 5-Function Showerhead	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013	06/24/2013	08/12/2013	09/13/2013	09/15/2013	10/16/2013	10/21/2013	11/05/2013



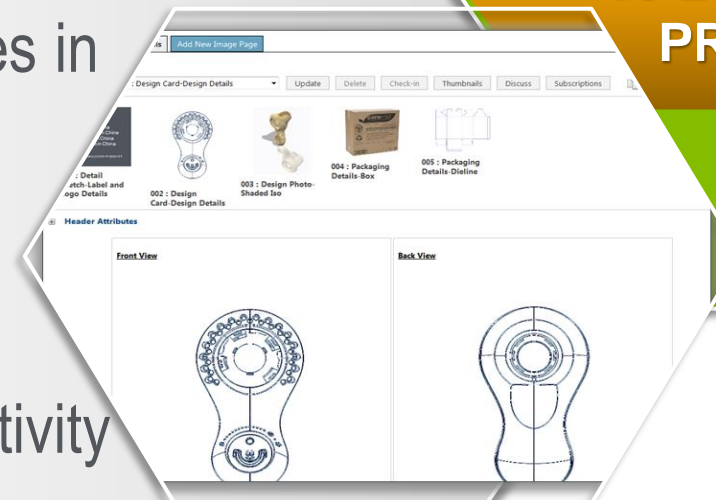
## WHAT IT MEANS

- **Communicate Product Portfolio Plan**  
at the right time when needed, to engineering – as they change – for agility and adaptability
- **Synchronize Engineering**  
to other stakeholders by communicating engineering changes to packaging, artwork for accuracy and speed of turnaround
- **Manage SKU-specific specifications**  
for all variations of a product, to capture differences in BOMs, costing, sourcing, materials, packaging
- **Deliver Engineering Data**  
to all the stakeholders who need it, improving line management efficiency, collaboration, and productivity

## WHY IT MATTERS

Ensure constant alignment across the enterprise, reducing over-development, improving organization efficiency, and ensuring target costs are met

15-20% OVERALL REDUCTION IN  
PRODUCT LINE CYCLE TIME



# SKU-Centric Product Lifecycle Management

## ALIGN organizational stakeholders with that plan



PRODUCT LINE MANAGER



ENGINEER

Product Line Plan

Placeholders

Products

	Product Count	Plan Volume	Plan Sales Value	Plan Retail Margin %	Average Cost
	40	\$16,000	\$100,595,000.00	35	\$80.13
Banbury	9	182,000	\$26,500,000.00	45	\$80.08
Accessory	3	55,000	\$7,200,000.00	45	\$72.00
Faucet	2	31,000	\$4,500,000.00	45	\$79.84
Hand Shower	1	38,000	\$5,800,000.00	45	\$83.95
Showerhead	3	58,000	\$9,000,000.00	45	\$85.34
Caldwell	9	171,000	\$17,050,000.00	30	\$69.80
Felicity	8	179,000	\$20,550,000.00	30	\$80.36
Monticello	2	42,000	\$5,450,000.00	40	\$77.86
Traditional	5	75,000	\$10,470,000.00	38	\$86.55
Waterhill	7	167,000	\$20,575,000.00	40	\$73.92

**Placeholder Details: PH-10623**

**Placeholder Identification**

Name: PH-10623  
Project: Flex Works Co. FA 2014  
Type: Flex Styles Co/Consumer  
Candidate Count: 1

Mapped Attributes: Target Margin % (PH), Target Cost (PH), Target Wholesale Price (PH), Target Retail Price (PH), Target Sales Value (PH), Collection (PH), Product Type (PH), Division (PH), Target Retail Margin % (PH), New / Carryover (PH)

**General Attributes:**

Division (PH): Bathroom  
Collection (PH): Banbury  
Dev Ratio: 1  
Product Type (PH): Hand Shower  
New / Carryover (PH): New

**Target Costing:**

Target Retail Price (PH): \$152.63  
Target Retail Margin % (PH): 45.0  
Target Cost (PH): \$83.95  
Target Margin % (PH): 0.0  
Target Volume (PH): 38,000  
Target Sales Value (PH): \$5,800,000.00  
Target Wholesale Price (PH): \$104.93

