

## Press Release

# FACTON, Inc. COO Michael Betz to Present on OEM-Supplier Relationships, Quoting & Costing at Inaugural SAA Ignite Conference

**Troy, Michigan – Wednesday, August 23, 2017** – FACTON Inc, the leader in Enterprise Product Costing (EPC), today announced that Chief Operating Officer Michael Betz has been invited to speak at the inaugural “[SAA Ignite](#)” event on August 24 in Detroit. Organized by the Society of Automotive Analysts (SAA) and modeled after the renowned Ted Talks concept, SAA Ignite provides a forum for 11 speakers to tell the world about their big, automotive-related ideas.

“The cornerstone of the automotive OEM-supplier relationship is trust,” said Betz. “Suppliers that are capable of delivering accurate, timely quotes are highly regarded by OEMs, and are more likely to earn their trust - and thus new business. I’m excited to talk about best practices in collaborative quoting and building OEM-supplier relationships at this new event.”

Betz’s talk is particularly timely given the rapidly changing dynamics in the automotive industry; recent rapid changes are creating complexity in costing and quoting, resulting in “Information Chaos” for OEMs and Tier 1’s. In the past decade, OEMs and suppliers have embraced standardization and collaboration in engineering and logistics, leading to dramatic improvements in design cycles times; however, the world of costing and quoting lags far behind and remains highly unstructured. In his presentation, Betz will discuss the potential road forward to enhancing the OEM-supplier relationship via improved standardized costing and quoting.

More information and registration for the event is available at <http://saaauto.com/event/ignite/>.

### About FACTON

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 life cycle. Businesses accelerate their costing, achieve pinpoint cost accuracy and secure their profitability.

[FACTON](#) was founded in 1998 and has locations in Potsdam, Dresden, Stuttgart and Detroit. Hasso Plattner, founder and chairman of the supervisory board of SAP AG, has supported this innovative company since 2006. The international portfolio of customers includes Ford Motor Company, Henniges Automotive, Fisher & Company, DURA Automotive Systems, Airbus, Mahle Behr, MANN+HUMMEL, Porsche and other renowned manufacturers.

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