**Change Request 3: Expansion of system to electronics-related hardware.**

**Change ID:** CR-003

**Change Description:**

Customer requests to expand the product catalog to include tools, manufacturing products and raw materials (wires, nuts, bolts, etc.) related to electronic products.

**System Impact:**

* Database update to support new product types with their respective attributes.
* Changes in user interfaces and product catalogs to add and manage this new product category.
* Possible integration of new business rules for the sale, invoicing and distribution of this type of items.
* Update categories and search filters so that customers can easily locate these new products.

**Estimated Time and Cost:**

* Development Time: 4 weeks
* Estimated Cost: $72800 mxn

**SWOT Matrix:**

- Strengths: Programmers are trained in this area of development.

- Weaknesses: Increased operating costs, including warehousing and inventory management.

- Opportunities: Increased sales by attracting customers interested in hardware products.

- Threats:

**CCB Acceptance Criteria:**

**Human Resources:**

* New skills are required, hence the need for training to enable staff to handle the expansion into a new product category.

**Vote**: Reject

**Finance Department:**

* The cost of expanding the inventory system, updating product catalogs and adding new suppliers is 72800 pesos and the increase in revenue from the sale of hardware products is less than 50%.

**Vote**: Reject

**CEO:**

* Diversifying into hardware products is not consistent with the brand's core offering, but would make the company more competitive in the market.

**Vote**: Reject

**Acquisition Department:**

* We have no reliable suppliers for this category of hardware. This change introduces logistical complexities in the management of both electronics and hardware products.

**Vote**: Reject

**Final decision:**

The change has been **rejected** by all departments that make up the CCB due to the financial aspects and because it does not align with business objectives