

International Tower Crane Conference

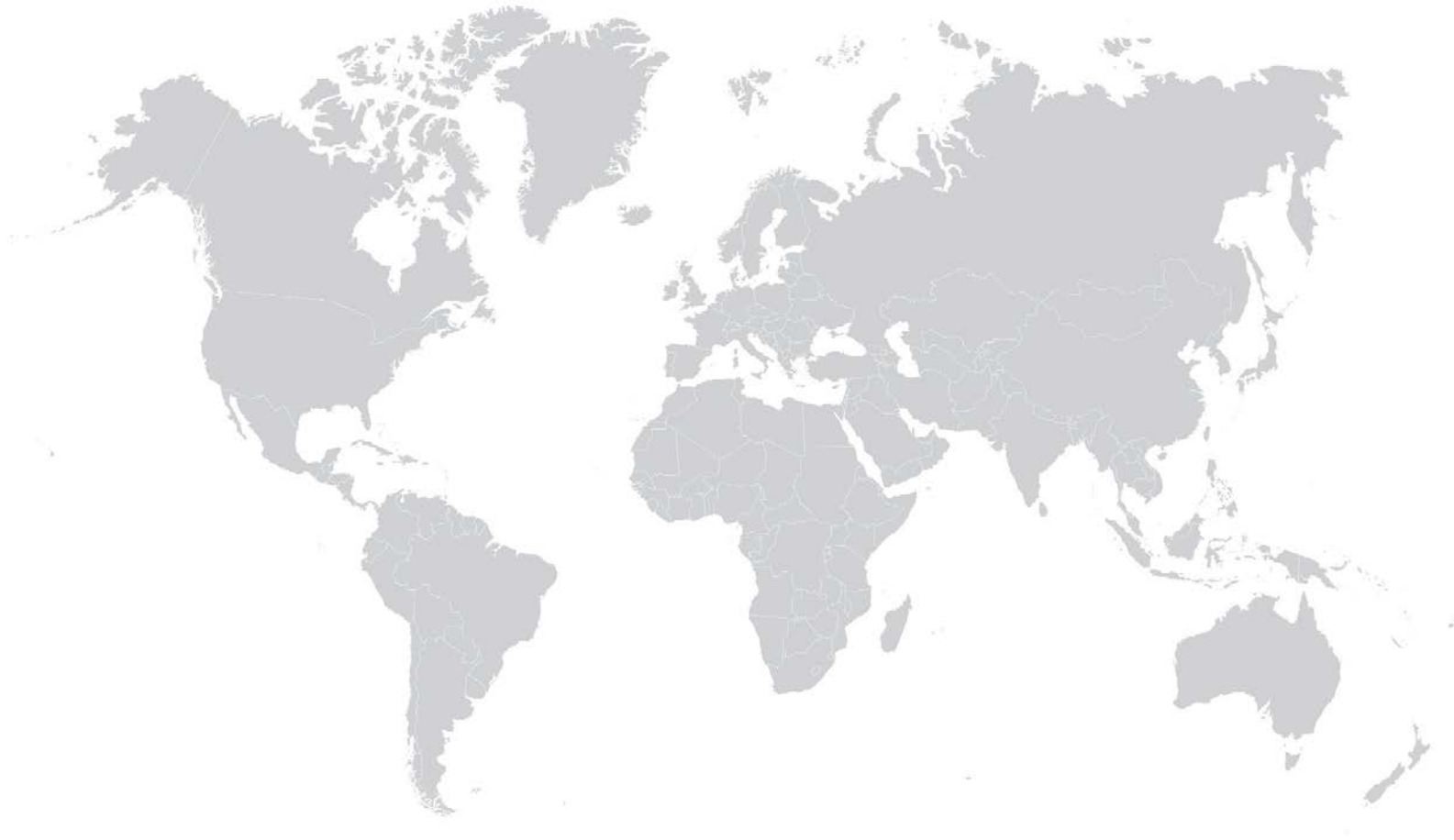
Managing Director Liebherr Tower Cranes
Marco Guariglia

