

Hilti's Way to AP-Automation: On- Premise and in the Cloud



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Advance with confidence



Agenda

01

Hilti's digital
transformation with
Serrala

05

Outlook

02

Lessons Learned

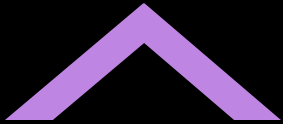
03

Achievements /
Results

04

Purchase to
Pay Strategy

Hilti's digital transformation with Serrala



01

This is Hilti

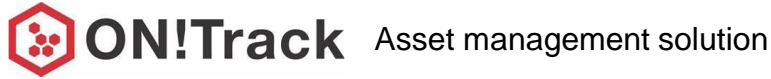
- Founded in 1941 in Schaan, Liechtenstein
- A global leader in system solutions for construction professionals
- Sales of more than CHF 6.4 billion (2024)
- More than 34,000 team members, in over 120 countries
- Innovation driven: CHF 466 million R&D investments (2024)
- Direct customer relationships
- Owned by the Martin Hilti Family Trust
- Our Purpose is "Making Construction Better",
Lead 2030 is our corporate strategy



Our hardware



Our software



ON!Track Asset management solution



Crew Center

Construction workforce management solution



FIELDWIRE

A GROUP COMPANY OF **HILTI**

Project management and construction site collaboration solution



Profis Engineering

Code-compliant anchor design solution



ERP system specifically for construction companies



Documentation Manager

Fire safety information management solution

Our services



Fleet management:

Lease and manage tool park tailored to customers' needs



Tool repair: Provide repair service via our repair centers



Consulting: Conduct telephone and on-site consulting, end-to-end from design to execution



Project specific services: Offer project-dedicated support teams to match specific customer needs



Training and instruction: Provide comprehensive application and safety training



Engineering, Design & Modelling Services: Support with cross-functional teams to improve project productivity



Prefabrication Services: Support with specialists to leverage the benefits of prefabrication



