



INTELLIGENTE BAUPROZESSE - WIE KI DURCH AUTOMATISIERUNG DIE BRANCHE VERÄNDERT



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Hamburg, 05. März 2025



Hilti auf einen Blick



#3

Europa

#5

Global



Systemlösungen für Bauprofis

Unsere Hardware



Unser Hardware-Angebot umfasst eine grosse Auswahl an Geräten und Lösungen für Bauprofis.

Unsere Software



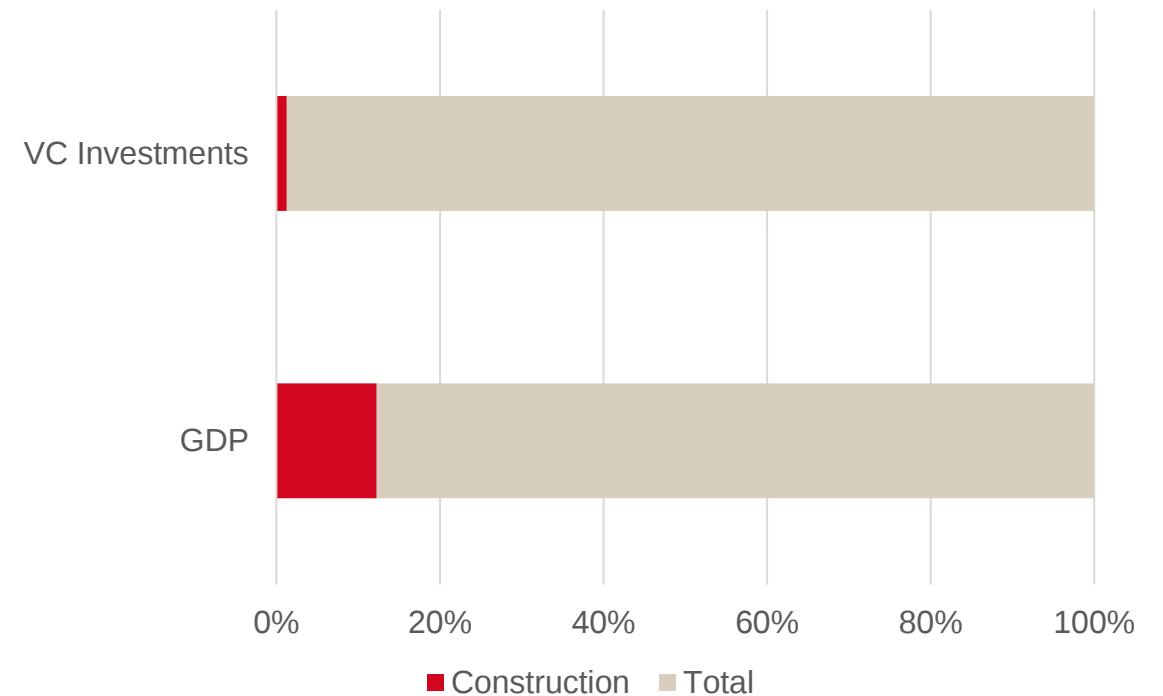
Unser Software-Angebot hilft unseren Kunden, das Beste aus unseren Geräten herauszuholen und ihre Geschäftsprozesse zu verbessern.

Unsere Services



Unser Service-Angebot bietet technische Unterstützung für die Projekte und den Gerätepark unserer Kunden.