Tower Crane Division Production



Tower Crane Division

Sales – market regions



Tower Crane Division

Sales – market regions



Stefan Brandt

Tower Crane Division

Sales – market regions



David Griffin

Tower Crane Division

Sales – market regions



Marco Guariglia

Tower Crane Division

Sales – market regions



Alexander Sytchev

Tower Crane Division

Sales – market regions



Gerd Booch

Tower Crane Division

Sales – Tower Crane Customer Service



Achim Altenberg

Certification of tower crane operators and service technicians

Tower Crane Division

Certification of tower crane operators and service technicians



Tower Crane Division

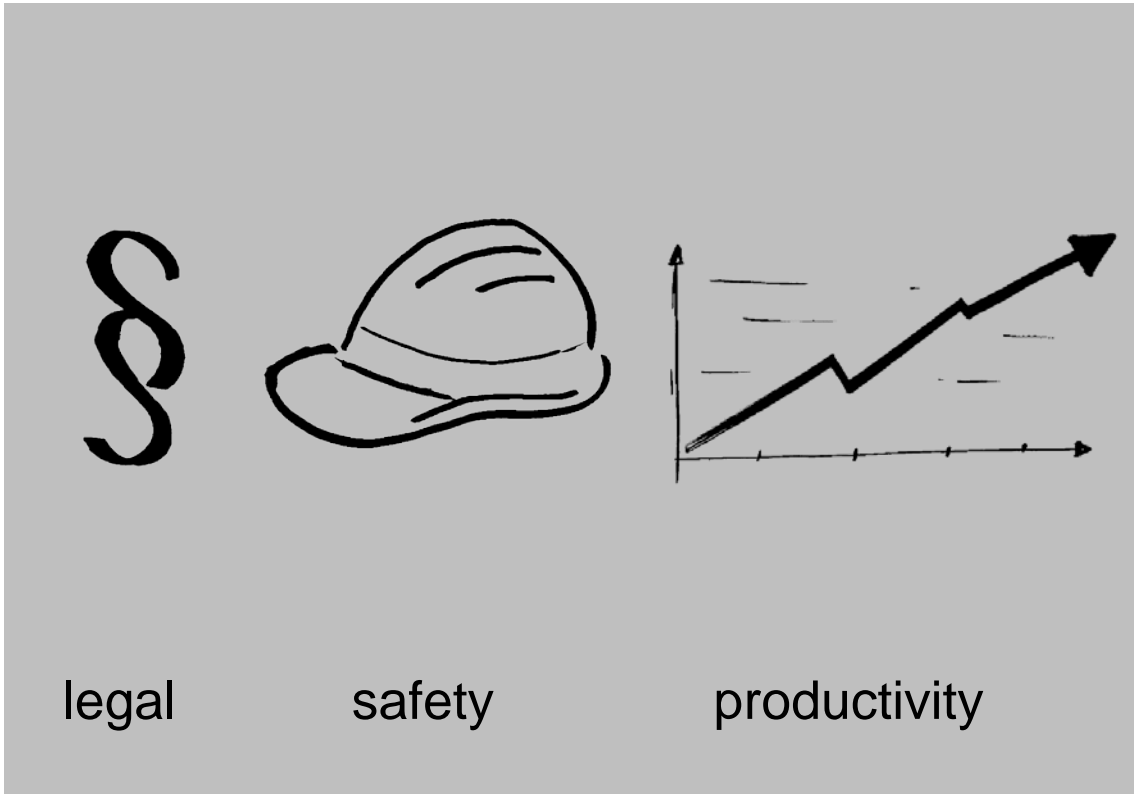
Certification of tower crane operators


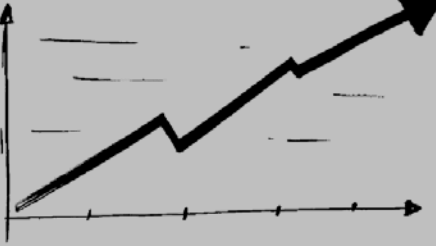
The crane operator is one of **the most important persons** on the jobsite. He has a huge impact on **productivity and safety.**

