

Business Development Solution Overview



VISIT [HARDHAT.COM](https://hardhat.com)

salesforce

PARTNER

Request Demo

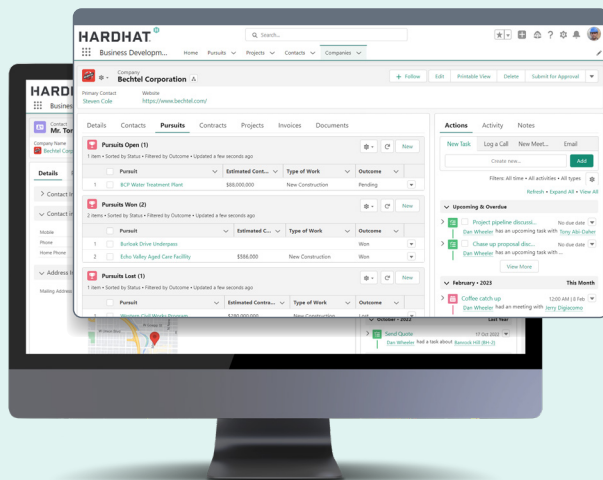
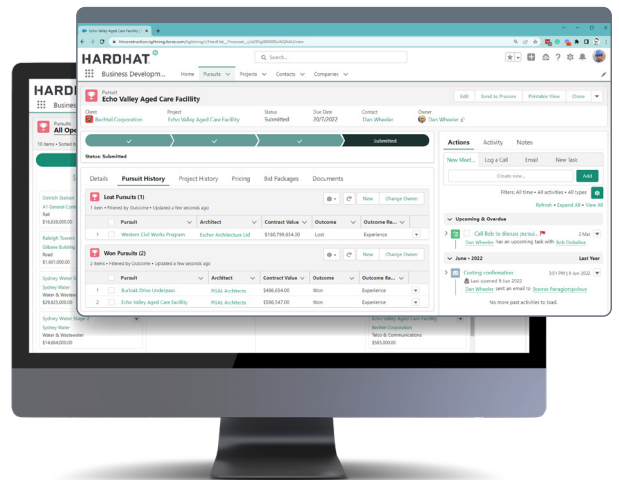




HardHat's CRM capabilities help businesses grow. Drive engagement with customers and prospects, across the entire relationship lifecycle, all from within your HardHat platform.

Pursuit Management

- Visualize your project pipeline to make the best possible business decisions
- Tailor your pursuit workflow to your company's needs
- Ensure interactions with clients and prospects are shared
- Capture pursuit-related notes and intelligence quickly and easily
- Capture pursuit-related emails, calls and meetings
- Manage pursuit-related tasks and actions in one central place
- When new pursuits are created you can automatically see the history of pursuits and projects with the client/prospect
- Send pursuits to Procore to be created as projects

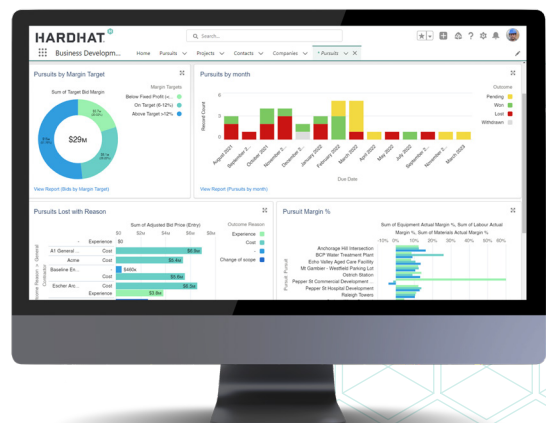


Client Relationship Management

- Build lasting relationships with the right companies and people
- Ensure interactions with clients and prospects are shared
- Capture notes and intelligence quickly and easily
- Capture emails, calls and meetings
- Manage tasks and actions in one central place

Pursuit Analytics

- Create a flexible library of reports and dashboards for Pursuits and Business Development
- Subscribe to dashboards to have them emailed to you when you want
- Interactive dashboards allow you to view by time range, region or client
- Pull in related data from ERP and other relevant systems
- Predictive analytics also available on Pursuits data



Connecting every phase of construction into **one solution**



HardHat's solution spans across business development, pre-construction, health & safety, workforce management and project delivery. HardHat connects data, real-time intelligence and automated workflows from every phase of the construction process into one solution.

1

Business Development



- Pursuits Pipeline
- Client Relationship Management
- Pursuit Analytics

2

Pre-Construction



- Sub-Contractor Portals
- Sub-Contractor Pre-qualification
- Bid Management
- Contract Management

4

Health & Safety



- Incident & Injury Management
- Safety Inspections
- Permits to Work
- Hazards & Observations

3

Workforce Management



- Worker Compliance
- Project Onboarding
- Worker & Equipment Scheduling
- Learning Management

5

Project Delivery



- Assets & Equipment Management
- Document Control
- Quality Inspections
- Digital Forms & Checklists

Connected reports from multiple systems



Predictive Analytics



Connecting every phase of construction

HardHat believes a connected construction business can lead to a safer, more productive and more profitable operation. That's why we created the industry's first complete Connected Construction Solution built on Salesforce.

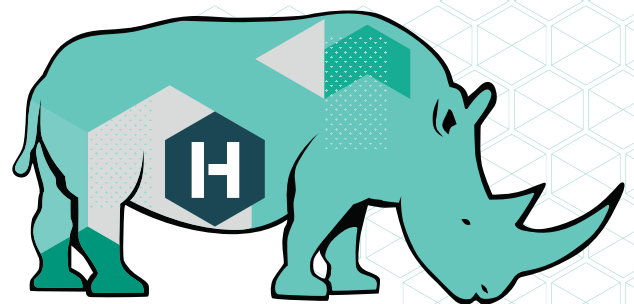
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Protecting Rhinos for future generations

HardHat is passionate about protecting the Southern White and Black African rhinoceroses for future generations. By choosing HardHat, you are having an indirect impact on assisting the fight to save these majestic animals. HardHat has partnered with The Australian Rhino Project (TARP) to provide funding and support for the relocation of white rhinos to open plain facilities in Australia and New Zealand. HardHat is also an exclusive major partner of Black Rhinos at Monarto Safari Park (South Australia) supporting the expansion of their Black Rhino facility.



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