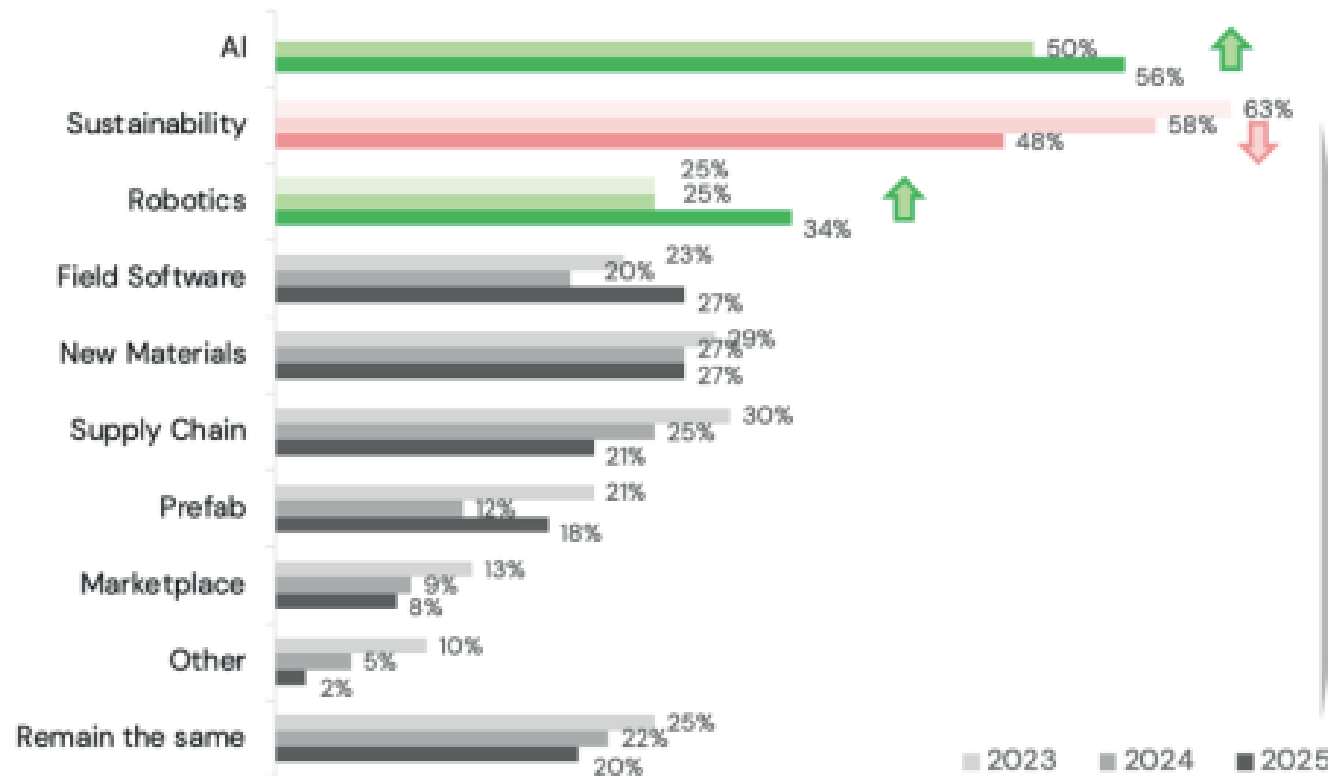
Wir arbeiten in einer grossartigen Branche, müssen bzgl. Zukunftsinvestitionen aber aufholen



Source: CEMEX Ventures

KI-basierte Technologien stehen auf Platz 1 für Investoren – auch in der Baubranche

Technologies that funds would like to increase Investments in during 2025



- AI has taken the podium over sustainability as the most pursued field for ConTech investments in 2025
- Investors have also expressed increased appetite for **Robotics** and **Field Software** deals, suggesting that the **Productivity** thematic (including automation and digitization) could lead the ConTech landscape in 2025
- Tech-verticals seeked-for are agnostic to fund structure (i.e. CVC or VC)

