

Connected Construction

Solution Overview

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 salesforce

PARTNER

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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.

Business Development



- Pursuits Pipeline
- Client Relationship Management
- Pursuit Analytics

Pre-Construction



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

Health & Safety



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

Workforce Management



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

Project Delivery



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

Connected reports from multiple systems



Predictive Analytics



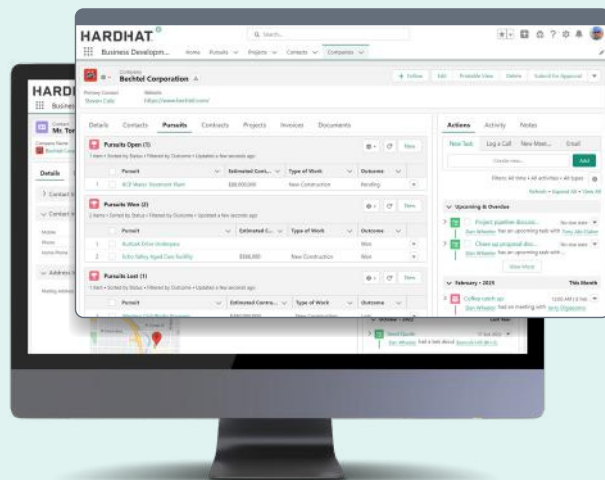
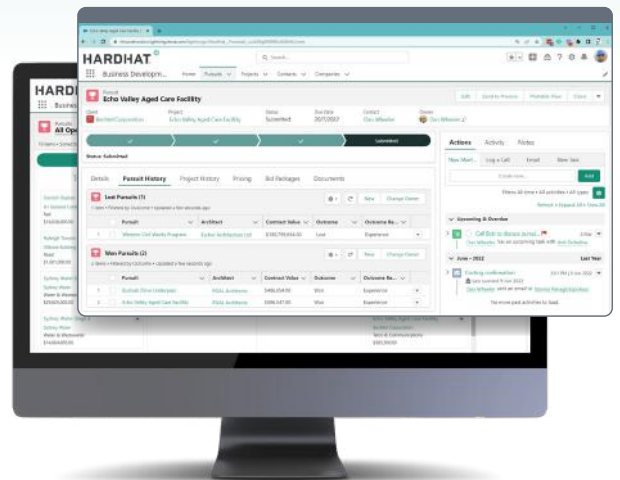


Business Development

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



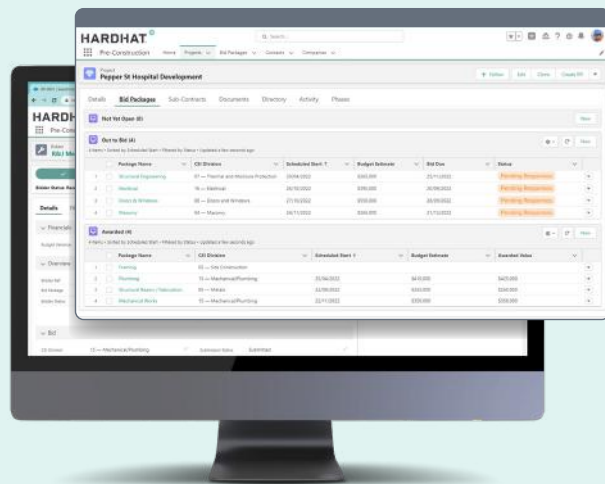
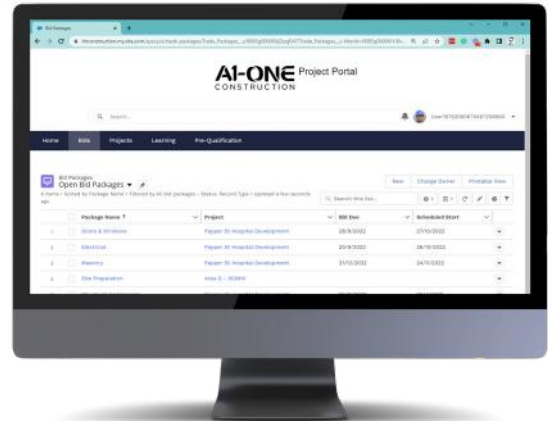


Pre-Construction

Manage and work with specialty contractors, manage bids for projects, track project budgets as GMP's progress, subcontractor performance history and current workloads.