customer statement

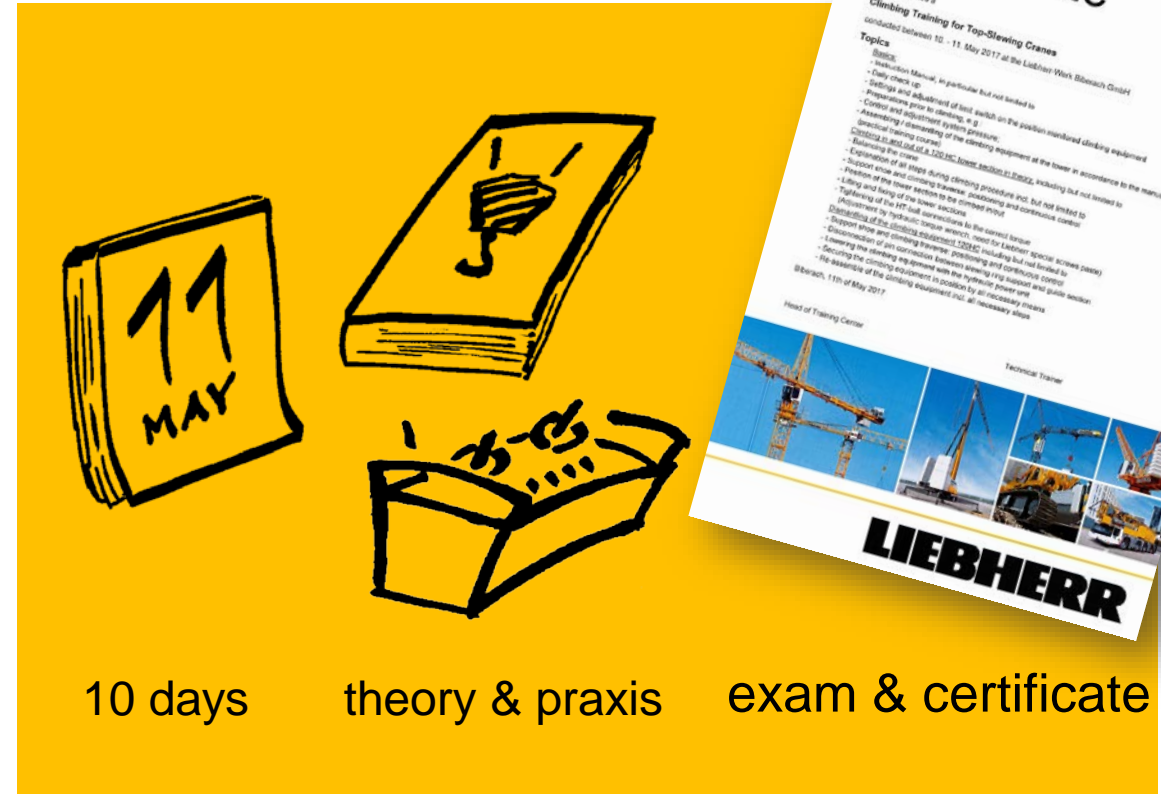





Certification of tower crane operators



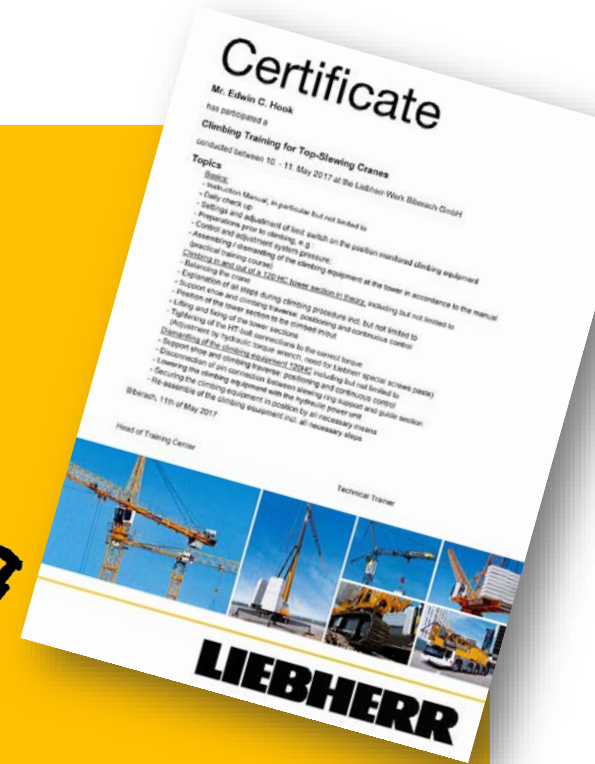
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legal safety productivity