zacuaventures.com

 ZACUA VENTURES

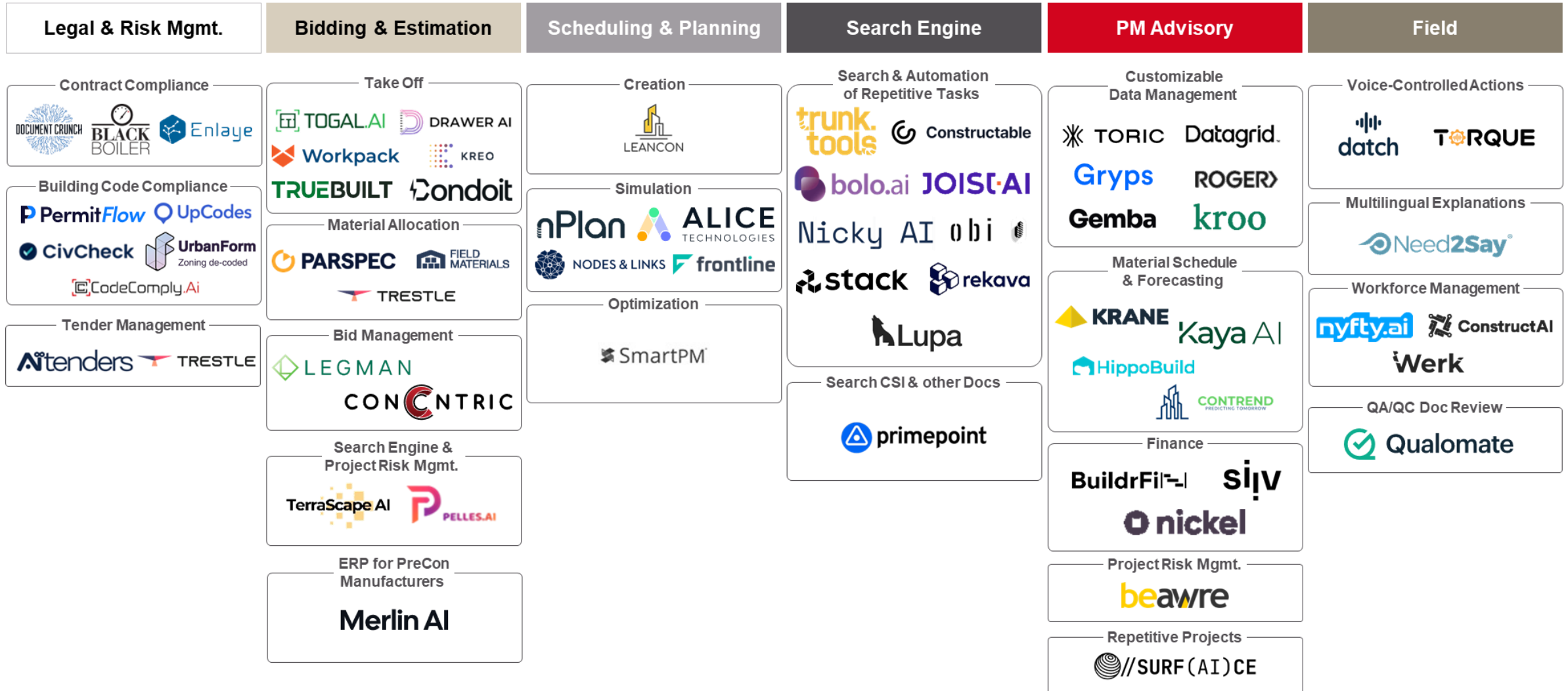
Roadmap – “Do something with AI”

do something with

What do we focus on? Laundry & Dishes or Art & Writing?



Wir arbeiten einerseits mit Startups, Unis und anderen Partnern...

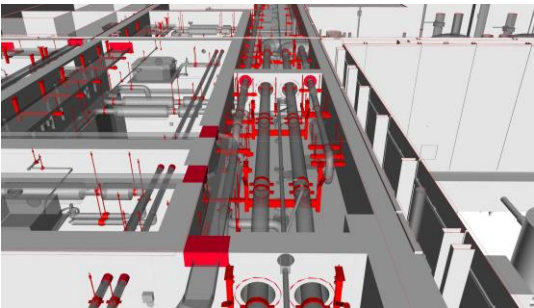


... und bauen andererseits interne Kompetenzen auf, um KI-Lösungen in unsere Produkte zu integrieren

Engineering, Design & Modelling SW & Services



**PROFIS
Engineering**



Hilti Construction Software

**Asset
Management**

*Manage your
equipment & material*



ON!Track

**Workforce
Management**

*Manage your
people*



CrewCenter

**Jobsite
Management**

*Manage your
jobsites*



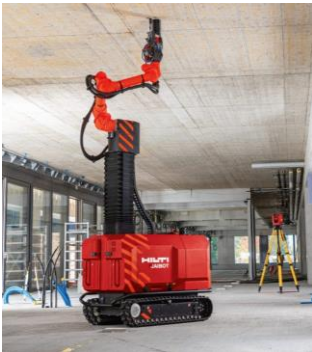
FIELDWIRE
A GROUP COMPANY OF HILTI

Business Management

Manage your business



Connected Tools, Robotics, Concrete Sensors



**concrete
sensors** BY **HILTI**

Sensors



Lab Services



Gateways



Live Monitoring

Datenquellen eines Bauprojekts – traditionell gespeichert in Köpfen, auf Papier, in Zeichnungen, Fotos, Dateien etc.

