



## Die 4cost – Lösung im Einsatz bei Liebherr in Kirchdorf

### ABOUT Liebherr

The Liebherr family business was founded in 1949 by Hans Liebherr. The great success of the first mobile, easy to assemble and affordable tower crane was the foundation of the company. Today Liebherr is not only one of the largest construction equipment manufacturers in the world, but is also recognized in many other areas as a supplier of technically demanding use,- oriented products and services. Meanwhile, the company has grown to a business group with more than 30,000 employees in over 100 companies on all continents.

The decentralized group is divided into manageable, independently operating business units. This customer focus will also be secured as the ability to respond flexibly to the global competition to market signals. The manufacturing and distribution companies of various product segments are the operative management of the parent company. The corporate group, Liebherr-International AG in Bulle, is situated in Switzerland. The Management and holder of the company are only members of the Liebherr Family. The family business is in its second generation, chaired by Isolde Liebherr and Willi Liebherr.

### 4cost – USE AND BENEFIT

The solution of the 4cost suite is since mid 2008 at Kirchdorf in use. "We have decided to use 4cost because we see in the integrated approach of the rapid cost estimate to detailed calculations, a significant added value to our pricing and value analysis," said technical director Werner Seifert.

Peter Schmidt from the Department of Value Analysis and user of 4cost solution: "During the training, we have always found ourselves in the functionality of the software. The supervision and implementation of the implementation was exemplary. For specific requirements, the 4cost GmbH has reacted quickly and reliably. "The training was a basic training and subsequent training set up. The training content was tailored to the needs of the customer. **"With the parametric cost estimation, we are able to estimate new modules quickly and reliably, and to investigate scenarios. In the following, we use the detailed calculation, which automatically synchronizes data with our ERP system, for greater detail even down to the work plan level. With the Structure module we can track target costing, manage our projects including the Archive Manger history and versioning"**, he continues.

The resultant transparency and accountability in our daily business is the basis for successful and goal-oriented work. This can have significant projections and benefits in the development and procurement department. "We can now focus on the key cost drivers and thus raise the greatest potential for cost optimization," added Mr. Seifert.

This brings in many cases crucial time to still take the time to make design decisions.

Finally, notes Mr. Seifried: "With 4cost we have found a partner with whom we want to realize our objective of long-term partnership in the areas of cost estimating, value analysis, cost structure analysis.

We will establish the method 4cost further and even more in future use, because the value is obvious. "

### About 4cost

The 4cost GmbH is an innovative company specialized in simultaneous cost calculations, from the parametric estimate (early phases) to scenario analysis using various methods within the 4cost suit. The 4cost GmbH in Berlin was founded as a logical continuation of the long-standing business relation between the partners in the area of cost estimations. The founders of 4cost Company have been working together since the early 90-ties in the field of parametric costing as well as "bottom up" estimates. The costing of hardware, software, and product lifecycle estimates, with the use of the parametric estimation method (aces) allows simulating various scenarios in a very short time with great precision. The transition into the world of "bottom up costing" is done by simply pressing a button. This all makes 4cost **unique** in the world of costing software.

The German model **aces** is for over 20 years successfully placed in the market and has been implemented into various industries throughout Europe.

More information on the website [www.4cost.de](http://www.4cost.de)