HILTI FINANCE

Career @Hilti global finance



SSC Key Figures & Achievements 2024 / 2025

86

**Hilti Entities
Covered by SSC
(93 %)**

8

**Shared Service
Center
Around the globe**

255

**Employees
Working in Shared
Services**

3

**SAP ERP Systems
S4H, ByD, S4C**

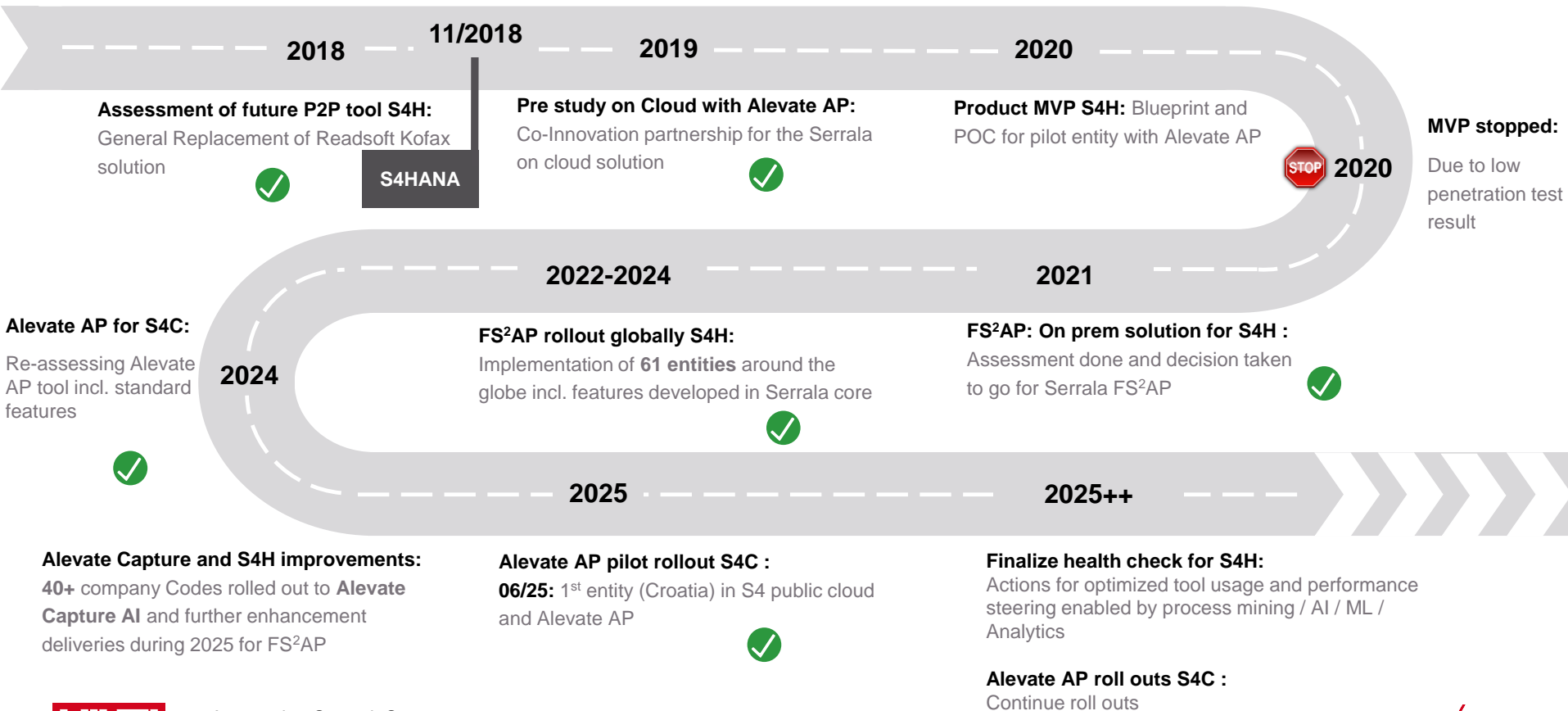
750k

**3rd Party Supplier
Invoices**

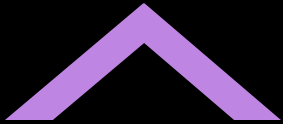
33 %

**Touchless Invoice
Processing**

HILTI P2P JOURNEY WITH SERRALA



Lessons Learned



02

FS²AP IMPLEMENTATION - LESSONS LEARNED



Clear Blueprint: Add your demands and expectations to your Blueprint as early and as precise as possible!

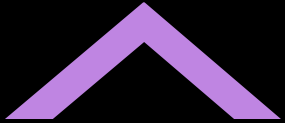


Early Roadmap involvement: Communicate your roadmap, deadlines and dependencies on other projects clearly and in time (e.g. System Freeze) to not delay your implementation!