Planung

- Zeitplan
- Ressourcen: Menschen, Maschinen, Material
- Nutzungsansprüche

ERP

- Inventar
- Budget
- Kosten

Handbücher

- Sicherheit
- Qualität
- Planung
- Umweltziele
- ESG

Verträge

- Bedingungen
- Dokumente
- Gesetze
- Richtlinien (Vergabe)

Spezifikationen

- Standards / Normen
- Technische Infos
- Technische Bedingungen

Betrieb

- Verbrauch (Energie, Ressourcen)
- Betriebsmittel
- Wartung

Ausführung

- Fortschrittsaufnahme
- Lieferscheine
- Mängelprotokoll
- Abnahme

Menschen

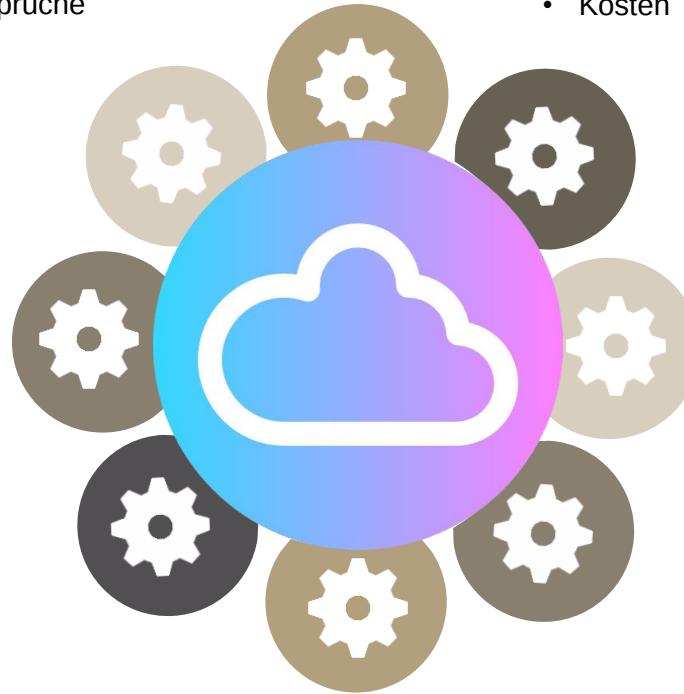
- Know-how
- Performance
- Berichte
- Aufgaben
- Koordination

