



# WE DO TOOLS SO YOU CAN DO BUSINESS

Hilti Fleet Management



# LOOK BELOW THE SURFACE

Protect your business from hidden costs

**Hilti Fleet Management**



## The cost of tools goes way beyond purchase price

Have you thought about the hidden costs of owning power tools?

They may be below the surface but they are very real and add up quickly.

With Hilti Fleet Management there is no upfront investment to tool-up for a job. Instead, you pay a fixed monthly charge that covers all tool, service and repair costs. This greatly simplifies your financial planning and takes a load of administrative work off your shoulders.

- **What does it cost today to organise all your power tools, including purchase, maintenance, quotations, invoices and downtime?**
- **How many power tools do you have and where are they?**
- **How often do you lose a tool or have one stolen?**
- **How often do you repair tools? How much does that cost you?**
- **Do poorly-maintained tools put your workers at a higher risk?**
- **How expensive is it to upgrade your tools to the latest technology?**

**If these issues are worrying you, then Fleet Management may be right for your business.**



[www.hilti.com.au/fleet](http://www.hilti.com.au/fleet)

# SAVE TIME AND MONEY

Simplify budgeting and have the latest tools always on hand

## Hilti Fleet Management

### Use instead of own

Having the flexibility to expand your tool setup can be difficult. With Hilti Fleet Management you will always have the tools you need at your disposal – reliably serviced, and ready for use. At Hilti, we have approximately one million pieces of tools and equipment under contract. You can put together a customised mix of tools and equipment and easily add tools to your fleet at any time. After the contract term has expired, tools will be exchanged for the latest generation models. This keeps your tool fleet always state of the art.

#### General Manager



“We don’t make money by owning tools, we make money by using tools that work to get the job done. Fleet Management saves me time, money, and most of all, headaches, so I can focus on other areas of my business.”

#### Finance Manager



“No upfront payment and a fixed monthly usage fee greatly simplify my budgeting.”



## Experience and availability

We have been providing Fleet Management for over 10 years and the concept of an all-inclusive service has proven successful: The service is used by around 100,000 customers in more than 40 countries including Australia. Our customers not only value the provision and maintenance of equipment but also the comprehensive services in contrast to common rental or tool leasing offers. Upon request, we can analyse your stock and all equipment, find out which tools are unnecessary, which are not used optimally and which ones need replacing.

### Warehouse Manager



“With tool labelling and online inventory, I have the ability to know exactly who has my tools and where they are. Plus, at the end of the usage time, I can upgrade to new and improved tools. It’s that easy.”

### Foreman



“With Fleet, we always have high-performing tools that let us get the job done faster. When a tool does go down, repairs are quick and easy. I can even get a loan tool if needed while I wait for my repair”

# CUT YOUR ADMINISTRATIVE OVERHEADS

One source for all your tool needs with no hidden costs

Hilti Fleet Management

A fixed monthly rate and defined usage time for the tools you need, with an advanced tool coverage service that includes the following:

## Control your costs



### All inclusive repairs

- No repair costs - ever
- Unlimited battery replacements
- Pistons and buffers included in direct fastening tools\*
- Free laser calibration



### Fixed monthly cost

- A low monthly usage fee replaces a large upfront cash investment to tool up
- Predictable costs, every month



### Theft coverage

- 80% of losses covered in the event of a theft
- Simply report the tool stolen with a police report  
We'll take care of the rest



### Accidental damage

- Cover for accidental damage on site\*
- Return the tools to Hilti and we'll take care of the rest

\*Some limitations apply. Contact Hilti for details.

## Know what you have



### Tool inventory and labelling

- Use Fleet Management Online to track and assign your tools to a specific job, team or worker
- A full tool fleet list helps avoid redundant purchases
- Customised labels makes tracking tools easier



More contractors are realising that just owning tools does not make them money – using high performing, reliable tools does. Always having the right number of properly serviced tools at hand means considerable logistic and financial cost. With Hilti Fleet Management, there is no upfront capital investment required to tool-up for a job.

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## Flexible exchange



### Contract extension

- Return your tools at a date convenient to you upon contract expiry
- Contract extension ends when tools are returned to Hilti



### Exchange cycle

- Flexible tool exchange cycle options: monthly, quarterly (default), semi-annually or annually

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## Cut administration



### Streamlined processes

- No more repair quotes – high quality tool repairs returned fast
- Quick and easy order process to add tools to your fleet
- 1 monthly invoice

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## No more downtime



### Tool upgrades

- Use our tools to get the job done, then trade up to the latest technology at the end of the term using Hilti Online or Hilti Connect
- Minimise downtime with a constant fleet of high performing tools



### Loan tools\*

- In the event of a tool repair we can arrange a loan tool if you're in a metro area. Call us on 131 292 and we'll do the rest.

