

New Business for Old Europe

**PRODUCT-SERVICE DEVELOPMENT,
COMPETITIVENESS AND SUSTAINABILITY**



EDITED BY ARNOLD TUKKER AND URSULA TISCHNER



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New Business For Old Europe Product Service Development Competitiveness And Sustainability

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New Business For Old Europe Product Service Development Competitiveness And Sustainability:

New Business for Old Europe Arnold Tukker, Ursula Tischner, 2017-09-29 Selling products used to be the standard way of doing business. Traditionally it is left to the user to transform the purchase of a product into something that fulfils effectively a final user need. Today two streams of research, business management and sustainability, normally with very distinct perspectives on the world, have surprisingly converged to form a common conclusion: selling products is old-fashioned business. Companies should switch their focus to selling need fulfilment, satisfaction or experiences. Or in other words, selling integrated solutions or product services. The business management literature argues that by focusing on the integrated final client needs and delivering integrated solutions fulfilling these needs, companies will be able to improve their position in the value chain, enhance added value of their offering and improve their innovation potential. In a business world where many products are becoming equally well performing commodities, this strategy is one of the ways to avoid a sheer competition on price, a type of competition that Europe never can win with emerging and low cost economies such as China. In that sense, product services can mean new business for old Europe. The sustainability knowledge stream argues that need-focused solutions could be inherently more sustainable than products. Product services could offer the value of use instead of the product itself and decrease the environmental load in two ways. First, companies offering the service would have all the incentives to make the product system efficient as they get paid by the result. Second, consumers would be encouraged to alter their behaviour as they gain insight into all the costs involved with the use. Until today, the connections and interchange between the two research streams have been quite limited. The question of whether product services truly are the avenue to a sustainable world is still under discussion. This book aims to develop a systematic view on this issue. The potential of product services to enhance competitiveness and contribute to sustainable development prompted the EU to invest heavily in the theme under the EU's 5th Framework Programme FP5 1997-2002. A variety of research and development projects in the field were supported under the umbrella of the Sustainable Product Development Network SusProNet. These included MEPSS Methodology, Product Service Systems Home Services, HiCS Highly Customised Solutions, Prosecco Product Service Co design and Innopse Innovation Studio and exemplary developments for Product Service. The projects were undertaken by a mix of European research institutions and companies including Orange, Philips and Nokia. Some of these projects focused on developing methods that could help industries change their output from a product to a service. Others focused on the development of new product services or solutions. HiCS, Prosecco, Innopse and yet others tried to analyze under which circumstances product services are likely to be implemented and accepted by consumers. Home Services: One project focused on dissemination of the concept to SMEs. Lean Services: Other projects focused purely on new product service development such as Brainfridge, an intelligent fridge managing its supply chain; ASP.NET application service providers; Protex intelligent enzymes and IPSCON receivers for wireless telephones. New Business for Old Europe brings together the key outputs from

all of these groups to present a state of the art collection on product service development prospects and implications for competitiveness and sustainability The book has a number of aims First it attempts to bridge the gap between business and sustainability literature to lead to a better founded understanding of the business drivers for embarking on product service development and its relation with sustainability and competitiveness Second the book reviews the large amount of studies that have developed toolkits methods and approaches that can support marketers product developers and strategists in business to develop product services selects the best practice approaches and analyses any gaps Third the book examines what opportunities there are for product service development in a variety of key areas including base materials information and communication technologies offices food and households Each chapter in this section discusses the area developments that will stimulate or hinder the market opportunities for product services product service examples and typical implementation challenges for product services in that area These chapters serve as a quick introduction for companies interested in developing product services in a specific area Fourth the book translates all the lessons into suggested approaches for product service development by companies Annexes include a lightweight product service development manual and an alphabetical list of useful underlying tools

