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# COST SMARTER

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 THE GLOBAL CONFERENCE FOR  
ENTERPRISE PRODUCT COSTING

DECEMBER 2, 2021  
VIRTUAL CONFERENCE

## ABOUT COST SMARTER

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Learn more about successful costing at Cost Smarter - The Global Conference for Enterprise Product Costing. This year's virtual conference on December 2 will be organized by FACTON in two language versions.

### **TIMES AND LANGUAGES**

German speaking section

10:00 am to 12:30 pm (CET)



English speaking section incl. North America User Conference

1:30 pm to 5:00 pm (CET)

7.30 am to 11.00 am (EST)



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## HIGHLIGHTS

### **SMART MANUFACTURING**

Hear more about cost control in the Smart Factory in the joint keynote by Alexander M. Swoboda, CEO FACTON, and Magnus Sandberg, Group CEO of the CSI Smart Manufacturing Initiative.

### **BEST PRACTICES IN COSTING**

Look forward to insights from experts for experts. Auria Solutions, Fresenius Medical Care and WEBER-HYDRAULIK show best practices in cost calculation.

### **EPC PRODUCTS | SERVICES**

Learn more about our product strategy and new services. We will present the EPC roadmap and our new support services. Get insights into the results of this year's customer survey.

### **NETWORKING**

Expand your costing network and delve into current topics from the EPC community in moderated Q&A sessions and virtual table discussions.

# AGENDA

## GERMAN SPEAKING SECTION

CET

10:00 am	<b>Welcome to the German section</b> Rüdiger Stern, Vice President Professional Services, FACTON	
10:10 am	<b>FACTON - State of the union</b> Alexander M. Swoboda, CEO, FACTON	
10:30 am	<b>Updates, strategy and roadmap: spotlight on FACTON EPC Cost Management*</b> Tino Riedel, Senior Product Manager, FACTON	
10:55 am	<b>How customers can unlock potential and optimize their costing</b> --- <b>Optimized service: introduction to extended support options</b> Christian Hinz, Director Sales Europe, FACTON	
11:15 am	<b>Coffee break   Enjoy our virtual tables</b>	
11:30 am	<b>CUSTOMER INSIGHT</b> <b>Automated creation of projects, BoM and variant matrix in one step</b> Thomas Schaller, Specialist Projects - Project Controlling FACTON, REHAU  REHAU has implemented an automated process to create new projects on the base of PLM data. Based on a spreadsheet, exported from the PLM system, and a project table, the process creates the single (variants), multi and configuration projects with its references. It also imports the BoM and all quantities for the variant matrix.	
12:00 pm	<b>CUSTOMER INSIGHT</b> <b>Fast creation of calculations through product configurations</b> Thomas Tack, Head of Cost Engineering & Order Design, WEBER-HYDRAULIK  WEBER-HYDRAULIK provides purchasing with company-specific cost models, an application to determine targets for purchased parts and recalculate offers with benchmark data. The case study shows how the EPC Cost Model Designer (CMD) is used for product configuration. The company digitally integrates the cost models into FACTON EPC.	
12:40 pm	<b>Lunch break   Enjoy our virtual tables</b>	

\*The presentation is also part of the English-language conference program.

# AGENDA

## ENGLISH SPEAKING SECTION

CET / EST

1:30 pm

**Welcome to the English section**

7:30 am

Rüdiger Stern, President North America, Vice President Professional Services, FACTON

1:35 pm

**Keynote: The future of manufacturing is smart**

7:35 am

Alexander M. Swoboda, CEO, FACTON

Magnus Sandberg, Group CEO, CSI Smart Manufacturing Initiative

Short-term changes in supply chains, variant management of vehicles, small batch sizes of industrial goods will be solved more efficiently by digital and autonomous production processes in the future. The prerequisite is to overcome isolated processes, silo-like data management and self-contained production and move toward complete vertical and horizontal networking of production.