\*Some limitations apply. Contact Hilti for details.

# HERE'S WHAT THE PROCESS LOOKS LIKE

Customised labelling, tracking and invoicing helps you better manage your tool fleet

Hilti Fleet Management

## Order



Place your order, specifying how you would like the tools assigned (job, team, truck, worker, P.O. etc...)



## Online Inventory



Tracking information is immediately available on your screen, which can be updated regularly.

	Tool type	Serial number	Location	Exp. date
<input checked="" type="checkbox"/>	GR 3000-DR	ALPHICEM010	31672012	
<input checked="" type="checkbox"/>	GR 4000-DR	ALPHICEM014	31672014	
<input type="checkbox"/>	GR 300-DR	ALPHICEM013	31672014	
<input type="checkbox"/>	VC 4000-DR	ALPHICEM012	31672013	
<input type="checkbox"/>	DC 1000-DR	ALPHICEM011	31672013	
<input checked="" type="checkbox"/>	TE 1500-DR	ALPHICEM010	31672014	
<input checked="" type="checkbox"/>	TK 1000-DR	ALPHICEM009	31672014	
<input checked="" type="checkbox"/>	TK 1000-DR	ALPHICEM008	31672014	

**Keeping track of your tools maximises the benefits of Fleet Management and makes all this a breeze:**

- Upgrading expired Fleet high performing tools
- Identifying a stolen tool theft claim





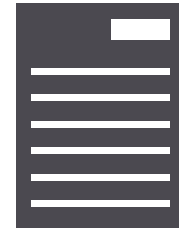
## Tool Labels



Fleet labels share this tracking information. Assignment updates trigger new tool labels to be sent for next day delivery.



## Custom Invoices



At no additional cost, your monthly invoice can provide a cost breakdown by tool assignment (i.e. per job) for easy cost allocation.

Item No.	Material Description	Start Date, Cycle Time	Quantity	Monthly Rate per Unit	Total [w/o Tax]
<b>Hilti Fleet Management Premium</b>					
Org. Ref. : Truck 1					
273658	Combhammer TE 70 TPS 120V	11/2011, 48 Months	1	39.16	39.16
305753	Rotary hammer TE 16-C 115V	06/2009, 36 Months	1	30.18	30.18
Org. Ref. : Truck 2					
304488	Wooddrywall screwdriver SD 2500 120V	04/2011, 12 Months	1	24.00	24.00
336737	Diamond coring tool DD EC-1 120V US	12/2007, 48 Months	1	57.97	57.97
Org. Ref. : Truck 3					
369025	Rotary hammer TE 6-S 120V cas	02/2008, 48 Months	1	14.47	14.47
<b>NET</b>					<b>165.78</b>

tools with brand new,  
for submitting a

- Eliminating unnecessary tool purchases
- Planning your company's tool needs across projects

# HILTI CONNECT

Hassle-free tool services at your fingertips

Hilti Fleet Management

**Hilti Connect is the perfect app to manage your Fleet tools. It provides full visibility of your complete tool list.**



## WHAT IS HILTI CONNECT?

Hilti Connect is a new phone app that allows you to identify your tool with NFC technology, find detailed tool information such as warranty and fleet expiration dates, and see how many times a tool has been repaired.

The app also allows you to submit your tools for repair right from your smartphone.

## HOW DO I KNOW IF MY TOOL IS NFC ENABLED?

Any Hilti tool that is NFC enabled will have a "Connected" symbol on the rating plate of the tool. Place your phone in that location and it will read the NFC tag and take you to the Hilti Connect App.



**Scan the code to find out more about the benefits that Hilti Connect can provide you and your business.**



**Hilti Connect is the easiest option for booking a repair, requesting loan tools, returning expired tools and checking Fleet information.**



## HOW DOES HILTI CONNECT WORK?

There are three things that make up the whole Hilti Connect experience. The app, the NFC tag, and the Hilti Cloud. Once logged into the app with your Hilti Online login credentials, you can search for the tool you want by serial number or by scanning the NFC tag. After scanning a tool, the app links to the Hilti Cloud and pulls in all the data and documents for that tool.



## HOW CAN IT HELP WITH MY FLEET TOOLS?

Hilti Connect gives you access to Fleet information such as purchase date and expiry date and allows you to book tool repairs and request loan tools at the same time (should you need one). In addition, you can access operator manuals, how-to videos, related products and approval documents – all from the convenience of your smartphone.

