

## PRESS RELEASE

# Strategic Partnership: FACTON and ORBIS Bundle Automotive Expertise

Troy, Michigan – June 5, 2018 – FACTON, the leader in Enterprise Product Costing (EPC) solutions, announced today that it has formed a strategic partnership with global software and business consulting firm ORBIS AG. The objective of the collaboration is to offer automotive suppliers optimum support in achieving consistent, standardized and transparent RFQ, product costing and quoting processes. Upgraded costing processes are a key prerequisite, not only in complying with OEM requirements for cost breakdowns (CBD) for new parts, but also for Advanced Product Quality Planning (APQP).

This is why ORBIS linked its ORBIS AutomotiveONE CRM industry package, based on Microsoft Dynamics 365, with the FACTON EPC Suite – with a focus on the FACTON EPC Cost Management solution. This integration offers automotive suppliers true added value, because they benefit from the combined advantages of an integrated, total CRM solution for their RFQ and costing processes. ORBIS AutomotiveONE covers all of the process requirements specific to the automotive supplier industry, whether for handling requests for new parts, the quotation process including price determination or collaboration with OEMs on product development. New components are costed in FACTON EPC Cost Management – consistently, quickly, securely and with the highest possible quality.

The entire process chain, from the request to the cost calculation all the way to the quote is steered right from within the ORBIS CRM solution. From a practical standpoint, it works like this: Once a request for new components, including all of the relevant commercial and technical details, has been entered into the CRM software, the data required for costing is sent to the FACTON solution at the touch of a button. As soon as the cost calculation is complete, the results are instantly transferred to the CRM. Alternatively, the calculation process can also begin when the CRM request number is entered into the FACTON solution, because employees in the costing department often do not have user licenses for CRM applications.

“The synergies created from the collaboration with FACTON enable us to offer clients from the automotive supplier industry a powerful integrated solution package for CRM and product costing processes, thereby tapping additional sales potential,” explains Hendrik Preis, Product Manager Automotive, Manufacturing & Smart Services ORBIS AG. Alexander M. Swoboda, CEO of FACTON, also sees tremendous potential in the partnership: “When it comes to quotation management and calculation, ORBIS’ CRM solution AutomotiveONE and our FACTON EPC Suite complement each other perfectly. The integrated solution package and the combined expertise of both of our

companies dramatically reduce the expenditure that goes into preparing quotes, especially because sources of error are kept to a minimum. It also greatly accelerates lead times. This offers clients critical time savings for core tasks. We are truly excited about the possibilities and look forward to a successful collaboration.” ORBIS and FACTON are already working on several initial projects for clients in the automotive sector. Further joint activities are also planned for the near future.

**About ORBIS**

ORBIS advises and supports international corporations and small and medium-sized enterprises in digitizing their business processes: From developing the client’s unique big picture all the way to practical implementation in the project. Digitizing and automating business processes along the entire value chain secures our clients’ competitiveness. The in-depth process knowledge and innovative strength of our 440 employees combined with expertise gained from 30 years of successful international project work in a variety of industries uniquely qualify us as a competent partner. We make use of the solutions provided by our partners SAP and Microsoft, whose portfolios are ideally enhanced by ORBIS applications. Our core competencies cover SAP S/4HANA, Customer Engagement and realizing Smart Factory solutions. We use smart cloud technologies such as machine learning, cognitive services and the Internet of Things to boost our clients’ power to innovate and engineer cutting edge products, services and business models. Over 2,000 successfully completed projects with over 500 clients bear witness to our business consultancy expertise and many years of experience in automotive supply, building supplier, electrical and electronic industries, machine and plant engineering, logistics, metal, consumer products industries and retail. ORBIS’ long-standing client base includes ZF Group, Hörmann, Hager Group, Rittal, Kraftverkehr Nagel, ArcelorMittal, Montblanc, Bahlsen and Sonepar.

**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 SE & Co. KG, has supported this innovative company since 2006. The international portfolio of customers includes Ford Motor Company, Henniges Automotive, DURA Automotive Systems, Airbus, Mahle Behr, MANN+HUMMEL, Porsche and other renowned manufacturers.

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