

PRESS RELEASE

FACTON and OESA Partner for Webinar on Autonomous Vehicles & Strategic Costing

Troy, Michigan – June 21, 2018 – FACTON today announced that the company will be the first ever presenter and exclusive content provider at the inaugural Original Equipment Suppliers Association (OESA) webinar series on July 12, 2018. The webinar is designed for automotive suppliers and OEMs, and is titled: “Autonomous Vehicles Are Coming: Is Your Costing Process Ready?” The webinar is hosted by OESA in partnership with FACTON and features Michael Betz, COO North America at FACTON.

“Boston Consulting Group’s research reports that new trends in automotive - including autonomous vehicles - will drive 40 percent of the automotive industry’s profit by the year 2035,” said Betz. “As an automotive community, we need to ensure suppliers are ready for the fundamental changes that are coming in the emerging autonomous, connected and electric mobility markets. One key area that requires more disciplined operations is strategic costing for both their supply chains and their customers bases, and that’s what this webinar will cover.”

Betz will discuss the following points:

- How the shift toward autonomous, connected and electric mobility will impact financials - including profits - for automotive suppliers.
- Best practices in costing and quoting in this emerging market.
- Which internal processes will be challenged and disrupted by this industry shift.
- The importance of preparing costing and quoting processes now.
- How to use analysis of costing data to take your Industry 4.0 skills to the next level.

Julie Fream, President and CEO of OESA said, “OESA is committed to helping automotive suppliers prepare for the rapid changes affecting the industry. This webinar on strategic costing is an important part of those efforts.” For more information on the webinar, visit <https://www.oesa.org/events/autonomous-vehicles-are-coming-your-costing-process-ready-webinar-factor>.

About OESA

The Original Equipment Suppliers Association's mission is to champion the business interests of automotive original equipment (OE) suppliers. Since 1998, the Association has been addressing issues of common concern and advocating on behalf of the supplier community throughout the supply chain and in Washington, D.C.

OESA is one of four divisions of the Motor & Equipment Manufacturers Association (MEMA). All divisions are

represented by MEMA's advocacy and emerging technology expertise. For additional information, visit <http://www.oesa.org>.

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 pin-point 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. For additional information, visit <http://www.factor.com/en>.

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Press Contact:

Valerie Valentine | Marketing Manager | FACTON Inc. | Phone: (248) 761-2255 | valerie.valentine@factor.com | www.factor.com/en