



VIBRACOUSTIC

NOW ESTIMATES COSTS FOR COMPLEX PROJECTS
IN A MATTER OF MINUTES

“When it comes to product costing, efficient and coherent results were key
and a prerequisite for strategic decisions.” — RALF BROHM, Director Global Quoting of Vibracoustic



THE CUSTOMER

As a global market leader for vibration engineering and key partner to the automotive sector, Vibracoustic supplies virtually every car and commercial vehicle manufacturer around the world with components that noticeably improve comfort and safety on board.

THE CHALLENGES

Vibracoustic project teams around the globe are in close contact with OEMs and tier-1 suppliers. To ensure that the data needed for calculations is collected uniformly and made available without delay to the various specialists, the company decided to introduce a standard costing solution.

Ralf Brohm, Director, Global Quoting at Vibracoustic: "Because of global markets and teams spread around the world, we clearly needed to have the right tools to enable simple and fast collaboration."

One of the key requirements for the new software solution, in addition to transparency, was the ability to standardize the costing processes across different business divisions and regions.

THE PROJECT

In the first step, the FACTON cost estimation solution was integrated with the operational procedures at all of the international locations and the associated global process structures were standardized. Web reporting tools were also developed in the introduction phase. In this way, they were already poised to incorporate cost objects early on, and output them later in web reporting.

Ralf Brohm: "Standardizing the costing processes was quick and easy with FACTON EPC. This brought our colleagues up to speed because they had access to the same database."

In a second step, Vibracoustic was able to focus on how the new costing process effects investment planning and cash flow. Just as important as calculating an appropriate customer price is the ability to make the process repeatable from planning through evaluation, and determine how it will impact ROI, investment planning and cash flow in the coming years.

During the third step of the software roll-out, the team began creating the customer-related cost breakdowns using the new solution. Crucial here were the strict cost plan structures and the OEM-assigned budgets in automotive engineering. This detailed breakdown of the cost factors within the overall calculation is an important basis for OEMs when awarding production orders.

Ralf Brohm: "Our FACTON project contacts' expertise became quickly apparent, and their wealth of experience in the automotive industry enabled them to effectively support and assist us."

Since implementation, Vibracoustic has used FACTON EPC to create costing estimates on a number of projects, which resulted in multiple new orders.

ADVANTAGES FOR VIBRACOUSTIC

Speed

Centralized database for quick access to all cost information

Cost Certainty

Targeted control of numerous individual parts and variants

Accuracy

Minimizes vulnerability to errors thanks to a centralized data pool

Clarity

Makes it possible to version and document calculations across the entire lifecycle

You can find the full-length case study here:
www.facton.com