Maschinen

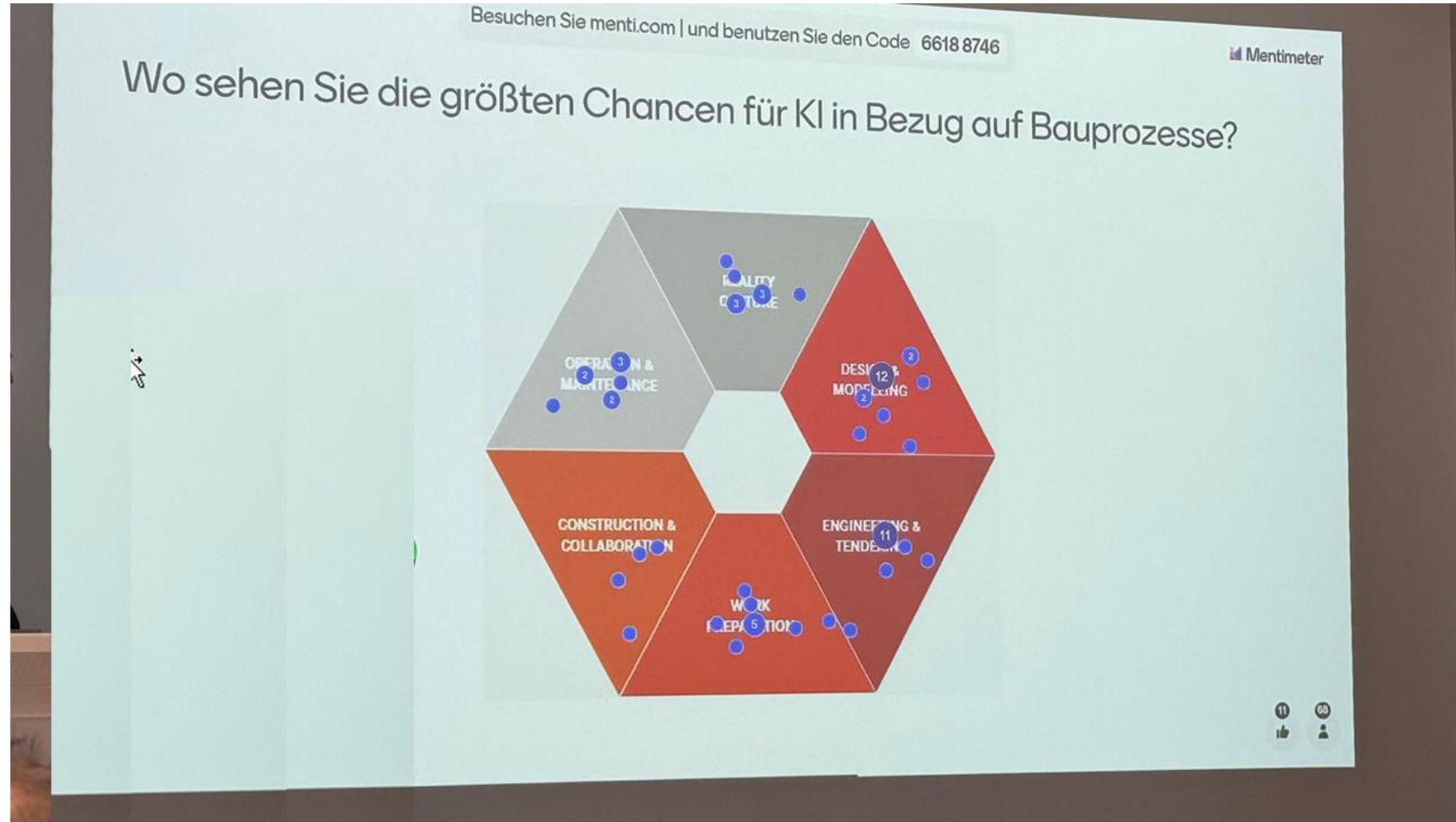
- Leistung
- Eigenschaften
- Spezifikationen

Design

- BIM
- CAD
- Leistungsverzeichnis
- Aufgaben
- Bemusterung



Die grössten Potentiale liegen immer noch in der Planung



Use case #1: Smart Design in PROFIS Engineering

Status: Live in production

The image shows the HILTI PROFIS Engineering software interface. A central pop-up window titled 'HILTI PROFIS ENGINEERING NEWS' is displayed. The pop-up has a red header with the text 'WE HAVE GOOD NEWS' and 'SAY GOOD-BYE TO MANUAL ITERATION'. Below this, it says 'SMART DESIGN IS HERE'. The pop-up features a screenshot of the software's 'Smart Design' toggle switch, which is currently turned on. A red arrow points to the toggle with the text 'TOGGLE ON AND GET STARTED'. To the right of the toggle is a progress bar labeled 'Maximum Utilization' showing 73% utilization. Below the progress bar is a 3D model of a concrete anchor. The pop-up also includes the text: 'Automate anchor calculations with Smart Design. Empowering you to value engineer connections by extracting the full capacity of our anchors, granting you peace of mind while save you time and material (Premium Only)'. At the bottom of the pop-up is a red button that says 'Learn more accessing our eLearning on Value Engineering'. The background shows the main software interface with a sidebar on the left containing 'New', 'Import from Trimble Connect', 'Drag & drop or choose file', 'Search projects...', 'All Designs', 'Drafts', 'Favorites', 'Templates', 'Shared', and 'My Projects'. The top right of the interface has a navigation bar with 'Settings', 'Support', 'Learn', 'Updates', and 'Profile'. The right side of the interface has a 'WHAT IS NEW' section with a fire design article and a 'DOWNLOADS' section with two download links.

