

Press Release

Henniges Automotive Selects FACTON to Standardize Costing and Quoting Processes Across Global Operations

Troy, Michigan – March 30, 2017 – FACTON, a leader in Enterprise Product Costing (EPC), today announced Henniges Automotive has selected FACTON EPC as the core technology solution to standardize costing and quoting across the enterprise.

Henniges Automotive, headquartered in Auburn Hills, MI, will deploy FACTON EPC in seven countries spanning across three continents – North America, Europe and Asia, in its sales, engineering, purchasing, quoting, finance, and management areas. This includes costing for all manufactured and purchased parts, as it is critical for automotive suppliers to closely track cost developments and perform precise cost calculations to remain competitive. Cost differences of only a few cents are important and are difficult to identify without a specialized costing tool designed to make the information visible and actionable.

Henniges Automotive chose FACTON based on the following criteria:

- Flexibility to configure solution to meet demands of their existing costing scheme – other solutions required extreme customization
- Ability to rollout the system quickly to replace their existing legacy system
- Deep understanding of the automotive industry

Larry Williams, President and Chief Financial Officer at Henniges Automotive, explains: “We needed a solution to improve accuracy and efficiency in our quoting process. FACTON is replacing a legacy system, which was difficult to use, lacked historical view of quoting, and required too much time to respond to customer quote requests. FACTON eliminates these restrictions, increases efficiency and provides management with critical information for decision making.”

“Henniges Automotive joining the growing number of automotive manufacturers who use the FACTON Enterprise Product Costing solution is a clear sign that proactive and transparent product cost management is now a top priority,” says FACTON President North America Ruediger Stern. “Henniges Automotive ultimately decided in favor of our solution due to its ability to configure the solution to match their strict costing scheme. This naturally makes us proud and inspires us to work even harder on expanding the functionality of our software for automotive suppliers. To achieve this, we work very closely with our customers and are open to their needs and requirements.”

The FACTON EPC Suite

The FACTON EPC Cost Management solution is part of the FACTON EPC Suite. The Suite consists of specific solutions that address the product costing requirements of company departments and divisions – from top management, controlling and production to development, purchasing and sales.

About Henniges Automotive

Henniges provides automotive original equipment manufacturers (OEMs) with sealing systems for doors, windows, trunks, lift gates, sunroofs and hoods. The company also supplies the automotive market with anti-vibration components and encapsulated glass systems. Henniges sells to all major Automotive OEM customers and operates facilities in North America, South America, Europe and Asia. The company has 7,700 employees worldwide. For more information, please visit <http://www.hennigesautomotive.com/>

About FACTON

FACTON was founded in 1998 and has locations in Potsdam, Dresden, Stuttgart (Germany) and Troy, MI (USA). Hasso Plattner, founder and chairman of the supervisory board of SAP AG, has provided financial and strategic support to this innovative company since 2006. FACTON's international portfolio of customers includes Ford, Henniges Automotive, Airbus, Mahle Behr, Deutz, MANN+HUMMEL, Porsche and other renowned automotive manufacturers.

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 with FACTON EPC.

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