R&D Management in the Knowledge Era Tuğrul Daim, Marina Dabić, Nuri Başoğlu, João Ricardo Lavoie, Brian J. Galli, 2019-06-24 This volume explores emerging models methods and tools in the management of research and development R D in the knowledge era with a particular focus on the challenges of the emerging technologies The contributions are organized in five parts Part I Managing Emerging Technologies provides methods and tools to understand the challenges created by the emergence of new technologies Part II Technology and Engineering Management Tools and Policies explores different technology and engineering tools including topics such as product concept development design selection and adoption using technology roadmaps and bibliometrics Part III Technological Innovation and Entrepreneurship explores R D knowledge transfer and entrepreneurial education Part IV Commercialization of Technological Innovations explores the development and application of the technology transfer process which allows managers to succeed in commercializing the outcomes of R D projects Part V Managing the Engineering Enterprise explores the effect economic decision making leadership styles change management and quality management have on an organization s ability to plan and execute initiatives and projects Research and Development has always played a critical role in the engineering and technology focused industries In an era of big data and smart applications knowledge has become a key enabler for R D Managing R D in the knowledge era requires use of key tools and methods However emerging technologies pose many challenges and cause uncertainties or discontinuities which make the task of managing R D even more difficult This book will examine these challenges and provide tools and methods to overcome them Exploring such industries as automotive healthcare business intelligence energy and home appliances this book is a valuable resource for academics scholars professionals and leaders in innovation R D technology and engineering management

Value Networks

in Manufacturing Jayantha P Liyanage, Teuvo Uusitalo, 2016-08-09 This book highlights innovative solutions together with various techniques and methods that can help support the manufacturing sector to excel in economic social and environmental terms in networked business environments The book also furthers understanding of sustainable manufacturing from the perspective of value creation in manufacturing networks by capitalizing on the outcomes of the European Sustainable Value Creation in Manufacturing Networks project New dynamics and uncertainties in modern markets call for innovative solutions in the global manufacturing sector While the manufacturing sector is traditionally driven by technology it also requires other managerial and organizational solutions in terms of network governance business models sustainable solution development for products and services performance management portals etc which can provide major competitive advantages for companies At the same time the manufacturing industry is subject to a change process where business networks play a major role in value creating processes By far the biggest challenge in this context is making value creation a sustainable process where economic social and environmental demands are met Managing product and service related business operations in manufacturing networks thus brings different challenges that cannot purely be resolved using traditional methods and techniques This book is an outcome of a European project funded by the European Commission and performed by a dedicated R D consortium comprised of some leading Research institutions and Industrial partners

System Innovation for Sustainability 1 Arnold Tukker, Martin Charter, Carlo Vezzoli, Eivind Stø, Maj Munch Andersen, 2017-09-08 Sustainable consumption and production SCP was adopted as a priority area during the World Summit on Sustainable Development in Johannesburg in 2002 and has since become one of the main vehicles for targeting international sustainability policy Sustainable consumption focuses on formulating equitable strategies that foster the highest quality of life the efficient use of natural resources and the effective satisfaction of human needs while simultaneously promoting equitable social development economic competitiveness and technological innovation But this is a complex topic and as the challenges of sustainability grow larger there is a need to re imagine how SCP policies can be formulated governed and implemented The EU funded project Sustainable Consumption Research Exchanges SCORE consists of around 200 experts in the field of sustainable innovation and sustainable consumption The SCORE philosophy is that innovation in SCP policy can be achieved only if experts that understand business development sustainable solution design consumer behaviour and system innovation policy work together in shaping it Sustainable technology design can be effective only if business can profitably make the products and consumers are attracted to them To understand how this might effectively happen the expertise of systems thinkers must be added to the mix System Innovation for Sustainability 1 is the first result of a unique positive confrontation between experts from all four communities It examines what SCP is and what it could be provides a state of the art review on the governance of change in SCP policy and looks at the strengths and weaknesses of current approaches The SCORE experts are working with actors in industry consumer groups and eco labelling organisations

in the key consumption areas of mobility food and agriculture and energy use and housing responsible for 70% of the life cycle environmental impacts of Western societies with the aim of stimulating fostering or forcing change to SCP theory in practice The System Innovation for Sustainability series will continue with three further volumes of comprehensive case studies in each of these three critical consumption areas Each chapter of this book examines problems and suggests solutions from a business design consumer and system innovation perspective It primarily examines the differing solutions necessary in the consumer economies of the West but also comments on the differing needs in rapidly emerging economies such as China as well as base of the pyramid economies The System Innovation for Sustainability series is the fruit of the only major international research network on SCP and will set the standard in this field for some years to come It will be required reading for all involved in the policy debate on sustainable production and consumption from government business academia and NGOs for designers scientists businesses and system innovators