10 days theory & praxis exam & certificate



Tower Crane Division

Certification of tower crane operators

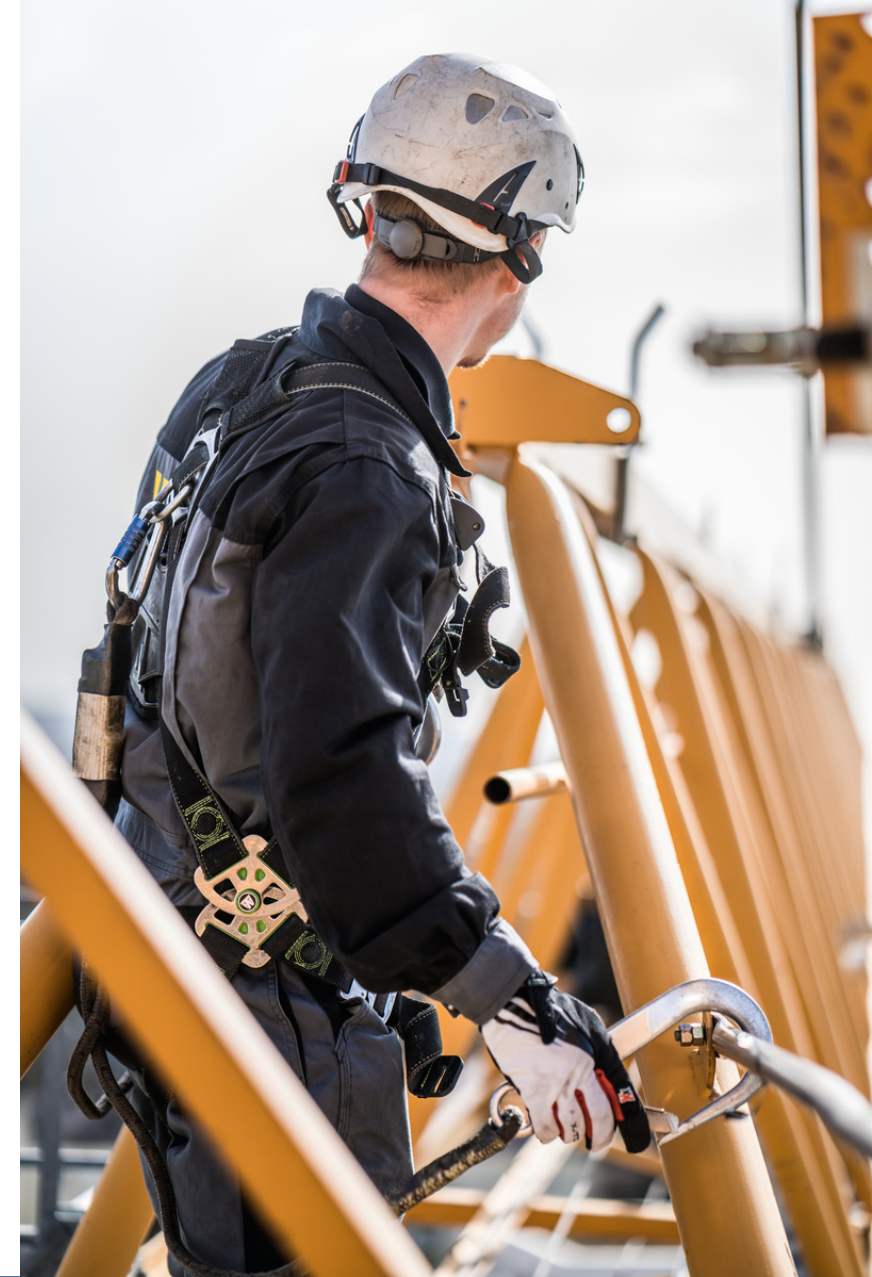


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Certification of service technicians

Challenges

- Shortage of qualified technicians
- No defined vocational training
- Increasing requirements, complexity & customer expectations

