	1														
	Why	Sector	Cranes	Hoist	Jib	Rail	Special	Total		Cranes	Hoist	Jib Crane	Rail	Special	Total
	Price	Automobile			Crane	System 4	Project 1	5	1 1				System 44.10	Project 14.99	59.09
	Flice		0	-	4				l	000.70	0.05	4.44			
-		Retail	3	1	1	1	1	7		382.70	9.65	1.14	3.50	0.62	397.61
ä		System Integrator				1	1	2	ļ ļ				0.68	47.00	47.68
Contract Award	Price Total		3	1	1	6	3	14		382.70	9.65	1.14	48.28	62.61	504.39
걸															
tra	User Recommendation	Automobile	11	9	4	14	6	44		199.86	30.72	12.79	143.36	34.10	420.83
õ		Retail	4	4	4	7	4	23		29.59	14.33	21.08	24.33	2.25	91.58
0		System Integrator		3	1	3	2	9	1 1		15.95	9.65	15.93	3.26	44.79
	User Recommendation Total		15	16	9	24	12	76	1 1	229.45	61.00	43.52	183.62	39.61	557.20
		1													
	Grand Total		18	17	10	30	15	90	1 [612.15	70.65	44.66	231.90	102.23	1,061.58
		•													,
	10//	10//	C	Haist	Jib	Rail	Special	Tatal		C	Haiat	lik Casas	Rail	Special	Tatal
	Why	Whom	Cranes	Hoist	Crane	System	Project	Total] [Cranes	Hoist	Jib Crane	System	Project	Total
	Price	Abus+Kone+Other European	2					2		373.86					373.86
		Demag	1	1		4	1	7	1 1	8.84	9.65		41.00	0.62	60.11
I		Local Player				2	2	4] [ĺ			7.28	61.99	69.27
5		Single Party	1		1	1		1				1.14			1.14
wa	Price Total	<u> </u>	3	1	1	6	3	14		382.70	9.65	1.14	48.28	62.61	504.39
Contract Award		1			•			•••	, L	0020	5.50		.0.20	V=1	0055
rac	User Recommendation	Abus+Kone+Other European	4	1	1			6] [59.04	4.39	7.40			70.83
i i	233. Recommendation	Demag	6	10	4	10		30		102.24	41.02	19.24	52.52		215.02
ပိ		-		10	2		_			6.95	41.02			0.04	
		Local Player	1	_		6	3	12	l		45.50	12.45	33.03	2.31	54.74
		Single Party	4	5	2	8	9	28		61.22	15.59	4.43	98.08	37.30	216.61
	User Recommendation Total		15	16	9	24	12	76	j L	229.45	61.00	43.52	183.62	39.61	557.20
		_		1	1				, ,						
	Grand Total		18	17	10	30	15	90		612.15	70.65	44.66	231.90	102.23	1,061.58
	1					B-11							B. 11	0	
	Why	Sector	Cranes	Hoist	Jib Crane	Rail	Special	Total		Cranes	Hoist	Jib Crane	Rail System	Special Project	Total
	Price	Automobile	4	4		System 2	Project 2	14	-	198.59	14.49	15.82			301.34
	Price	Automobile Retail	4	4	2	2	2	14	 	198.59	14.49 31.78	15.82	23.88	48.57	301.34
	Price	Retail	17	4		2		20	- - 1	1,990.48	14.49 31.78	15.82	23.88		2,022.26
			17 1	3	2	1	2	20		1,990.48 10.40	31.78		23.88	48.57	2,022.26 10.45
st	Price Total	Retail	17			2		20		1,990.48		15.82 15.82	23.88		2,022.26
Lost	Price Total	Retail System Integrator	17 1 22	7	2	1	2 2	20 2 36		1,990.48 10.40 2,199.47	31.78 46.27		23.88	48.57 48.57	2,022.26 10.45 2,334.05
ıct Lost		Retail System Integrator Automobile	17 1 22	3 7	2	1	2	20 2 36 6		1,990.48 10.40 2,199.47 36.93	31.78 46.27 4.31		23.88	48.57	2,022.26 10.45 2,334.05 874.09
itract Lost	Price Total Product & Capabilities	Retail System Integrator	17 1 22	7 1 1	2	1	2 2 2	20 2 36 6 2		1,990.48 10.40 2,199.47 36.93 11.97	31.78 46.27 4.31 39.66		23.88	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63
Contract Lost	Price Total	Retail System Integrator Automobile	17 1 22	3 7	2	1	2 2	20 2 36 6		1,990.48 10.40 2,199.47 36.93	31.78 46.27 4.31		23.88	48.57 48.57	2,022.26 10.45 2,334.05 874.09
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total	Retail System Integrator Automobile Retail	17 1 22 1 1 2	7 1 1 2	2	1 3	2 2 2	20 2 36 6 2 8		1,990.48 10.40 2,199.47 36.93 11.97 48.89	46.27 4.31 39.66 43.97		23.88 0.05 23.93	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72
Contract Lost	Price Total Product & Capabilities	Retail System Integrator Automobile	17 1 22 1 1 2	7 1 1	2	1	2 2 2	20 2 36 6 2 8		1,990.48 10.40 2,199.47 36.93 11.97 48.89	31.78 46.27 4.31 39.66		23.88 0.05 23.93	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total	Retail System Integrator Automobile Retail	17 1 22 1 1 2	7 1 1 2	2	1 3	2 2 2	20 2 36 6 2 8 4 3		1,990.48 10.40 2,199.47 36.93 11.97 48.89	46.27 4.31 39.66 43.97		23.88 0.05 23.93	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total	Retail System Integrator Automobile Retail Automobile	17 1 22 1 1 2	7 1 1 2	2	2 1 3	2 2 2	20 2 