

CASE STUDY

Environmental Air Systems



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Hilti and Environmental Air Systems
partner to manage the bottom line.



ENVIRONMENTAL
AIR
SYSTEMS

The Challenge

When Environmental Air Systems (EAS) arrives on site, building owners expect their plumbing and HVAC systems to be installed correctly, on time and to work exactly as designed throughout the building's lifetime. EAS has high standards, and they need a partner that can help get the job done.

For years, EAS leadership experienced all the problems associated with managing their own tools; including break-downs and never knowing which tool would come out of the gang box broken.

The Fleet Solution

EAS wanted to maintain a modern fleet of tools to keep production and installation on schedule. Like many contractors, EAS saw that tool management goes beyond the initial price of tools, and was looking for a partner with a commitment that goes beyond tool delivery. Hilti became that partner.

Today, Hilti Tool Fleet Management provides EAS with:

- Custom tool labeling
- Monthly bill for tool usage
- Simple theft coverage
- Full repair and maintenance cost coverage
- Efficient repair notification and shipping
- Dedicated local support
- Scheduled tool exchanges

Hilti. Outperform. Outlast.

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The Fleet Result

EAS now focuses on getting its greatest assets and its team members on the job doing what they do best – designing, fabricating, and installing. Their organization is experiencing tangible benefits with Tool Fleet Management, including:

Productivity

- EAS jobs are approximately 20% more efficient by having the right tools
- Quality tools increase performance significantly

Cost Management

- Tool management costs have reduced by approximately 20-25% annually
- Repair costs including jobsite and fabrication wear and tear are fully covered
- Tool repairs are picked up and returned weekly
- Tools are automatically repaired and replaced at no charge, including shipping
- Nearly all repairs are completed the same day of delivery
- Loaner tools arrive if the repair takes longer than planned to reduce down time

Excellent Quality

- Tools are planned for their productive life based on application and rotated by tool type, between one and four years
- Innovative tool technology gets the job done faster
- Hilti tools are designed with safety features to help protect workers

Real Time

“Hilti Fleet has allowed us to manage our tools better, have a better line of tools, and know where our tools are. It’s been huge for our people and helped our production immensely.”

- President Jim Bullock, Jr., EAS



Get access to the latest features and videos on ways our services can help your business.

Results may vary. Contact Hilti for full program details.

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