Product Lifecycle Management. PLM in Transition Times: The Place of Humans and Transformative Technologies Frédéric Noël, Felix Nyffenegger, Louis Rivest, Abdelaziz Bouras, 2023-01-31 This book constitutes the refereed proceedings of the 19th IFIP WG 5.1 International Conference PLM 2022 Grenoble France July 10-13 2022 Revised Selected Papers The 67 full papers included in this book were carefully reviewed and selected from 94 submissions They were organized in topical sections as follows Organisation Knowledge Management Business Models Sustainability End to End PLM Modelling tools Model Based Systems Engineering Geometric modelling Maturity models Digital Chain Process Transversal Tools Artificial Intelligence Advanced Visualization and Interaction Machine learning Product development Design Methods Building Design Smart Products New Product Development Manufacturing Sustainable Manufacturing Lean Manufacturing Models for Manufacturing

Customer Service Management in Africa Robert Hinson, Ogechi Adeola, Terri Lituchy, Abednego Amartey, 2020-05-07 Customer Service Management in Africa A Strategic and Operational Perspective 978 0 367 14337 4 K410515 Customer Service is Changing The message of 34 authors featured in Customer Service Management in Africa A Strategic and Operational Perspective is clear Today's consumers are no longer passive audiences but active players that engage with businesses at each stage of product or service design and delivery systems Consumer demands and expectations are also increasingly being dictated by changing personal preferences enhanced access to information and expanding digital reality The customer service principles strategic and operational advocated by these authors are universal but particularly compelling as they apply to Africa's unique and dynamic operating environment In recognition of the importance of excellent customer service this comprehensive and well timed book provides an essential guide on the increasing role of the customer to business success This book discusses the management and delivery of customer service under seven broad themes Customer Service as Shared Value Customer Service Strategy Customer Service Systems Customer Service Style Customer Service Culture Customer Service Skills and Customer Experience Advancing Customer Service in Africa Central questions posed and

addressed include What is the new definition of customer service management How should organisations position themselves to create value for customers and stakeholders How should employees project themselves to align with customer service promises made by their organisations Overall this book provides strategic and operational insights into effective customer service management in Africa The customer service management concepts roles and practices outlined particularly as they apply to the African context make it an important addition to scholars or practitioners reference works **Made to Serve**

Timothy Baines,Howard Lightfoot,2013-04-09 A comprehensive practical introduction to one of the most important new trends in manufacturing globally The delivery of a service component as an added value when providing products servitization is all the rage in the manufacturing sector around the world Yet despite the clear competitive advantage of servitization most manufacturers remain reluctant to venture into what for them is a strange new world Written by a team of internationally respected servitization experts and innovators this book provides you with a detailed road map for successfully navigating the servitization terrain Unlike most authors on the subject who merely sing the praises of servitization Baines and Lightfoot provide you with a framework for assessing the feasibility of adopting a services led competitive strategy in your company along with strategies for designing and implementing the kinds of service offerings customers increasingly are coming to expect Grounded in real world practice and supported by a wealth of up to the minute research this book helps ease the way for manufacturers considering adopting a servitization model Shows how to exploit your company s manufacturing competencies to build a strong servitization element without becoming just another services company Provides numerous illustrations and examples of services led competitive strategies with an emphasis on the advanced services most widely associated with servitization worldwide Packed with fascinating and instructive case studies from leading manufacturing firms across industry sectors including Caterpillar Rolls Royce Alstom MAN Xerox and others