36 6 2 8		1,990.48 10.40 2,199.47 36.93 11.97 48.89	46.27 4.31 39.66 43.97		23.88 0.05 23.93	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation	Retail System Integrator Automobile Retail Automobile	17 1 22 1 1 2	7 1 1 2	2	2 1 3	2 2 2	20 2 36 6 2 8 4 3		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22	46.27 4.31 39.66 43.97		23.88 0.05 23.93 39.38 65.00	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation	Retail System Integrator Automobile Retail Automobile	17 1 22 1 1 2	7 1 1 2	2	2 1 3	2 2 2	20 2 36 6 2 8 4 3		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22	46.27 4.31 39.66 43.97		23.88 0.05 23.93 39.38 65.00	48.57 48.57 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total	Retail System Integrator Automobile Retail Automobile	17 1 22 1 1 2 1 2	7 1 1 2	2	2 1 3	2 2 4 4	20 2 36 6 2 8 4 3 7		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16	46.27 4.31 39.66 43.97 1.05	15.82	23.88 0.05 23.93 39.38 65.00 104.38	48.57 48.57 832.86 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total	Retail System Integrator Automobile Retail Automobile Retail	17 1 22 1 1 1 2 1 2 3	7 1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2 2 Jib	2 1 3 2 1 1 3 3 6 6 Rail	2 2 4 4 4 5 6 Special	20 2 36 6 2 8 4 3 7		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16	31.78 46.27 4.31 39.66 43.97 1.05 1.05	15.82	23.88 0.05 23.93 39.38 65.00 104.38	48.57 48.57 832.86 832.86 881.43	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why	Retail System Integrator Automobile Retail Automobile Retail Whom	17 1 22 1 1 1 2 1 1 2 2 7 1 1 2 7 Cranes	3 7 1 1 2 1 1 1 1 Hoist	2 2 Jib	2 1 3 2 1 3 6 Rail System	2 2 4 4 6	20 2 36 6 2 8 4 3 7		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28	15.82	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System	48.57 48.57 832.86 832.86	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European	17 1 22 1 1 1 2 1 2 1 2 Cranes 10	3 7 1 1 2 1 1 1 10 Hoist 1	2 2 Jib Crane	2 1 3 2 1 3 6 Rail System	2 2 4 4 4 5 6 Special	20 2 36 6 2 8 4 3 7 51		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13	15.82 15.82 Jib Crane	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55	48.57 48.57 832.86 832.86 881.43	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag	17 1 1 22 1 1 2 1 2 1 2 7 Cranes 10 2	1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2 2 Jib	2 1 3 2 1 3 6 Rail System 1	2 2 4 4 Special Project	20 2 36 6 2 8 4 3 7 51 Total		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15	15.82	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33	48.57 48.57 832.86 832.86 832.86 Special Project	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European	17 1 1 22 1 1 2 2 1 2 3 3 27 Cranes 10 2 10	3 7 1 1 2 1 1 10 Hoist 1 2 4	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 4 4 Special Project	20 2 36 6 2 8 4 3 7 51 Total 13 6 17		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98
Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag	17 1 1 22 1 1 2 1 2 1 2 7 Cranes 10 2	1 1 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2 2 Jib Crane	2 1 3 2 1 3 6 Rail System 1	2 2 4 4 Special Project	20 2 36 6 2 8 4 3 7 51 Total		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15	15.82 15.82 Jib Crane	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33	48.57 48.57 832.86 832.86 832.86 Special Project	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player	17 1 1 22 1 1 2 2 1 2 3 3 27 Cranes 10 2 10	3 7 1 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 4 4 Special Project	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European	17 1 1 22 1 1 2 2 1 2 3 27 Cranes 10 2 10 22	3 7 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 2 4 4 Special Project 2 2 2	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 881.43 Special Project 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player	17 1 1 22 1 1 2 2 1 2 3 3 27 Cranes 10 2 10	3 7 1 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 4 4 Special Project	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European	17 1 1 22 1 1 2 2 1 2 3 27 Cranes 10 2 10 22	3 7 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 2 4 4 Special Project 2 2 2	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 881.43 Special Project 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag	17 1 1 22 1 1 2 2 1 2 3 27 Cranes 10 2 10 22	3 7 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 2 4 4 5 6 Special Project 2 2 1 1	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