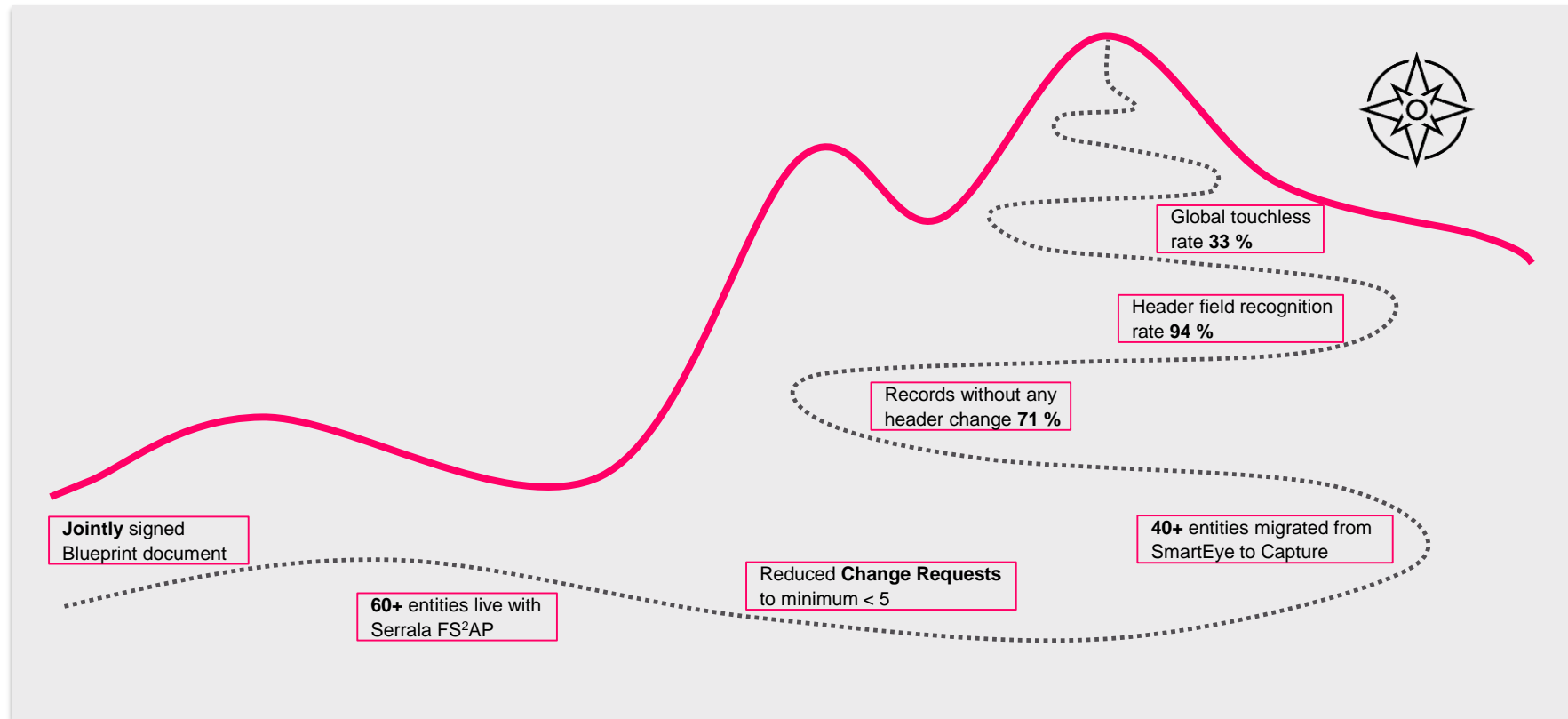
More change management less change request: Keep change requests to a minimum! Change Management pays off more!