Flex Works Co. FA 2014 - 111256 Multi-Function Handshower - Summary

Summary Details Specifications Sourcing Product Planning Approvals Documents Processes Changes History Relationships System

111256 Multi-Function Handshower Project: Flex Works Co. FA 2014

Design Card Actions

Front View Back View

Side View Shaded Isometric View

Colorways

Division: Bathroom  
Product Type: Hand Shower  
Collection: Banbury  
Placeholder: PH-10623  
Product Status: On Hold  
Target Retail Price: \$152.63  
Product Line Manager: Volmar, Dan  
Size Range:  
Type: Flex Styles Co/Consumer  
Lifecycle State: Development  
Date Created: 05/05/2012 7:20 PM GMT  
Last Updated: 02/07/2013 11:06 AM GMT

Related Products:

- Intended product mix
- Volume
- Financial targets (retail price, target cost, margin)

- Required features
- Needed SKU variations
- Financial targets (target cost, margin)

- CAD Models
- Artwork, Imagery Assets
- Materials, Colors
- Hard / Soft BOM

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ENGINEER

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Colorways: [Image]

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Related Products:

Views: Front View, Back View, Side View, Shaded Isometric View

- Intended product mix
- Volume
- Financial targets (retail price, target cost, margin)

- Required features
- Needed SKU variations
- Financial targets (target cost, margin)

- CAD Models
- Artwork, Imagery Assets
- Materials, Colors

Line Management is a view into the Placeholders and Products of a Product Line, to enable management and product development execution of the Product Line.



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Side View Shaded Isometric View

Colorways

Division: Bathroom  
Product Type: Hand Shower  
Collection: Banbury  
Placeholder: PH-10623  
Product Status: On Hold  
Target Retail Price: \$152.63  
Product Line Manager: Volmar, Dan  
Size Range:  
Type: Flex Styles Co/Consumer  
Lifecycle State: Development  
Date Created: 05/05/2012  
Last Updated: 7:20 PM GMT 02/07/2013  
Last Updated By: 1126 AAF GWT

Related Products:

- Intended product mix
- Volume
- Financial targets (retail price, target cost, margin)

- Required features
- Needed SKU variations
- Financial targets (target cost, margin)

- CAD Models
- Artwork, Imagery Assets
- Materials, Colors
- Hard / Soft BOM

PTC Retail PLM  
(Windchill FlexPLM)

PTC Global Dev.  
(Windchill PDMLink)

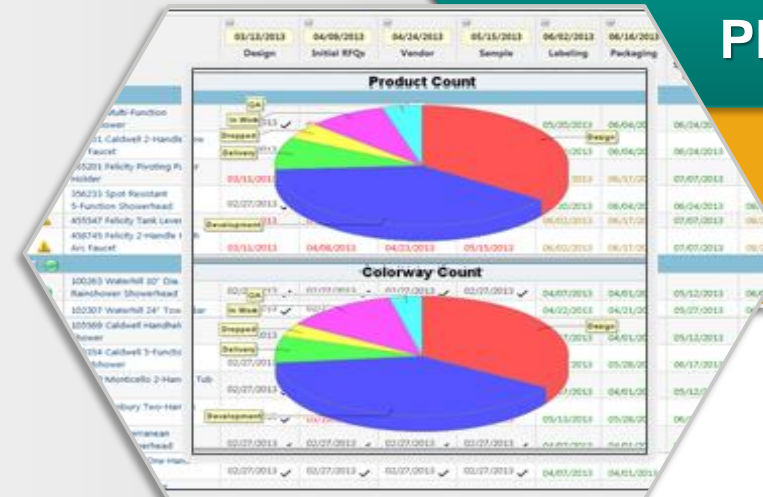
### WHAT IT MEANS

- **Deliver the Right Features**  
to the right markets – by geography, demographics, and channels
- **Improve Management Visibility**  
to developing products, their costs, and their progress via centralized reporting of plan vs. actual data
- **Manage Variability in Products**  
hard/soft goods, design, engineering, artwork and packaging to maximize marketability
- **Leverage Comprehensive Reporting** including costing, market successes or failures, and customer demands to balance tradeoffs

