



## Negotiation Optimization

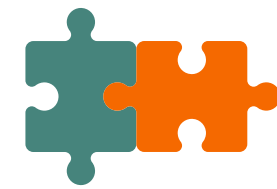
- Achieving better negotiation outcomes
- Spending analysis
- Should Costing modelling
- Negotiation preparation

## Cost Optimization

- Minor product changes and supply chain adjustments
- Potential analysis
- Scenario modelling
- Break-even & sensitivity analysis

## Design-to-Cost

- DFMA workshops and early-stage cost modelling
- Project selection
- Cost tracking



working together for  
optimal results based on

the reliable and accurate database with  
information on global industries from  
**costdata**<sup>®</sup> and strategic consulting  
excellence from **CostVision**.

## Product Architecture & Standardization

- Should cost models for components and systems
- Standardization of cost and costing methods
- Variant and complexity management
- Support for modular product strategies
- Transparent evaluation of technical decisions
- Integration of cost considerations into development processes

## Product Cost & Value Management

- Transparent product costing
- Analysis of material, manufacturing and overhead costs
- Design-to-cost and value engineering initiatives
- Cost benchmarking and supplier analysis
- Profitability and margin optimization
- Support with price negotiations



## Data

- Reliable database
- Regularly updated
- Comprehensive information on global industries
- Labor cost data
- Raw material data
- Machine data
- Overhead cost structures

## Software

- For all industries and requirements
- Full cost calculation with machine hourly rate
- Precise modules
- Detailed reporting
- Quick and easy installation

## Consulting

- Transparent product cost calculation
- Analysis of each cost component
- Cost optimization
- Teardown analyses
- Workshops and training