Sub-Contractor Portal

- Collaborate with sub-contractors and suppliers to streamline workflows
- Tailor portals
- Customize and automate sub-contractor pre-qualification
- Automate invitations to bid
- Improve efficiency in managing critical information with your supply chain
- Share learning courses with sub-contractors and suppliers

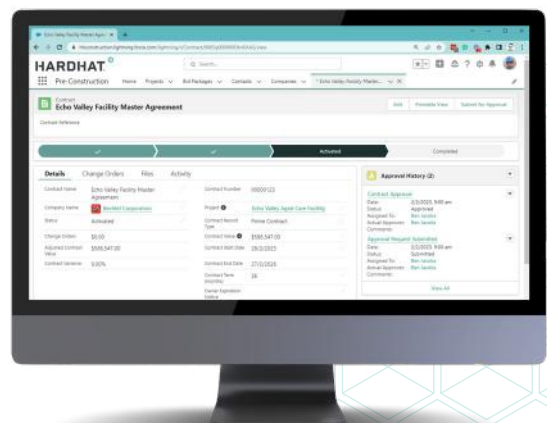


Bid Management

- Collaborate with sub-contractors and suppliers to streamline workflows
- Tailor portals
- Customize and automate sub-contractor prequalification
- Automate invitations to bid
- Improve efficiency in managing critical information with your supply chain
- Share learning courses with sub-contractors and suppliers

Contract Management

- Manage the end-to-end lifecycle of your construction contracts
- Keep a clear picture of contracts in place across your business and their status
- Prime contracts, Sub-contracts, Supplier contracts
- Automate approval steps which can vary depending on the contract type
- Easy reporting and dashboards help you keep an eye on risks and issues



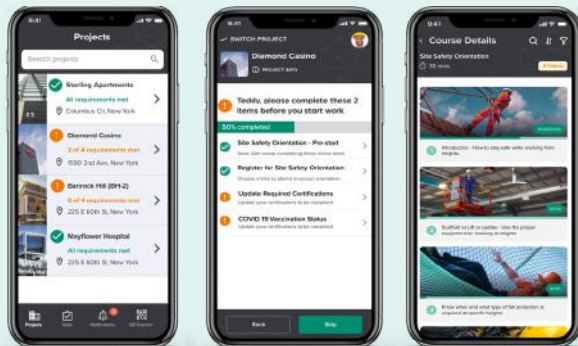
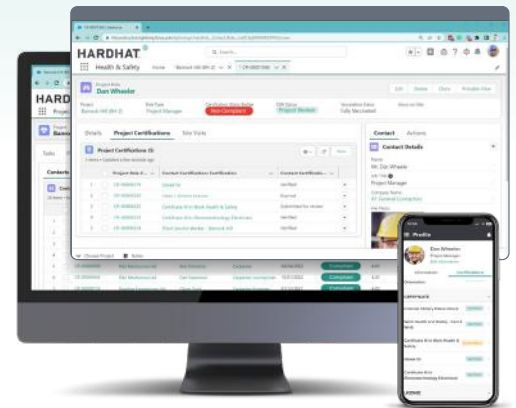


Workforce Management

Better manage your workforce for improved visibility, performance, safety and retention.

Worker Compliance

- Visibility of field worker certifications compliance
- Set customized project requirements for workers by project, role or trade
- As workers are added to a project, HardHat automatically checks if they are compliant based on their role on the project (i.e. Electrician)
- Workers can manage their own certifications in the HardHat mobile app

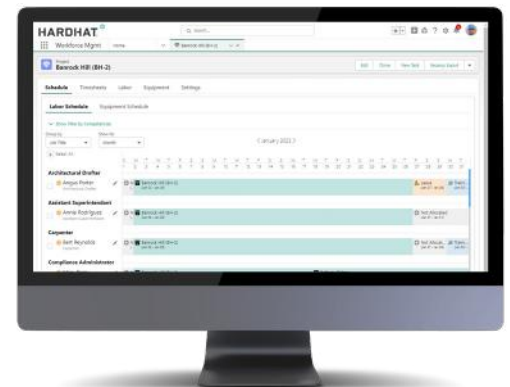


Project Onboarding

- Simple and easy for workers to see and manage their project compliance
- Customize worker requirements by project, role or trade
- Workers can complete online learning before arriving on site
- Users can be restricted from accessing project details until all requirements are met