### WHY IT MATTERS

Reduces cost and cycle time by evaluating cost vs. requirements against planned products, their variants, and their intended channels


**5-15% BETTER ACCURACY,  
PRICING TO MARKET**



# SKU-Centric Product Lifecycle Management

## IMPROVE suitability of products to their target markets

**111256 Multi-Function Handshower**



(Change)

**Product ID:** 111256 Multi-Function Handshower  
**Project:** Flex Works Co. FA 2014  
**Placeholder:** PH-10523  
**Source:** 001 : AMHOT INT.  
**Specification:** 001: #1160A : Development - Hand Shower  
**Colorway Name:** -- None Selected --

**Type:** Flex Styles Co\Consumer  
**Product Lifecycle State:** Development  
**Placeholder Lifecycle State:** New  
**Source Lifecycle State:** In Work  
**Specification Lifecycle State:** In Work


**Product Changes & Comments:**

**General Attributes:**

Product Number	111256	Design Number	100674
Division	Bathroom	Product Type	Hand Shower
Collection	Banbury		

**Image Page Details** | Add New Image Page

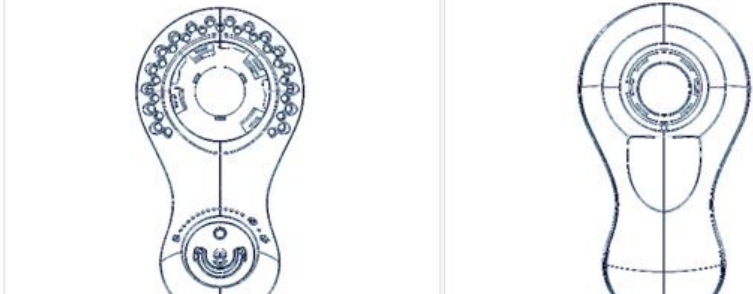
Image Page: 002 : Design Card-Design Details | Update | Delete | Check-in | Thumbnails | Discuss | Subscriptions



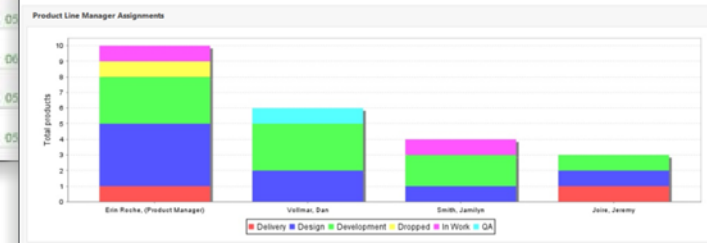
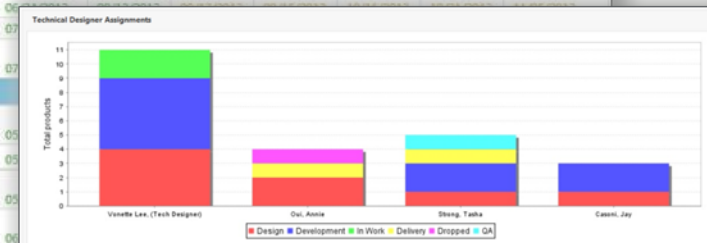
001 : Detail Sketch-Label and Logo Details  
 002 : Design Card-Design Details  
 003 : Design Photo-Shaded Iso  
 004 : Packaging Details-Box  
 005 : Packaging Details-Dieline

