



HILTI

Hilti B2B eProcurement

**GET PLUGGED IN TO BENEFIT FROM
ELECTRONIC PROCUREMENT.**

Hilti. Outperform. Outlast.

STREAMLINE YOUR PROCUREMENT PROCESSES.

From sourcing through to billing, at the click of a button.

Hilti product portfolio at your fingertips.



Electronic Catalogues

- Customised electronic product catalogue with your net pricing
- Available in most popular formats (MS Excel, BMEcat, XML)



Punchout

- Link your system to Hilti Online and use it as your electronic catalogue
- Transfer your Hilti shopping cart directly to your system

Estimation &
Design

Sourcing

Order
Placement

Tracking &
Receiving

Billing

How eProcurement can help you.

B2B eProcurement helps streamline the time-consuming administrative tasks associated with ordering and billing processes to save you time and money.

To get started with B2B eProcurement

Email: aub2b@hilti.com



Connecting your system with Hilti.



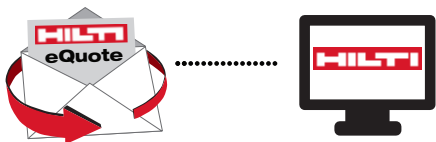
B2B Marketplace Connections

- Connect with Hilti through your preferred eMarketplace (Ariba, SciQuest, Coupa, etc..)
- Upload of eCatalogue and authorisation for ordering – use web portal to place orders and receive back order ACKs, ShipNotice, and Invoices



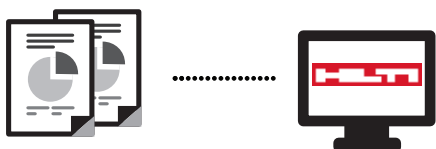
Electronic Data Interchange (EDI)

- Direct link between your system and Hilti
- Data interchange in most popular formats (ANSI X12, cXML, iDoc, etc.)
- Main transactions supported: eOrder, eOrderResp, eShipNote, eInvoice, and others



Intelligent Quote Conversion (IQC)

- Allows you to easily and quickly convert a quote into an order from within the quote email
- Only 2 clicks to convert your quote, order placed within 5 minutes



Intelligent Order Form

- Hilti-built Excel ordering form with your custom data (items, pricing, ship-to, etc.)
- Submit order with a simple click of a button, order placed automatically

Hilti B2B eProcurement in practice

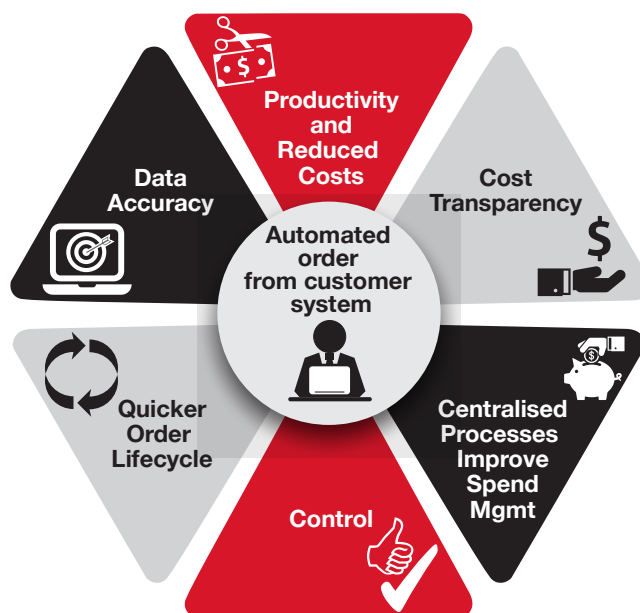
“The Rollins and Hilti EDI integration through the Ariba network allowed us to gain significant benefits across the procurement and billing processes. Our custom Hilti eCatalogue on Ariba makes it easy for us to browse Hilti’s product portfolio and gain price transparency prior to placing orders. Electronically submitting orders reduces errors and speeds up order processing. EDI order confirmations and advance ship notifications improve our tracking and provide supply chain visibility. Finally, EDI invoice transmitting dramatically reduces the workload for our AP department by eliminating the need for manual processing, reducing reconciliations, saving on paper and helping speed up payment lead time.”

Barbara Peek, Manager of Supplier Relationships, Procurement Services, Rollins Inc.

“eB2B communication is one of the key functions between Hilti and The Home Depot. The ability to submit and receive purchase orders through electronic data interchange eliminates the need for manual order entries, reduces errors, prevents lost POs, and speeds up the overall order processing time and accuracy. The advanced shipping notice alerts The Home Depot stores of the inbound shipment and reduces the number of phone calls made to Hilti regarding delivery details. Electronic invoicing eliminates the need for paper invoices and reduces the payment lead time to Hilti. Well-functioning EDI process results in significant efficiency improvements and cost reduction over time.”

Stan Dudka, associate merchant — Tool Rental, The Home Depot

eB2B Benefits for you



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