**Hilti Connect can be downloaded for free from the Google Play store, or the App Store right to your smartphone.**



# NO MORE DOWNTIME

Keep working while your tools are being serviced

Hilti Fleet Management

## Loan tools to keep you working

We've partnered with Kennards Hire to provide you with a loan tool to keep you going on the jobsite while you wait for your fleet tool to be repaired.

### Here's how it works:



#### 1 Call us on 131 292

We'll book your fleet tool in for repair and at the same time arrange a loan tool at the nearest Kennards Hire branch.



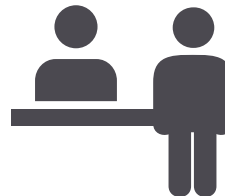
#### 2 We'll send a courier to collect the tool for repair...

...while we send you a loan tool to your requested site by the next day if you're in a metro area. Or if you're in a regional area, your local Kennards\*



#### 3 You keep working on the jobsite with the loan tool...

...while we repair your tool.



#### 4 After receiving your repaired tool back, we arrange collection of your loan tool. Or, if you've used a tool from Kennards, you return it to the same hire branch you collected it from.

**Conditions apply:** 1. A loan tool will be offered from the nearest Kennards Hire branch where the same or an equivalent tool is available. 2. Loan tools not returned within the 7 day loan period, will incur standard Kennards Hire charges after the 7th day. 3. In the instance where no equivalent tool is available from a nearby Kennards Hire branch, Hilti will be unable to offer a loan tool. 4. Loan tool service is only offered for tools repaired under a Fleet Management contract. Hilti does not offer loan tools for the repair of tools which were purchased outright.





## The path to enhance the efficiency of your company



## HERE'S WHAT SOME OF OUR FLEET MANAGEMENT CUSTOMERS HAVE TO SAY:

**“With Fleet Management you know the tools are going to be there when you need them”**

Trent Leen, Director  
Demolition company



**“Fleet Management gave me more time on site and less worrying about tools”**

Norm Touma, Director  
Plumbing contractor



**“We don't have to worry about (services and repairs). It's effortless”**

Richard Tat, National Operations Manager  
Warehouse racking installer



**CLICK HERE TO ARRANGE A FREE CONSULTATION TO OPTIMISE YOUR TOOL FLEET OR VISIT [HILTI.COM.AU/FLEET](https://www.hilti.com.au/fleet)**

Watch the video to see why construction professionals choose Fleet Management.



# WE'RE HERE TO HELP

## How to get in touch



### Contacting Hilti



#### HILTI ONLINE

7 days a week, 24 hours a day, our website is available at your own convenience during and after office hours, with quick access to product information and pricing. Register to order online, review your order history, see your tool list and more. Get the Hilti Mobile app for Android or iOS.

Visit: [www.hilti.com.au](http://www.hilti.com.au)



#### ACCOUNT MANAGERS

Our professionally trained Account Managers are readily available nationwide, to visit your place of work, where and when you need. They can help evaluate your job requirements and suggest ways to increase your productivity and profitability.

Call: 131 292



#### CUSTOMER SERVICE

Customer Service representatives are available Monday to Friday from 7:30am to 5:00pm. Our professionally trained team can help you with product advice, orders and deliveries, as well as organising on-site product demonstrations.

Call: 131 292 Fax: 1300 135 042 Email: [serviceaustralia@hilti.com](mailto:serviceaustralia@hilti.com)



#### HILTI STORES

Our national network of Hilti Stores are much more than display or sales points for Hilti products. At a Hilti Store, you can receive professional advice on products and applications. You can also have hands-on demonstrations of Hilti products. Find a location near you.

Visit: [www.hilti.com.au/stores](http://www.hilti.com.au/stores)

##### Sydney – Alexandria

154 Bourke Road  
Alexandria NSW 2015 Mon  
– Fri 7.00am – 5.00pm

##### Sydney – Seven Hills

1/1 Tucks Road Seven Hills  
NSW 2147 Mon – Fri  
7.00am – 4.00pm

##### Brisbane

718 Kingsford Smith Drive  
Hamilton QLD 4007  
Mon – Fri 7.00am – 5.00pm

##### Gold Coast

Unit 5/46–50 Spencer  
Road Nerang QLD 4211  
Mon – Fri 7.30am – 4.30pm

##### Melbourne

203-205 Normanby Road  
South Melbourne VIC 3205  
Mon – Fri 7.00am – 5.00pm

##### Adelaide

183 Railway Terrace  
Mile End South SA 5031  
Mon – Fri 7.00am – 5.00pm

##### Perth

150 Abernethy Road  
Belmont WA 6104  
Mon – Fri 7.00am – 5.00pm

[FIND A STORE](#)



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