2:15 pm

**CUSTOMER INSIGHT**

8:15 am

**From part-oriented to product-function-oriented cost management in the context of health care industry**

Christian Steeg, Cost Engineer, Global Research & Development and Global Manufacturing, Quality & Supply, Fresenius Medical Care

Following the engineering capabilities transforming from part oriented to function oriented, Fresenius Medical Care evolve their product cost management. Therefore, an approach is described to leverage model based systems engineering for function oriented cost management.

2:45 pm

**CUSTOMER INSIGHT**

8:45 am

**Jointly driving forward the expansion of Take Rate functionality**

Cynthia Xu, Vice President of Finance, Auria Solutions

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**Live Demonstration of the Take Rate functionality**

Auria Solutions required the EPC software to assess parts for different programs/model series with different take rates within one delivery volume. Auria Solutions provided its expertise to extend the software so that this new Take-Rates function could be specified in close collaboration.

# AGENDA

## ENGLISH SPEAKING SECTION

CET / EST

**3:15 pm**  
**9:15 am** *Coffee break | Enjoy our virtual tables*

**3:35 pm**  
**9:35 am** **Updates and roadmap: spotlight on FACTON EPC Should Costing**  
Kai Fischer, Senior Product Manager, FACTON



**3:55 pm**  
**9:55 am** **From the interface to the system landscape: Using data by connecting via OData API**  
Tobias Menke, Director Business Development EME, Forming Technologies



FACTON EPC relies on OData API for the integration of third-party applications and automated data exchange. The smooth connection using the example of the Forming Suite shows that material and machine properties can be used directly to derive production costs using integrated benchmark data in FACTON EPC.

**4:20 pm**  
**10:20 am** **Updates, strategy and roadmap: spotlight on FACTON EPC Cost Management**  
Tino Riedel, Senior Product Manager, FACTON



**4:45 pm**  
**10:45 am** **Closing Remarks**  
Alexander M. Swoboda | Rüdiger Stern



**4:50 pm**  
**10:50 am** *Enjoy our virtual tables*

For more information and to register, please visit:  
[www.factor.com/costsmarter](http://www.factor.com/costsmarter)

# SPEAKER

IN ORDER OF APPEARANCE ON THE AGENDA



**Rüdiger Stern**  
President North America,  
Vice President Professional  
Services, FACTON



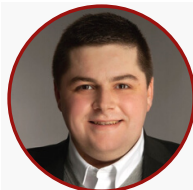
**Alexander M. Swoboda**  
CEO  
FACTON



**Christian Hinz**  
Director Sales Europe  
FACTON



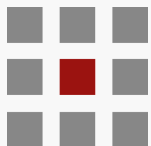
**Tino Riedel**  
Senior Product Manager  
FACTON



**Thomas Schaller**  
Specialist Projects - Project  
Controlling FACTON  
REHAU



**Thomas Tack**  
Head of Cost Engineering &  
Order Design  
WEBER-HYDRAULIK



**Learn more**  
[www.facton.com](http://www.facton.com)



**Magnus Sandberg**  
Group CEO  
CSI Smart Manufacturing  
Initiative



**Christian Steeg**  
Cost Engineer, Global Research  
& Development and Global  
Manufacturing, Quality & Supply  
Fresenius Medical Care



**Cynthia Xu**  
Vice President of Finance  
Auria Solutions



**Kai Fischer**  
Senior Product Manager  
FACTON



**Tobias Menke**  
Director Business  
Development EME  
Forming Technologies

## **ABOUT FACTON**

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The FACTON EPC Suite is the leading Enterprise Product Costing (EPC) solution for the automotive, aerospace, mechanical engineering, and electronics industries. Its specific solutions offer robust answers to the requirements of executive management and individual departments within the enterprise. FACTON EPC enables standardized, enterprise-wide costing independent of location and department for maximum product cost transparency throughout every phase of the product lifecycle. Businesses accelerate their costing, achieve pinpoint cost accuracy, and secure their profitability.

FACTON was founded in 1998 and has locations in Potsdam, Dresden, and Detroit. The international portfolio of customers includes Ford Motor Company, Mahle Behr, MANN+HUMMEL, Vibracoustic, Porsche, and other renowned manufacturers.

### **Contact**

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