**Header Attributes**

<b>Front View</b>	<b>Back View</b>
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Health Status	Product ID	03/13/2013 Design Specification Released	04/09/2013 Initial RFQs Sent	04/24/2013 Vendor Selected	05/15/2013 Sample Approval	06/02/2013 Labeling Approval	06/16/2013 Packaging Approval	07/20/2013 Final Specification Released	08/14/2013 QA Approval	09/13/2013 Production Approval	09/15/2013 Production Start	10/16/2013 Production End	10/21/2013 X-Factory Date	11/05/2013 X-Consolidator
Warning	111256 Multi-Function Handshower	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013	06/24/2013	08/12/2013	09/13/2013	09/15/2013	10/16/2013	10/21/2013	11/05/2013
Warning	200451 Caldwell 2-Handle Low Arc Faucet	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013	06/24/2013	08/12/2013	09/13/2013	09/15/2013	10/16/2013	10/21/2013	11/05/2013
Warning	265201 Felicity Pivoting Paper Holder	03/11/2013	04/08/2013	04/23/2013	05/15/2013	06/02/2013	06/17/2013	07/07/2013	08/25/2013	09/26/2013	09/28/2013	10/29/2013	11/03/2013	11/18/2013
Warning	356233 Spot Resistant 5-Function Showerhead	02/27/2013 ✓	03/26/2013	04/10/2013	05/02/2013	05/20/2013	06/04/2013	06/24/2013	08/12/2013	09/13/2013	09/15/2013	10/16/2013	10/21/2013	11/05/2013
Warning	455547 Felicity Tank Lever	03/11/2013	04/08/2013	04/23/2013	05/15/2013	06/02/2013	06/17/2013	07/07/2013	08/25/2013	09/26/2013	09/28/2013	10/29/2013	11/03/2013	11/18/2013
Warning	458745 Felicity 2-Handle High Arc Faucet	03/11/2013	04/08/2013	04/23/2013	05/15/2013	06/02/2013	06/17/2013	07/07/2013	08/25/2013	09/26/2013	09/28/2013	10/29/2013	11/03/2013	11/18/2013
Success	100263 Waterhill 10" Dia. Rainshower Showerhead	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	04/07/2013	04/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013
Success	102307 Waterhill 24" Towel Bar	02/27/2013 ✓	02/27/2013 ✓	03/13/2013	03/19/2013	04/22/2013	04/21/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013
Success	105569 Caldwell Handheld Shower	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	04/07/2013	04/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013
Success	120354 Caldwell 5-Function Handshower	02/27/2013 ✓	03/19/2013	04/03/2013	04/25/2013	05/13/2013	05/28/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013
Success	236520 Monticello 2-Handle Tub Faucet	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	04/07/2013	04/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013
Success	256235 Banbury Two-Handle Faucet	02/27/2013 ✓	03/19/2013	04/03/2013	04/25/2013	05/13/2013	05/28/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013	06/04/2013
Success	326250 Mediterranean 5-Function Showerhead	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	04/07/2013	04/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013
Success	362562 Waterhill One-Handle Bathroom Faucet	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	04/07/2013	04/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013
Success	533452 Spot Resistant	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	02/27/2013 ✓	04/07/2013	04/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013	05/01/2013



**BOM Details** | Add New BOM

Bill of Materials: 001 : BOM - Faucet

**Header Attributes**

Views: Costing Details | Pricing Date: 05/24/2013 | Run | Hide Images

Component	Mark Up	Part	Material	Material ID	Supplier	Oxford Tan	Steam	Price OVR	Yield/Qty	UOM	Total Cost
<b>Components</b>											
Handshower		0000000064, Handshower_Assy.asm, A.2 (Design)	Polycarbonate	MC-103581	Greentech S.A	Oxford Tan	Steam	\$83.72	1.000	sheet	\$83.72
											<b>\$83.72</b>
<b>Labels</b>											
Product Label			China (for US) Printed Country of Origin	LAB-100206	BARCODES WEST			\$0.00	1.000	each	\$0.08
Brand Label			flexPLM Logo	FLO-103127				\$0.00	1.000	each	\$0.23
Hang Tag			US Paper Hang Tag	PAC-100242	BARCODES WEST			\$0.00	1.000	each	\$0.06
											<b>\$0.37</b>
<b>Packaging</b>											
Poly Bag	New		Polypropylene Bag	PAC-100208	BARCODES WEST			\$0.00	1.000	each	\$0.06
Box			Cardboard Box	PAC-103534	Greentech S.A			\$0.00	1.000	each	\$0.51
Sticker	Delete		Price Sticker					\$0.00	1.000		\$0.00
											<b>\$0.57</b>
<b>Grand Total:</b>											<b>\$84.66</b>

