What is electronic business-to-business (eB2B)?

Electronic business-to-business is the most efficient manner to process business transactions between Hilti and our customers. Products are ordered directly in the customer's system and are processed in a fully automated manner:

**The customer's efficiency enhances Hilti's productivity.**

Concisely, this refers to the electronic exchange of:

- Hilti product catalogs
- Orders
- Order confirmations
- Dispatch advices
- Invoices

Our customers work in a system that requires no additional manual effort.

A rapid execution of standard business processes.

**Efficient work processes**

- Semi-automated: Our customers can already use the eCatalog to send orders via fax or e-mail
- Ideal: eCatalog plus the UGL format can be immediately activated

**eOrder confirmation and eDispatch advice**

- Automatic assignment of the order without additional manual effort
- Complete traceability

**eInvoice**

- Ideal: e-mail pdf can be immediately activated
- Or as an electronic invoice in the customer system (requires a comprehensive project)
**eB2B for you! How should we proceed?**

<table>
<thead>
<tr>
<th>I. Business agreement</th>
<th>II. Agree on Hilti standards</th>
<th>III. Technical connection 1:1</th>
<th>IV. eB2B services implementation</th>
<th>V. Go Live / intensive care phase</th>
<th>VI. Develop the eB2B relationship</th>
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</thead>
<tbody>
<tr>
<td>No. of orders that can be automated (TA):</td>
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<td>Hilti Online channel share:</td>
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<td>Control or decentralized purchasing guidelines?</td>
<td>Number of total orders:</td>
<td>Sales R12:</td>
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</table>

☐ Do you currently use electronic purchasing/eProcurement?  ☐ Yes  ☐ No

 Which system (SAP, Microsoft, Oracle, etc.):  
 Do you use a service provider or marketplace:  
 What kind of experiences have you had; good/bad examples:  
 What can Hilti do better in concrete terms:  
 Other:  

☐ Would you like to have current Hilti products, and their prices, in your system via an electronic catalog?

☐ Which processes do you want to make more electronically efficient?  
 eB2B target amount:  
 Planned eB2B channel share:  
 %

Achieved when/date:  
☐ eOrder  ☐ eOrder confirmation  ☐ eDispatch advice  ☐ eInvoice per e-mail/pdf  ☐ eInvoice/integrated

☐ Time frame?

When do you want to start:  
When do you want to conclude:  
Ideal test period:  
Other:  

☐ When would you like us to contact you?  
Date:  
Cust. no.:  

Responsible person/B2B name:  
Management team contact:  
Purchasing unit:  
IT:  
Other:  
Phone:  