Achievements & Results

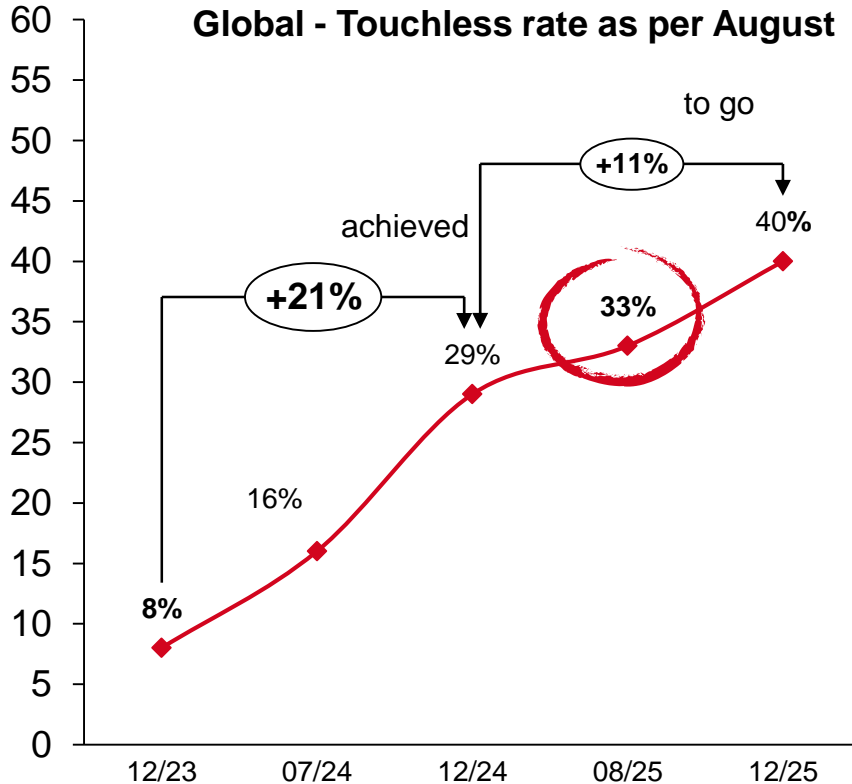


03

JOINT ACHIEVEMENTS ON OUR WAY TO THE PEAK

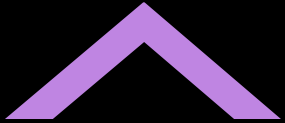


OUR GLOBAL TOUCHLESS INVOICE AMBITION LINE 2025



- 750.000 Processed 3rd party invoices per year
- 55% Global PO invoice rate
- 55 Full and part time accountants across globe
- 350.000 Invoices posted touchless since implementation

Purchase to Pay Strategy



04

SHARED TARGETS CONCEPT– FACILITATING CROSS-TEAM COLLABORATION TO ENABLE PROCESS EFFICIENCY

Objective: Sustainable End-to-End (E2E) process efficiency

❑ Approach

- SMART (specific, measurable, achievable, relevant, time-bound)
- Clear Process Ownership, Roles & Responsibilities

❑ Scope

- E2E PTP Process efficiency measured by Touchless Invoice Rate and related KPIs

❑ Stakeholders

- Finance (Purchase-to-Pay)
- Procurement

❑ Framework

- Procurement & Finance Agenda
- Strategic initiatives

❑ Procedure

- Regular cross-team communication to define & align process targets, scope and follow-up actions

Shared Targets Concept

ERP STRATEGY – ADVANTAGES ON-PREMISE VS. CLOUD



On-Premise

ERP system is installed and run on company hosted servers and infrastructure.

- + Full control
- + Data security in own hands
- High implementation costs
- High maintenance complexity (upgrade)

FS² AP

Serrala's On-Premise solution for Accounts Payable.

- + Big companies
- + Data security in own hands
- + Implementation 3 – 4 month
- + Certified by SAP

VS.



Cloud

ERP system is hosted on external servers.

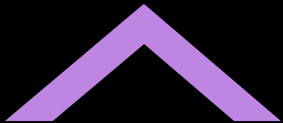
- + Low upfront costs, scalable & lean processes
- + Greater flexibility for configurations
- + No need for complex system testings
- Potential data privacy concerns
- Ongoing subscription costs

Alevate AP

Serrala's Cloud solution for Accounts Payable.

- + Small, medium and big – sized companies
- + SaaS-Solution
- + Integration in every ERP environment
- + Implementation 1 – 2 month
- + Certified by SAP

Outlook



05

OUTLOOK ON OUR AMBITIOUS PURCHASE TO PAY JOURNEY

Master data mgt.



- Clean-up supplier master data to increase recognition rate
- Automate process end2end
- Monitor progress

Operational excellence



- Drive change mgt.
- Use Serrala products to the max incl. latest technology
- Continue co-innovation for product development with Serrala / SAP

Performance steering



- Shared target settings with procurement & finance
- Steer progress of touchless rate
- Gamification
- Benchmarking

Thank You