**Total = \$84.66**

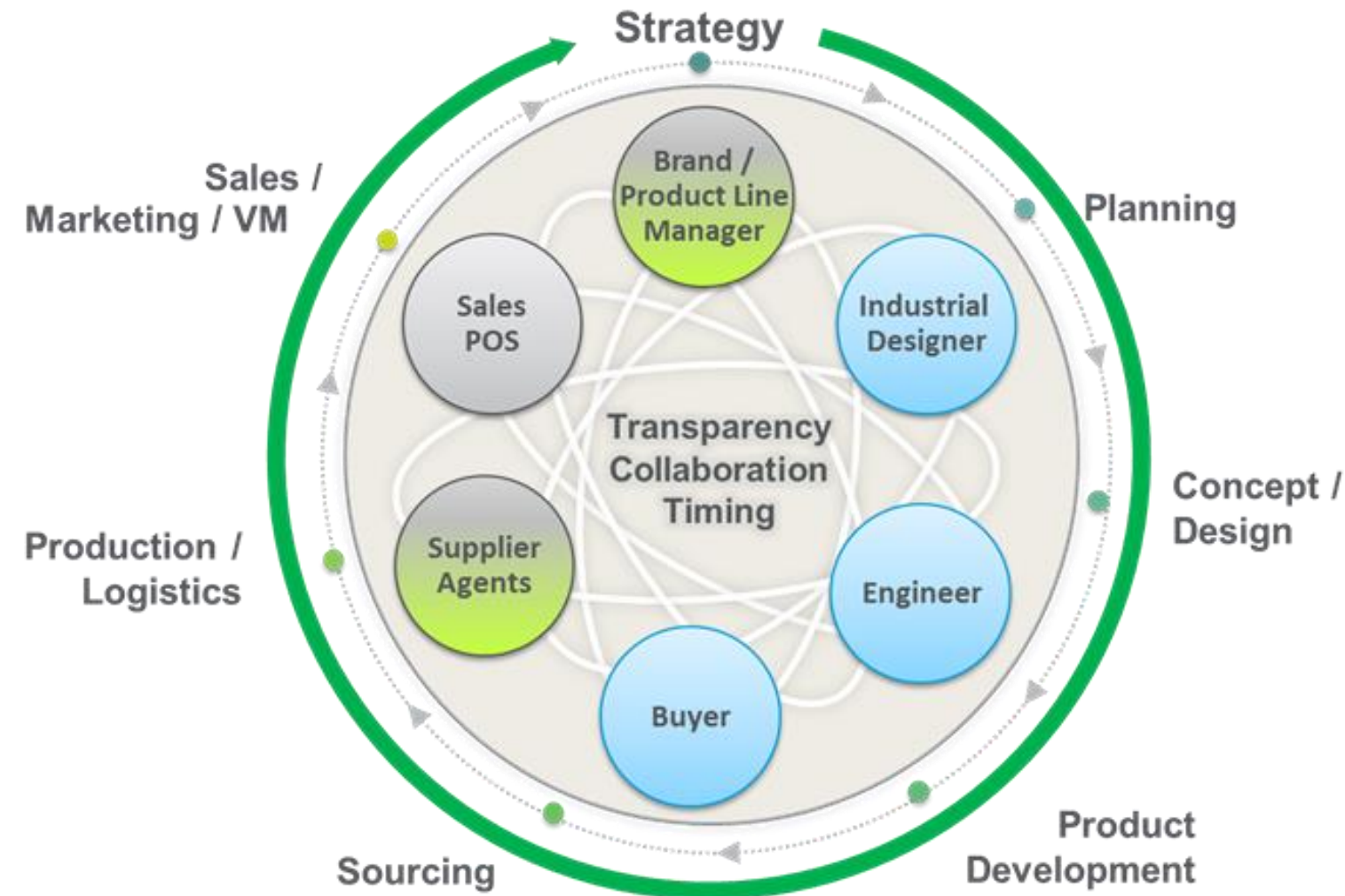
## SKU-Centric Product Development process Benefits...

- To the ENTERPRISE

- Improve agility
- Balance product trade-offs
- Communicate engineering changes
- Improve visibility and reporting

- ...to ENGINEERING

- Collaborate across the value chain
- Stay in sync with strategic goals
- Reduced cycle time
- Reduce errors, quality issues, and waste



- Your feedback is valuable
- Don't miss out on the chance to provide your feedback
- Gain a chance to win an instant prize!
- Complete your session evaluation now

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