Analytics, Innovation, and Excellence-Driven Enterprise Sustainability Elias G. Carayannis,Stavros Sindakis,2017-04-19 This book offers a unique view of how innovation and competitiveness improve when organizations establish alliances with partners who have strong capabilities and broad social capital allowing them to create value and growth as well as technological knowledge and legitimacy through new knowledge resources Organizational intelligence integrates the technology variable into production and business systems establishing a basis to advance decision making processes When strategically integrated these factors have the power to promote enterprise resilience robustness and sustainability This book provides a unique perspective on how knowledge information and data analytics create opportunities and challenges for sustainable enterprise excellence It also shows how the value of digital technology at both personal and industrial levels leads to new opportunities for creating experiences processes and organizational forms that fundamentally reshape organizations **Design for Tomorrow—Volume 1** Amaresh Chakrabarti,Ravi Poovaiah,Prasad Bokil,Vivek Kant,2021-04-26 This book showcases cutting edge research papers from the 8th International Conference on Research into

Design ICoRD 2021 written by eminent researchers from across the world on design processes technologies methods and tools and their impact on innovation for supporting design for a connected world The theme of ICoRD 21 has been Design for Tomorrow The world as we know it in our times is increasingly becoming connected In this interconnected world design has to address new challenges of merging the cyber and the physical the smart and the mundane the technology and the human As a result there is an increasing need for strategizing and thinking about design for a better tomorrow The theme for ICoRD 21 serves as a provocation for the design community to think about rapid changes in the near future to usher in a better tomorrow The papers in this book explore these themes and their key focus is design for tomorrow how are products and their development be addressed for the immediate pressing needs within a connected world The book will be of interest to researchers professionals and entrepreneurs working in the areas on industrial design manufacturing consumer goods and industrial management who are interested in the new and emerging methods and tools for design of new products systems and services

Waste Electrical and Electronic Equipment (WEEE) Handbook Vannessa Goodship, Ab Stevels, Jaco Huisman, 2019-07-13 Waste Electrical and Electronic Equipment WEEE Handbook Second Edition is a one stop reference on current electronic waste legislation initiatives their impact and the latest technological considerations for reducing electronic waste e waste and increasing the efficiency of materials recovery It also provides a wide range of global and corporate examples and perspectives on the challenges that face specific regions and companies along with the solutions they are implementing in managing e waste offering further insights on how discarded products can be treated Sections introduce the reader to legislation and initiatives to manage WEEE and discuss technologies for the refurbishment treatment and recycling of waste electronics Further sections focus on electronic products that present particular challenges for recyclers explore sustainable design of electronics and supply chains discuss national and regional WEEE management schemes and more Addresses the latest challenges and opportunities for electronic waste e waste management including e waste collection models circular economy implications rare earth metal recovery and much more Draws lessons for waste electrical and electronic equipment WEEE policy and practice from around the world Discusses legislation and initiatives to manage WEEE including global e waste initiatives EU legislation relating to electronic waste and eco efficiency evaluation of WEEE take back systems

ECKM2014-Proceedings of the 15th European conference on Knowledge Management Carla Vivas, 2014-10-01 The world economy in which we are living poses challenges that lead to a realization that more of the same will be difficult to sustain This provides an illustration that in order to create new or modified knowledge practices strengthen customer relationships and thus positively influence customer satisfaction organizations must be flexible in configuring combining knowledge and knowledge structures in a way that is appropriate for delivering value to the customer It must simultaneously develop effective strategies for updating the knowledge of its staff members necessary for underpinning the creation and delivery of appropriate knowledge services Thus unlearning forgetting becomes a critical

means for organizational success The ECKM community of scholars has already initiated dialogue that links its particular strengths to innovation issues This conference aims to further that dialogue by attracting leading edge work that leverages the ECKM community's in depth understanding of learning and unlearning to better understand knowledge management Our aim is to stimulate breakthrough research streams linking learning unlearning and knowledge management How can organizations tailor use and extend techniques and tools from knowledge management for improving their business practices and processes Building upon existing work on knowledge management KM and organizational learning the conference will promote interdisciplinary approaches from computer science and information systems business management and organization science as well as cognitive science Emphasis will be put on systematic learning from experience KM tools and KM success factors A special interest belongs to knowledge management initiatives which are lightweight i e do not place considerable additional burden on users and KM experts allow an incremental adoption i e do not require large up front investment before any return of investment is at least visible and are flexible regarding frequent changes in experts and topics Continuing the success of the ECKM conference series since 2000 the 2015 conference will provide an international communication forum bringing together academia and industry for discussing the progress made and addressing the challenges faced by continuous learning in knowledge intensive organizations System Innovation for Sustainability 3