HILTI PROFIS ENGINEERING NEWS

WE HAVE GOOD NEWS

SAY GOOD-BYE TO MANUAL ITERATION

SMART DESIGN IS HERE

TOGGLE ON AND GET STARTED

Maximum Utilization 73%

1% 100%

Automate anchor calculations with Smart Design.
Empowering you to value engineer connections by
extracting the full capacity of our anchors, granting you
peace of mind while save you time and material (Premium Only)

Learn more accessing our eLearning on Value Engineering

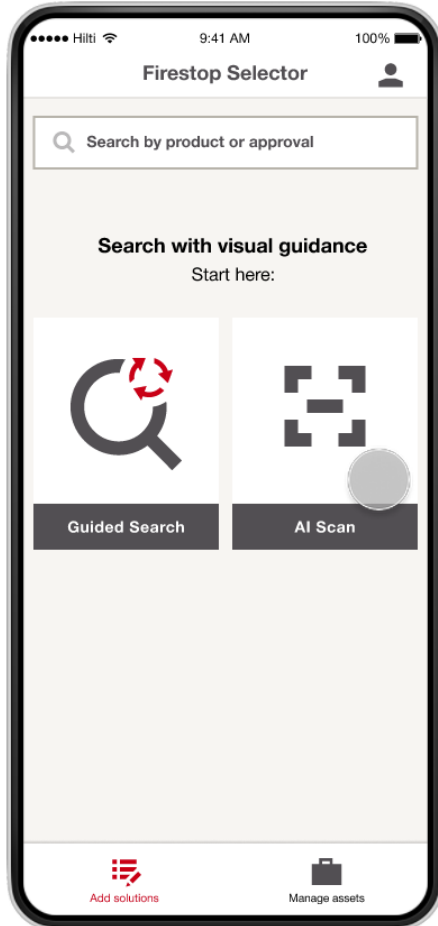