Worker and Equipment Scheduling

- Simple and easy visibility of workers across projects as well as for a project
- Customize filters and searching
- Bulk allocate workers to projects
- Display schedules for all workforce, projects and individuals



Learning Management

- Build and distribute online learning modules to any worker
- Online content includes video, documents and custom quizzes
- Manage your entire range of learning content from toolbox talks to policies and site orientation

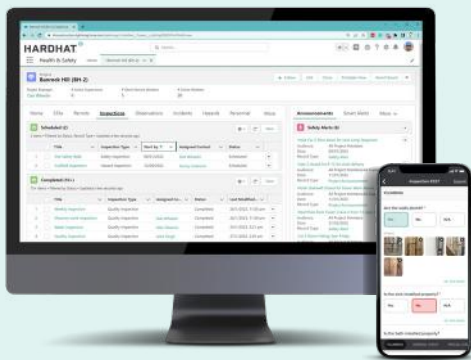
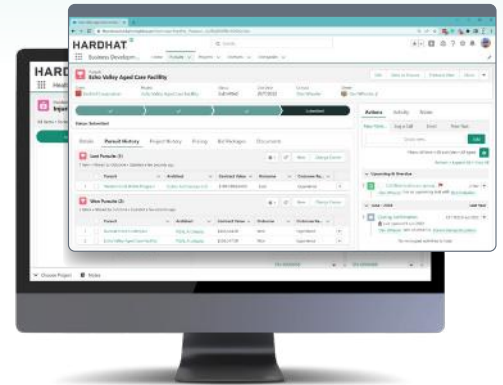


Health & Safety

Manage the entire incident lifecycle from reporting an incident, to investigation, corrective actions, response procedures, and statistics reporting. Track and issue daily work permits from the App.

Incident and Injury Management

- Company-wide visibility of incidents and injuries
- Upload photos, videos and attachments
- Customizable input forms and workflows
- Investigations and impact assessments
- Offline compatible
- Sophisticated incident workflows
- Keep stakeholders notified depending on the characteristics of each incident
- Automatically generate OSHA Logs

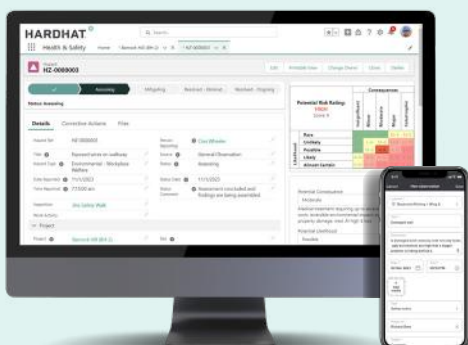
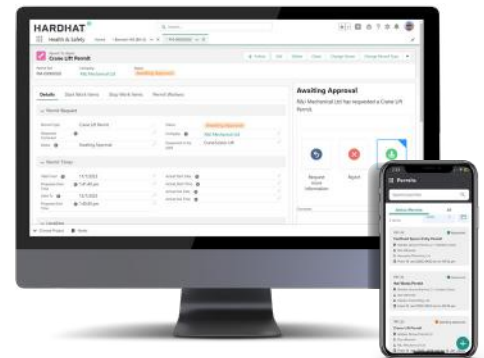


Safety Inspections

- Safety Inspections linked to customized digital checklists
- Set re-occurring inspection schedules
- Configure flagged responses on checklists to highlight issues
- Record related issues (observations, hazards etc) during inspections
- Configure customized review and approval processes

Permits to Work

- End-to-end Permit to Work workflows
- Customizable to any permit type
- Customized pre-start and completion digital checklists