Ursula Tischner,Eivind Stø,Unni Kjærnes,Arnold Tukker,2017-09-08 Focuses on providing answers to the question of how food production and consumption systems can stay within the limits of the carrying capacity of our natural environment This work also considers the challenges of food security and nutrition in the context of sustainability and a growing world population **Sustainable Production Through Advanced Manufacturing, Intelligent Automation and Work**

Integrated Learning Joel Andersson,Shrikant Joshi,Lennart Malmsköld,2024-05-07 Collaboration between those working in product development and production is essential for successful product realization The Swedish Production Academy SPA was founded in 2006 with the aim of driving and developing production research and higher education in Sweden and increasing national cooperation in research and education within the area of production This book presents the proceedings of SPS2024 the 11th Swedish Production Symposium held from 23 to 26 April 2024 in Trollhättan Sweden The conference provided a platform for SPA members as well as for professionals from industry and academia interested in production research and education from around the world to share insights and ideas The title and overarching theme of SPS2024 was Sustainable Production through Advanced Manufacturing Intelligent Automation and Work Integrated Learning and the conference emphasized stakeholder value the societal role of industry worker wellbeing and environmental sustainability in alignment with the European Commission's vision for the future of manufacturing The 59 papers included here were accepted for publication and presentation at the symposium after a thorough review process They are divided into 6 sections reflecting the thematic areas of the conference which were sustainable manufacturing smart production and automation

digitalization for efficient product realization circular production industrial transformation for sustainability and the integration of education and research Highlighting the latest developments and advances in automation and sustainable production the book will be of interest to all those working in the field **Framing the Economy of the Future** Niels Faber,Sjors Witjes,2024-09-06 This book explores fundamental socio economic trends that are radically changing perspectives on the relationship between people and the world around them Focusing on the principles of sustainability circularity and inclusivity it illustrates how these trends form the breeding ground for a new economy embodying a logic of collectiveness Sustainable Business Models Annabeth Aagaard,2018-09-06 This book provides a comprehensive exploration into the identification and development of sustainable business models as well as their implementation management and evaluation With ever increasing pressure on organisations to respond to societal change and improve competition through sustainable business model innovation SBMI this book aims to contribute to the knowledge of their design and management The chapters explore the role of partnerships the Internet of Things and the circular economy among other factors in developing SBM and how SBMI is facilitated through ideation and in entrepreneurial settings Providing new typologies patterns and a framework to evaluate the level of sustainability of business models this book critically reviews existing literature on the topic to examine the potential of SBMI in research and in practice The contributing authors employ a number of case studies and case examples to illustrate the integration of sustainable business models throughout the value chain and their influence on wider social environmental and business activities **Chaos, Complexity, and Sustainability in Management** Cepni, Elif,2024-06-17 In today s rapidly evolving world traditional management approaches often fail to address the complexities of modern challenges Decision makers frequently encounter unpredictable environments where Volatility Uncertainty Complexity and Ambiguity VUCA reign this poses a significant obstacle to achieving sustainable outcomes and can lead to ineffective decision making By presenting cutting edge research and theoretical frameworks Chaos Complexity and Sustainability in Management equips seasoned professionals researchers and students with the tools to navigate the complexities of adaptive systems and make informed decisions in a VUCA world It delves into decision making in strenuous environments systems thinking and sustainable management practices providing practical insights and strategies for addressing these challenges Through a comprehensive exploration of these concepts readers will understand how to thrive in turbulent times *Circular Economy Opportunities and Pathways for Manufacturers* Henrik Hvid Jensen,2025-03-11 In today s rapidly evolving manufacturing landscape the future competitiveness for manufacturers hinges on three interlinked paradigms 1 Circular Economy Models for Zero Waste Product Lifecycles The shift from traditional linear models to circular ones is increasingly crucial Circular strategies extend product lifecycles optimize resource use and open new revenue streams ultimately bolstering resilience competitiveness and customer relationships 2 Sustainable Manufacturing Through Decarbonization As global awareness around sustainability

