International Tower Crane Conference

Managing Director Liebherr Tower Cranes Marco Guariglia



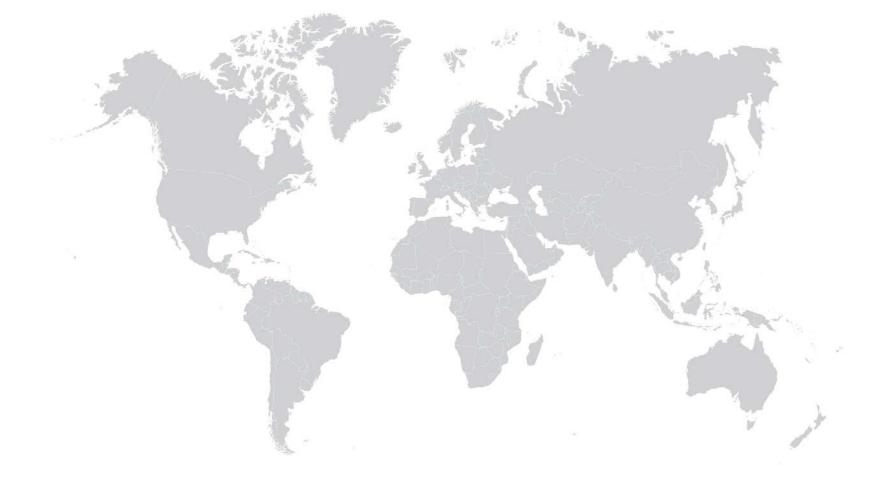


Tower Crane Division Production













Sales – market regions



Stefan Brandt



Liebherr Tower Crane Division

4

23/05/2017







David Griffin



Liebherr Tower Crane Division

5





Marco Guariglia









Alexander Sytchev









Gerd Booch



Liebherr Tower Crane Division

8

23/05/2017



Sales – Tower Crane Customer Service





Achim Altenberg







Certification of tower crane operators and service technicians





Certification of tower crane operators and service technicians







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

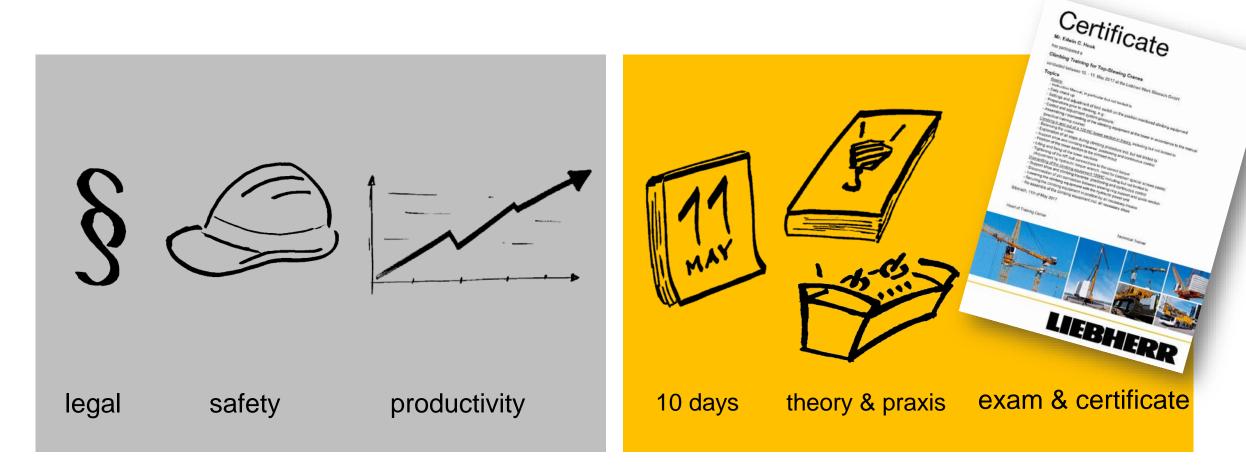




23/05/2017



Certification of tower crane operators





13 Liebherr Tower Crane Division

23/05/2017



Certification of tower crane operators



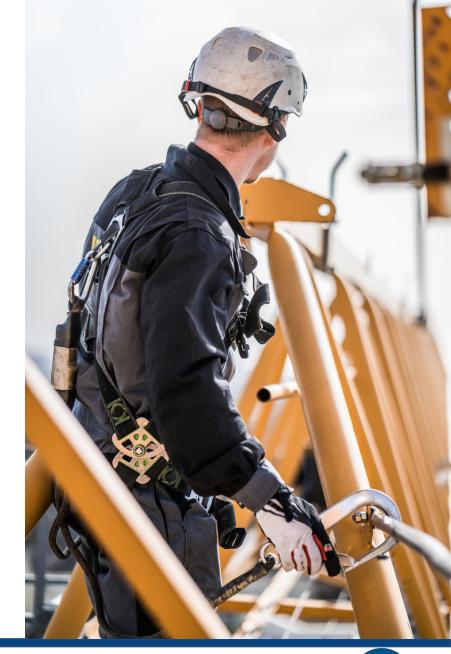




Certification of service technicians

Challenges

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





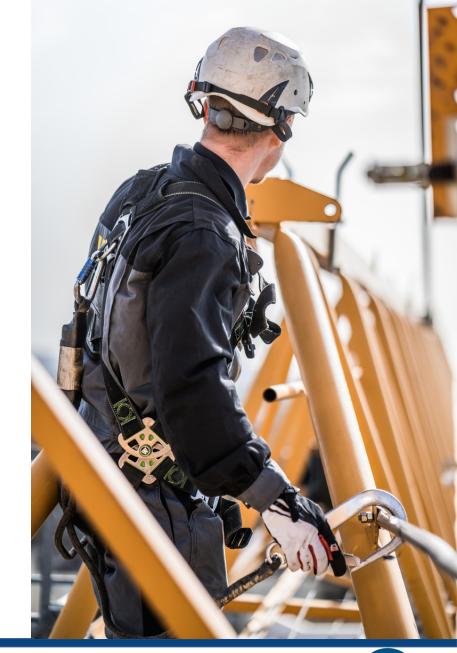




