



Special Session

Industrial Product-Service Systems in Small and Medium Enterprises

IPSS 2016: <http://ipss2016.unibg.it/>

Scope

Management and academic research has shown that the development of approaches based on product-service system can provide manufacturing firms with competitive advantages. This has been shown to be particularly true in commoditized global markets where companies strive to attract and retain their customers. Indeed, many companies globally have been experiencing a shift in their core business towards product-service system often driven directly by their customers. This transformation to servitization takes many forms, however, the basis of the change is to provide an integrated product and service offering designed to be competitive while satisfying customer needs and outcomes. Product service system have been seen to take many different forms.

Much of the literature to date, has focused on to large enterprises characterized where the success has been created through top management commitment, strong organizational structures, defined competencies and skills. On the contrary, the reasons why they how Small and Medium Enterprises (SMEs) design and deliver product-service systems has not been yet explored in a systematically.

The gap in the understanding of the servitization journey that exists between large firms and SME is the main motivation for creating this Special Session on "Industrial Product Service Systems in Small and Medium Enterprises". The aim of this Special Session is to understand if, and how, SMEs are facing the shift towards a service-oriented approach; to understand how they design and deliver new customer value propositions; to understand how they are using new technologies; to understand how they enlarge their competences and skills base by considering the wider ecosystem and open innovation; to better understand how they are approaching new challenges of system integration.

Session Organizers

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Topics/ Keywords

This Special Issue welcomes papers that offer novel research contributions in any aspect of previous research areas of interest specifically related to Small and Medium Enterprises. Contributions may concern theoretical and empirical studies on the following suggested topics:

- Asset management in Industrial Product-Service Systems
- Barriers and enablers of Industrial Product-Service Systems
- Change management in the Industrial Product-Service Systems context
- Contract and risk management in Industrial Product-Service Systems
- Industrial Product-Service business models and strategies
- Industrial Product-Service operations, value chains and networks
- Industrial Product-Service value proposition and portfolio definition
- Management and transfer of intellectual property in Industrial Product-Service Systems
- Managing human resources for Industrial Product-Service Systems
- Performance management in Industrial Product-Service Systems
- Product-service engineering
- Service transformation paths.

The focus is on high-quality original unpublished research, case studies and actual implementation experiences.

Submission procedure

Acceptance of papers is based on review of the full manuscript (up to 6 pages). Instruction for authors are available on <http://ipss2016.unibg.it/>

To ensure the correct identification of the manuscript for inclusion into the correct Special Issue, it is important to select "**SI: 8th IPSS 2016**" for the "Article Type". When submitting please indicate the name of the special session in the "**Comments**" section.

Please follow the submission procedure on: <http://ipss2016.unibg.it/>, with copy of your paper sent by email to the chairs of the special session.

Dead line for submission of full papers of special sessions: 15th January 2016.