

IN-LHC

# Optimised quotes generated more quickly

IN-LHC adopted Cetim's TechniQuote costing software to improve its processes for issuing quotes. The tool makes it possible to estimate times and production programmes accurately and directly integrates the CAD files.

**A** member of the Zodiac Aerospace Group, IN-LHC designs and manufactures hydraulic servo-control equipment such as valves, servo-valves and actuators for the aerospace, maritime and space industries. The company, specialises in critical applications (braking, steerability, regulating and control) found itself faced with the need to optimise the way it generates quotes in order to become more competitive.

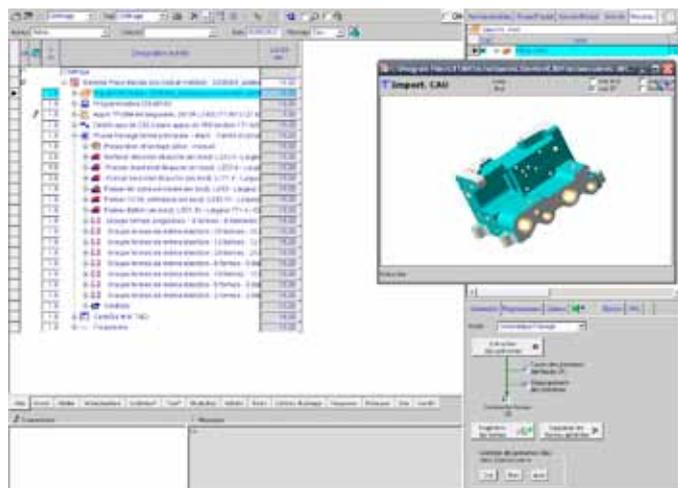
"We must make our costings as objective as possible, improve the quality of our estimates and achieve commercial productivity gains", states industrial director, Gilles Huré.

Quotations had previously been calculated entirely by various estimators, but IN-LHC wanted to be able to have better time and production programme estimates by automating the calculation methods and limiting human impact on the costings. This concern formed part of a larger picture: how to capitalise on the "costing" expertise already acquired by

preparing for the retirement of one of the staff in the quote department. The company also wanted to initiate a group approach in collaboration with Intertechnique, also part of the Zodiac group.

## A solution that integrates the CAD files

"The manufacturing time needs to be estimated with great accuracy from the design stage of new products, and the operating processes have to be stabilised upstream of all work by sub-contractors", explains Fabien Cabrera, an estimator. Consequently, in August 2011 the company asked Cetim to set up its TechniQuote business quotation software. The experts from Cetim developed new specifications for IN-LHC based on the



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standard functions, including a specification that makes it possible to process deburring. What made the difference, according to Fabien Cabrera, was "Cetim TechniQuote's ability to integrate the Catia CAD files so that the settings for calculating prices could be adjusted automatically".

Gilles Huré concludes: "Cetim TechniQuote has real potential for IN-LHC. It forms part of a business functions approach in the company and we expect to see real time savings and real gains in the quality of our costings".

## OUR CUSTOMER

**Corporate name**  
IN-LHC, Groupe Zodiac  
Aerospace

**Area of Activity**  
Designs and  
manufactures hydraulic  
equipment for the  
aerospace industry

**Turnover**  
EUR 33 million in 2011  
(in France)

**Workforce**  
280 employees (in France)

## Cetim's asset



With settings that are specific to the customer's area of business and with the potential to integrate CAD files directly, Cetim TechniQuote is a solution that can improve business efficiency.