Contract Lost Contract Lost	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag	17 1 1 22 1 1 2 2 1 2 3 27 Cranes 10 2 10 2 2	3 7 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag	17 1 1 22 1 1 2 2 1 2 3 27 Cranes 10 2 10 2 2	3 7 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities Product & Capabilities	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag Local Player	17 1 1 22 1 1 2 3 27 Cranes 10 2 2 10 2 2 2 2	3 7 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05 96.56 98.50 925.72
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities Product & Capabilities	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag Local Player Abus+Kone+Other European	17 1 1 22 1 1 2 2 1 2 3 3 27 Cranes 10 2 2 10 2 2 1 1	3 7 1 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1 1 3	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27 39.66 4.31 43.97	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05 23.93	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05 96.56 789.50 925.72
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities Product & Capabilities User Recommendation	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag Local Player	17 1 1 22 1 1 2 2 3 3 27 Cranes 10 2 10 2 2 1 1 1 1 1	3 7 1 1 1 2 1 1 10 Hoist 1 2 4 7	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1 1 3	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36 14 3 8		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47 48.89 48.89	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27 39.66 4.31 43.97	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05 23.93	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05 39.66 96.56 789.50 925.72
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities Product & Capabilities	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag Local Player Abus+Kone+Other European	17 1 1 22 1 1 2 3 27 Cranes 10 2 1 10 2 2 11 1 1 1 1 1	3 7 1 1 2 1 1 10 Hoist 1 2 4 7 1 1 1 1	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1 1 1 3	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36 14 3 8		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47 48.89	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27 39.66 4.31 43.97	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05 23.93	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05 96.56 789.50 925.72
	Price Total Product & Capabilities Product & Capabilities Total User Recommendation User Recommendation Total Grand Total Why Price Price Total Product & Capabilities Product & Capabilities User Recommendation	Retail System Integrator Automobile Retail Automobile Retail Whom Abus+Kone+Other European Demag Local Player Abus+Kone+Other European Demag Local Player Abus+Kone+Other European	17 1 1 22 1 1 2 3 27 Cranes 10 2 1 10 2 2 11 1 1 1 1 1	3 7 1 1 2 1 1 10 Hoist 1 2 4 7 1 1 1 1	2 2 Jib Crane 1 1	2 1 3 2 1 3 6 Rail System 1 1 1 1 3	2 2 4 4 5 6 Special Project 2 2 1 1 3	20 2 36 6 2 8 4 3 7 51 Total 13 6 17 36 14 3 8		1,990.48 10.40 2,199.47 36.93 11.97 48.89 80.94 25.22 106.16 2,354.52 Cranes 602.90 90.20 1,506.37 2,199.47 48.89 48.89	31.78 46.27 4.31 39.66 43.97 1.05 1.05 91.28 Hoist 1.13 10.15 34.99 46.27 39.66 4.31 43.97	15.82 15.82 15.82 Jib Crane 13.47 2.35	23.88 0.05 23.93 39.38 65.00 104.38 128.32 Rail System 14.55 9.33 0.05 23.93	48.57 48.57 832.86 832.86 832.86 881.43 Special Project 48.57 48.57 48.57	2,022.26 10.45 2,334.05 874.09 51.63 925.72 121.38 90.22 211.60 3,471.37 Total 632.04 112.03 1,589.98 2,334.05 96.56 789.50 925.72 10.22 186.38 15.00