grows the push toward decarbonized manufacturing processes is no longer optional Such an approach minimizes environmental impact while aligning with international sustainability goals

3 Digital Enablement for Paradigm Transformation

Digitization serves as the lynchpin in realizing cleaner manufacturing and circular economy objectives Tools like the Digital Product Passport DPP empower manufacturers to achieve transparency encourage collaboration and create unmatched business value expediting the transition to sustainable and circular manufacturing One of the most pressing challenges for manufacturers today is achieving the transition to cleaner and circular business models in a financially viable way This book delves deeply into the business opportunities circularity presents and the pivotal role of digital solutions in enabling a smooth and cost effective transition It emphasizes how digitization can address economic feasibility concerns while driving operational efficiency and sustainability By breaking down these critical elements the book provides actionable insights and frameworks serving as a practical guide for manufacturers striving to align economic priorities with environmental and operational demands ensuring long term competitiveness and resilience Visit <https://circularpathwaysbook.com> to continue your journey

Product Design

Catalin Alexandru, Codruta Jaliu, Mihai Comsit, 2020-10-28 Product design is a comprehensive process related to the creation of new products and the ability to design and develop efficient products are key to success in today's dynamic global market Written by experts in the field this book provides a comprehensive overview of the product design process and its applications in various fields particularly engineering Over seven chapters the authors explore such topics as development of new product design methodologies implementation of effective methods for integrated products development of more visualized environments for task based conceptual design methods and development of engineering design tools based on 3D photogrammetry among others

Entrepreneurship, Innovation and Sustainability

Marcus Wagner, 2017-09-08 This book addresses the intersection of entrepreneurship innovation and sustainability EIS presenting high quality research illuminating the relationship between the three fields The EIS nexus is particularly relevant from a European point of view given the focus of the European Commission on corporate social responsibility CSR and sustainability as well as their prominent role within the European Union in general Also the rapid economic growth witnessed especially in the BRIC countries in recent years requires that firms reconcile sustainability aspects with profitability and innovation and entrepreneurs are seen as key diffusers of these aims Sustainability requires both radical and incremental innovation at many different levels technology product process system In many cases such innovations come from small and medium sized enterprises and so the role of the entrepreneur is key to their success The book is split into six sections The first section examines the nexus in detail focusing on system oriented connectivity between sustainability innovation and entrepreneurship The second section looks at how to nurture corporate entrepreneurship for sustainability and the third considers mature industries such as automotives chemicals and electronics and how sustainability aspects can be integrated into innovation process and strategy The fourth section examines the nexus through the lens of

developing countries in Africa Sustainable entrepreneurship is identified as a hugely beneficial way to foster development The fifth section of the book concentrates on SMEs and finally the EIS nexus is approached from a network perspective and focuses on inter organisational partnerships which are often an important facilitator or spark for EIS initiatives This book will prove to be essential for researchers in the EIS nexus and be of invaluable help to practitioners governments and inter governmental bodies attempting to encourage sustainable entrepreneurship and innovation **Integrative Design** Ralf Michel, 2019-06-17 Design reflects social developments in those issues which are also embraced by design researchers A key concept for how designers position themselves in the future according to the editor's thesis may well be integrative design This term denotes design's potential for the integrative development of a society a potential imperatively linked with economic and political positions Integrative Design collects basic essays on aspects of Integrative Design including design after ownership inclusion design as an interface with society the integration of design and technology and the political agenda of design The associated website documents current and recently completed research projects that expand on these aspects

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