

<p style="text-align: center;">CONFIGURABLE PRODUCT SELF-ASSESSMENT</p> <p style="text-align: center;"><i>Please rate your company in each of the following areas:</i></p>	<p style="text-align: center;">Ratings</p> <p>4 = Excellent 3 = Good 2 = "Just Okay" 1 = Poor 0 = Unsatisfactory N/A = Not Applicable</p>
Sales and/or dealers efficiently and confidently create quotations for our configurable products.	
After expectations have been set for our configurable products by sales and/or dealers, we have no trouble meeting customer expectations.	
Sales and/or dealers submit a customer order and immediately get back to selling—there is no need to hand-hold orders during the order booking and order fulfillment processes.	
Customers, sales and dealers understand what products are available and how they can be configured—we see few "specials."	
Customers can easily buy exactly what they want, e.g., no more, no less, as customers are never forced into pre-packaged bundles.	
The process for translating customer quotations into actual orders is simple and straight-forward.	
Employees across the enterprise have all the information they need about our company's offerings.	
We are process-dependent, not people-dependent, for expert knowledge about the configurability of our offerings.	
We have a robust, coherent process for adding new features and options to our product offerings.	
It is simple and straightforward to update pricing when we need to.	
Company profitability meets expectations.	
Customer orders are delivered on-time.	
The engineering effort is minimal for individual order configurations for 90% or more of our orders.	
In our industry, we are best-in-class in terms of dealing with configurability.	
Our Days Sales Outstanding (DSO) metric meets our expectations.	
Customers would give us the following overall rating:	

Any area with a score of 2 or less needs attention.