Certification of service technicians

Certificate of Competence

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









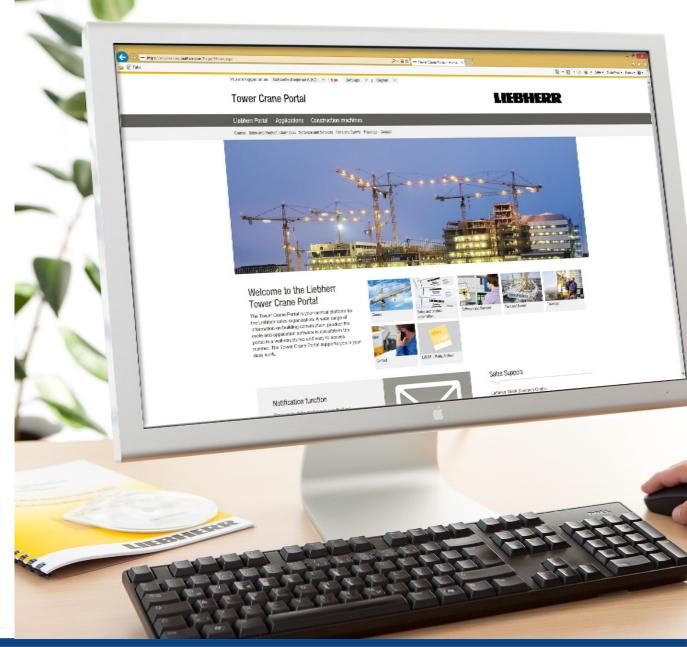
Tower Crane Portal





Challenges

- Increased complexity
- Faster reaction times required
- Worldwide











Easy access with single sign on for...

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











But why?

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

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	Liebberr-Werk Biberach GmbH	
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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 Portal

15 Software Tools4,120 Sales, Service & Technical information18,295 Manuals121,400 Static calculations

. . .

more than

170,500 Documents

and counting...





Sales – Tower Crane Center





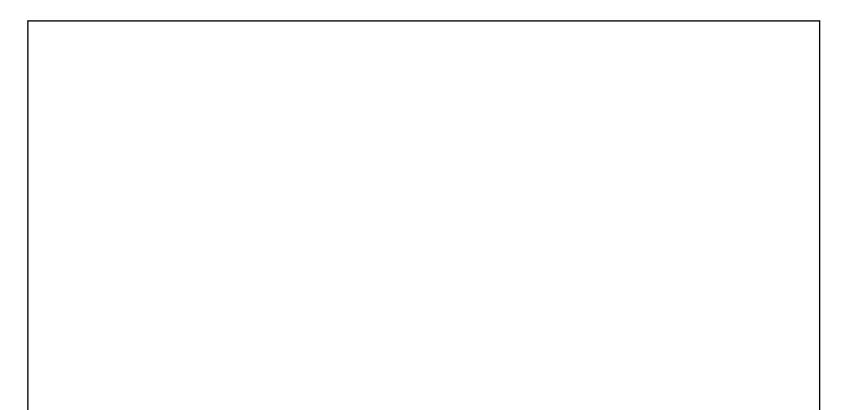
Aleksandra Meissner

Used & Rental Equipment





Sales – Tower Crane Solutions





Thorsten Hesselbein









Thank you

Managing Director Liebherr Tower Cranes Marco Guariglia



