Product Familiy Business Analysis And Definition

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Abstract

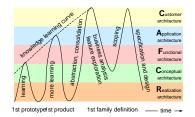
The creation and evolution of a product family is based on a business analysis. Such a business analysis is used for the definition of the family: Which products are members of the family, what distribution of features, which performance range? This article is to be used in the "Family Engineering Handbook", a collective effort of Philips Research employees to consolidate their experiences in family engineering.

Distribution

This article or presentation is written as part of the Gaudí project. The Gaudí project philosophy is to improve by obtaining frequent feedback. Frequent feedback is pursued by an open creation process. This document is published as intermediate or nearly mature version to get feedback. Further distribution is allowed as long as the document remains complete and unchanged.

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From Business Analysis to Family Definition

Roadmapping

Reference Architecture

Requirements Capturing

Feature Space Exploration

Value Engineering

Scope Determination



Reference Architecture

Customer objectives

Application

Functional

Conceptual

Realization

Customer Architecture:

- Key drivers
- Customer Business Models
- Market Model (competition, complementors)

Application Architecture:

- Applicational drivers
- Application Domain Model:
 - entities + relations
 - behavior
- Stakeholders

Functional Architecture:

- Commercial Decomposition:
 - Features, Functions, Options

Price Performance Dimensioning



Customer View

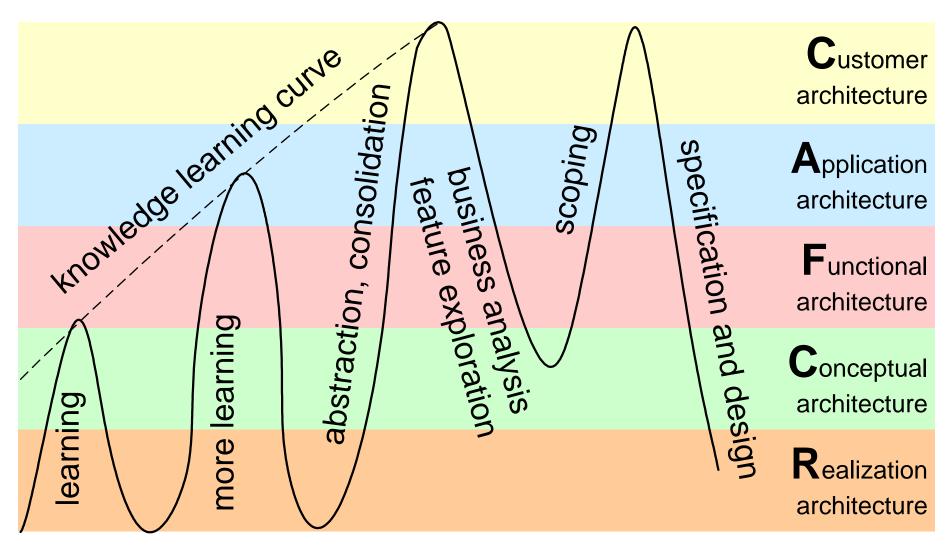
Who appreciates what?

Who pays when for what?

Who takes decisions?



Yoyo over Views



1st prototype st product

1st family definition

— time →



Scoping

Which part of the market do we want to serve?



Component-Based Conceptual Architecture

Customer Conceptual **F**unctional Realization **A**pplication objectives product-specific components architecture guidelines generic components



Attention Points for Life Cycle Requirements

Installation

Configuration

Customization

Life-cycle management (amongst others upgrading)

Configuration Management

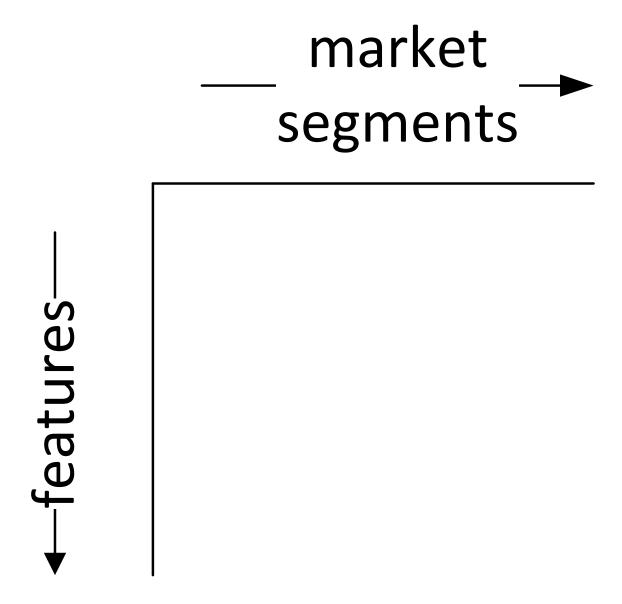
Licensing strategy



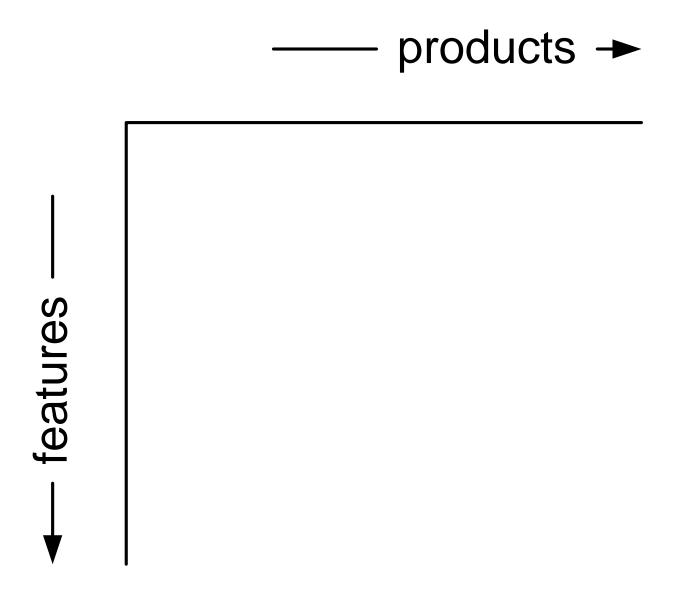
Feature Exploration and Valuation

- 1. Make an inventory of features
- 2. Map features on market segments
- 3. Determine products
- 4. Map features on products
- 5. Determine valuation criteria
- 6. Valuate features per product











Examples of Valuation Criteria

- Value for the customer
- (dis)satisfaction level for the customer
- Selling value (How much is the customer willing to pay?)
- Level of differentiation w.r.t. the competition
- Impact on the market share
- Impact on the profit margin

Use relative scale, e.g. 1..5 1=low value, 5 -high value

Ask several knowledgeable people to score

Discussion provides insight (don't fall in spreadsheet trap)



Product Feature Map with Substituted Numbers

					— products →					
			P1800			P1900			P2200	
1		satisfaction customer	sales price	market share	satisfaction customer	sales price	market share	satisfaction customer	sales price	market share
features -	feeder	1	5	4	3	4	4	4	5	5
	hf feeder									
	buffer	4	3	4	5	3	4	4	3	4
•	sunpower	2	2	1	2	2	1	2	2	4



Final Decision

What feature will be realized when for what product?