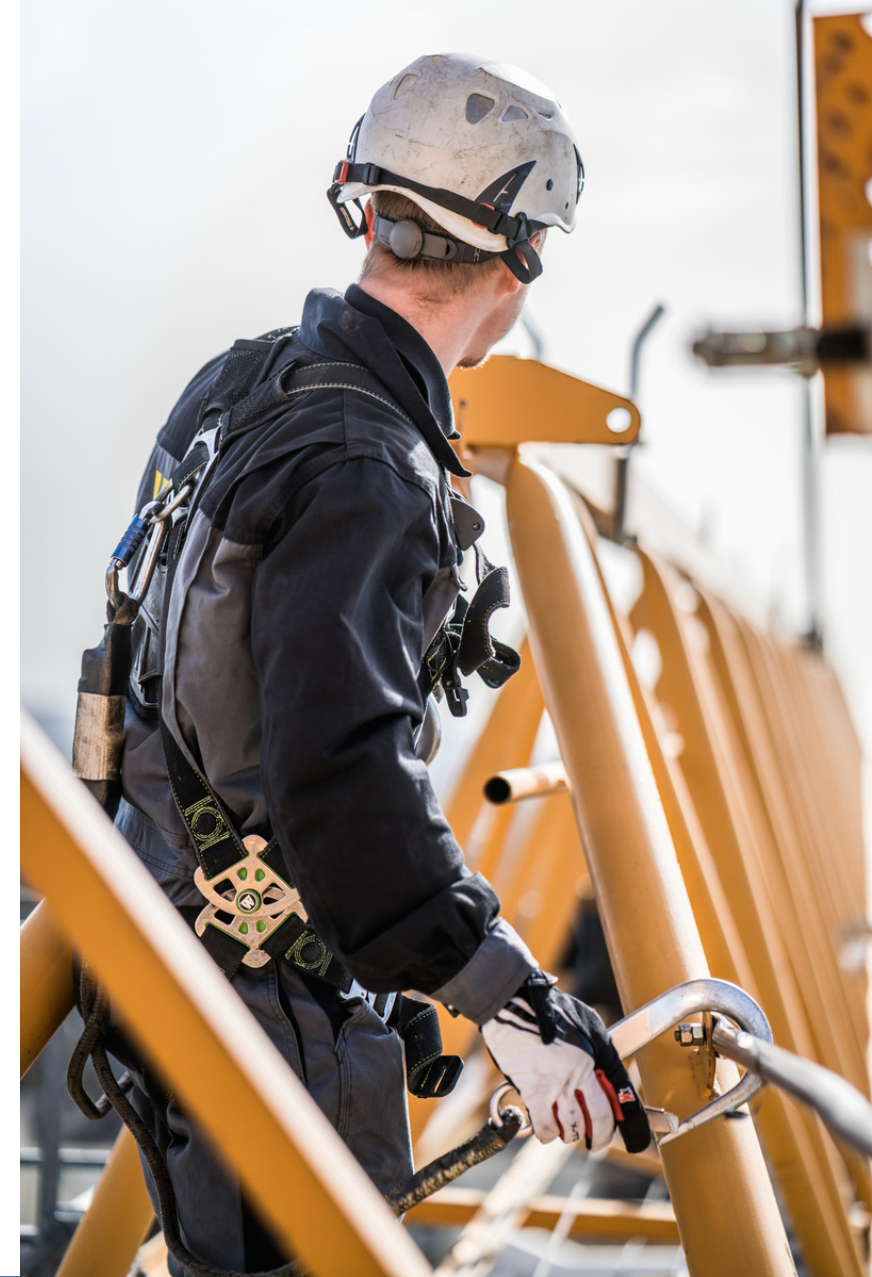


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Certification of service technicians

Certificate of Competence

- Defined profile of qualification
- Modular training in soft & tech skills
- Coverage of legal requirements
- Individual development plans



Tower Crane Portal

Tower Crane Portal

Challenges

- Increased complexity
- Faster reaction times required
- Worldwide



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Tower Crane Portal

Easy access with single sign on for...

- affiliated companies
- dealers, sales & service partners
- rental & construction companies
- architects, technical construction offices



Tower Crane Portal

But why?

- 24/7 – everywhere – everytime
- search & find your solution
- cross company cooperation
- 360° view around the tower crane



Tower Crane Portal

Content

- Software tools
 - Static Selector
 - Crane Configurator
 - Crane planers
 - LiDAT fleet management
 - Used crane portal
- Manuals
- IT supported spare parts orders
- Sales, Service & Tech Infos
- and so much more



Tower Crane Division

Tower Crane Portal

15 Software Tools

4,120 Sales, Service & Technical information

18,295 Manuals

121,400 Static calculations

...

more than

170,500 Documents

and counting...

Tower Crane Division

Sales – Tower Crane Center



Aleksandra Meissner

**Used & Rental
Equipment**

Tower Crane Division

Sales – Tower Crane Solutions



Thorsten Hesselbein

Thank you

Managing Director Liebherr Tower Cranes
Marco Guariglia