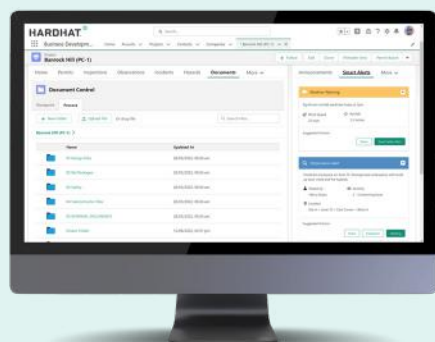
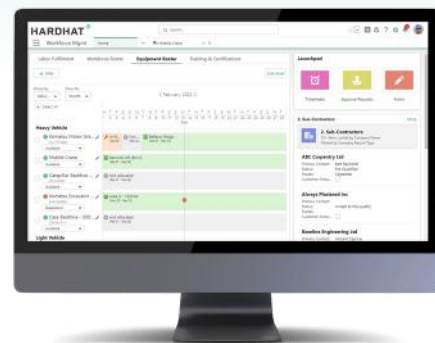


Hazard and Observation Management

- Simple and easy field reporting of hazards and observations
- Customized workflows for different types and severities
- Customizable mobile entry forms
- Risk Assessment Matrix can be tailored to your organizations own matrix

Asset and Equipment Management

- Keep visibility of assets and equipment across your projects
- Maintain a detailed digital library of your assets, including fixed assets (e.g. HVAC systems), heavy vehicles and fleet, down to toolboxes and individual equipment items.
- Set up custom maintenance and inspection schedules along with notifications and alerts

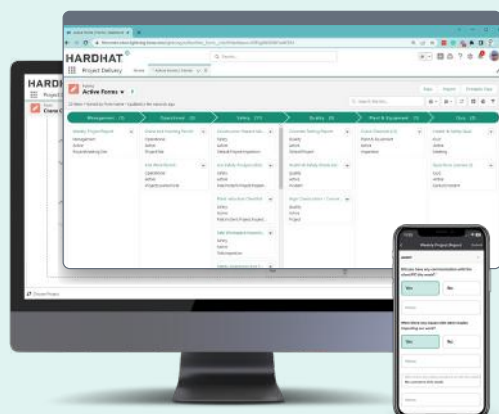
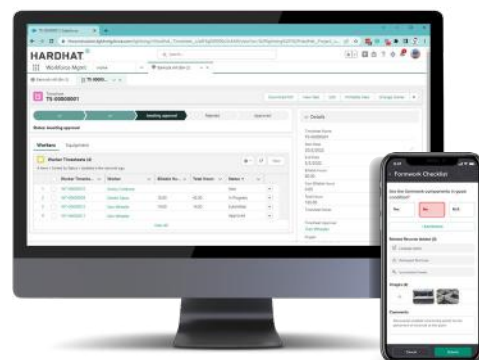


Document Control

- HardHat provides out-of-the box file and document storage with version and permission control
- Document and file integrations with Procore, Autodesk and Sharepoint
- Uploading documents into HardHat uploads into the source system

Quality Inspections

- Quality Inspections linked to customized digital checklists
- Set re-occurring inspection schedules
- Configure flagged responses on checklists to highlight issues
- Record related issues (Defects, tasks etc) during inspections
- Configure customized review and approval processes



Digital Forms and Checklists

- Empower your workers in the field with powerful digital forms and checklists
- HardHat's digital forms feature allows you to digitize all the elements of your operations
- Help your teams capture consistent data, identify areas of improvement, share reports and collaborate across working teams
- Simple and easy to convert paper-based or PDF checklists into scalable digital forms

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.

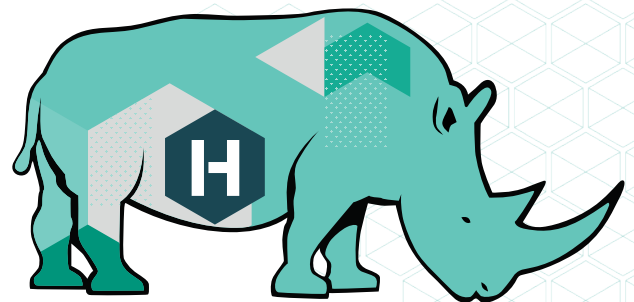
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Protecting Rhinos for future generations

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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