Status: Live in production



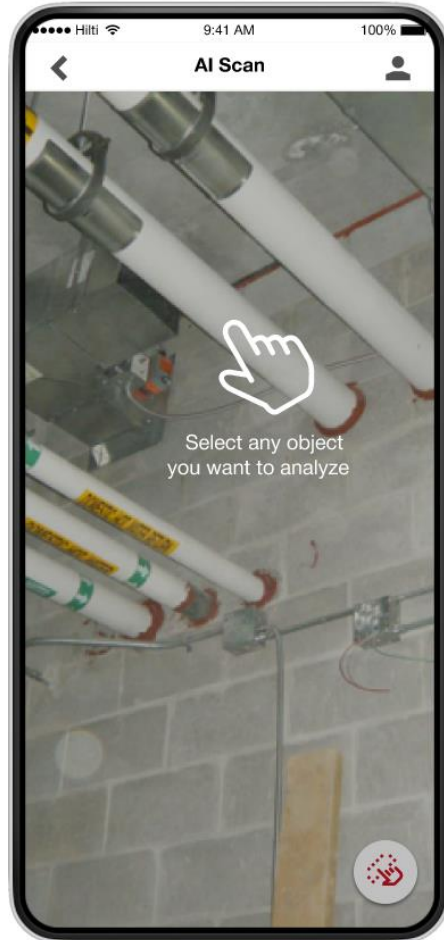
Use case #2: Smart Firestop Selector

Status: Customer piloting in preparation

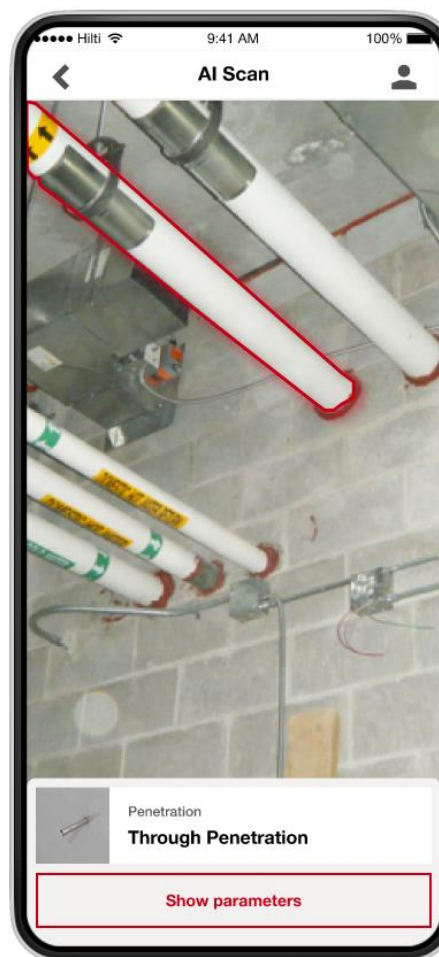
1. Select Scan



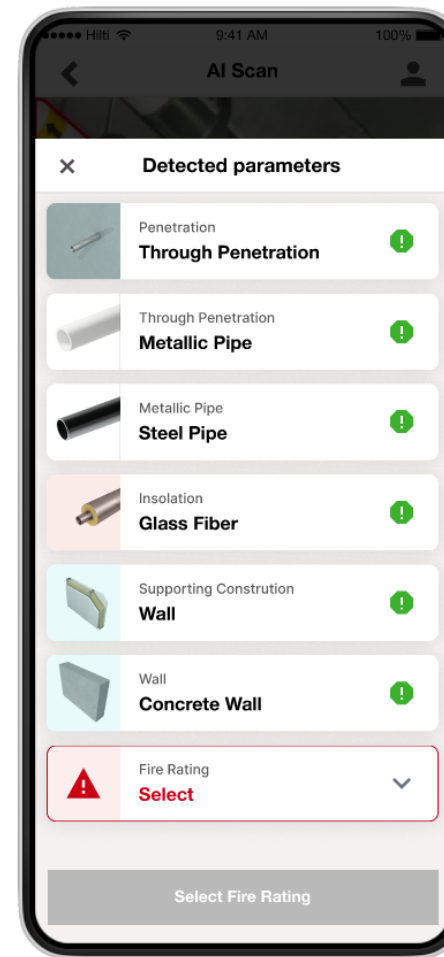
2. Take Picture



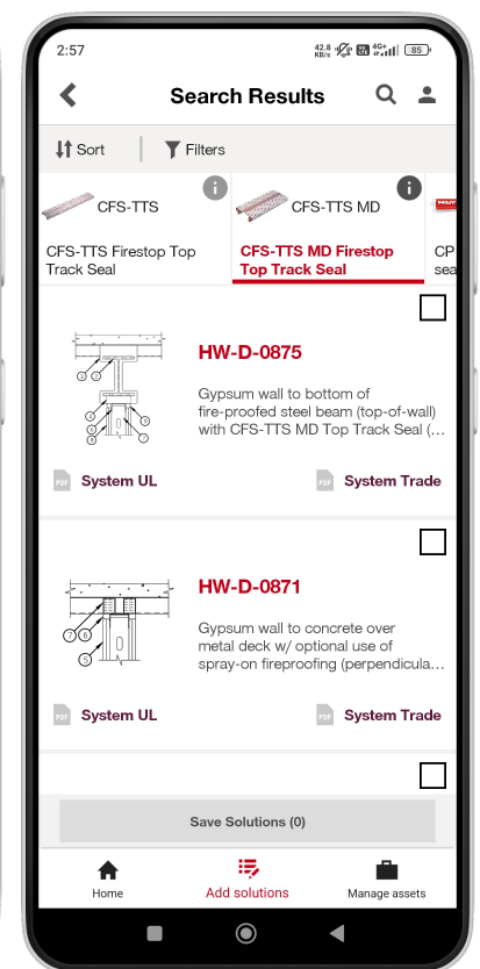
3. Select Object



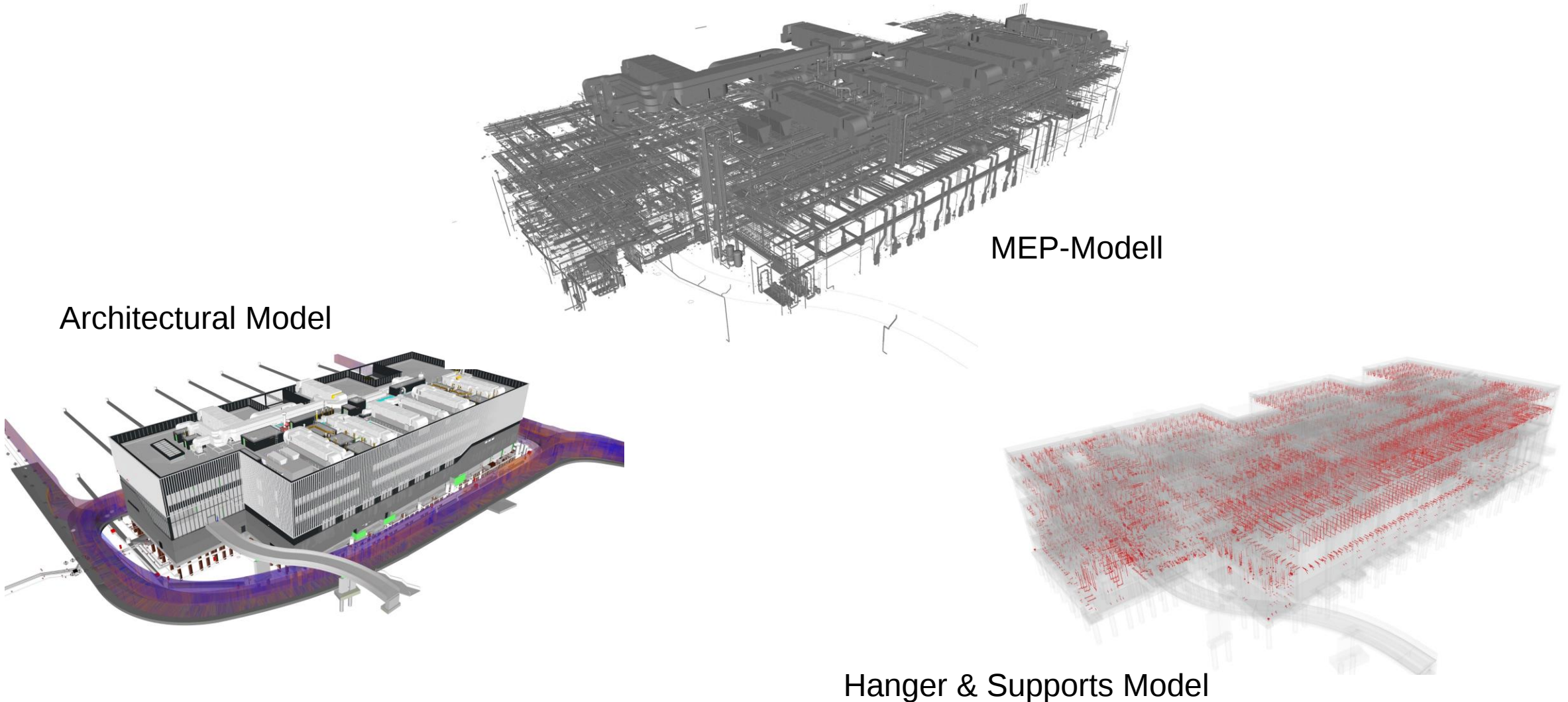
4. Validate Results



5. Select Solution

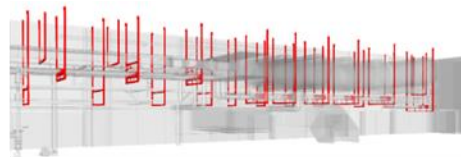
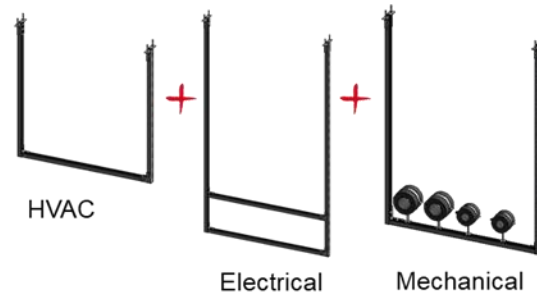


Use Case #3: Automatisierung der Prozesse für die Halterungen

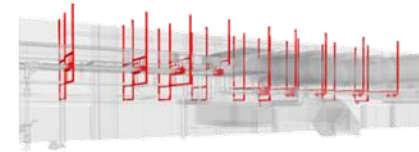
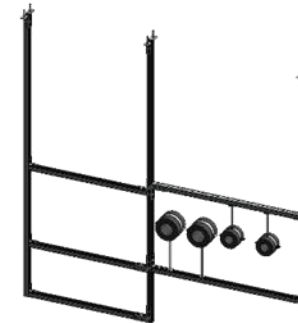


Aber können wir zeigen, dass KI auch Wert generiert (Material + Raum + Zeit + CO2)?

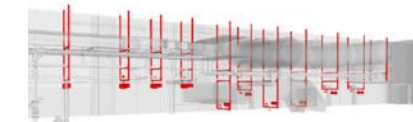
① Single Trade (Traditional)



② Multi-Trade (Parallel)



③ Multi-Trade (Sequential)



N° supports	1.223 units	408 units	- 77%	✓
N° anchors	4.892 units	2.448 units	- 50%	✓
Support cost	81.984 EUR	72.371 EUR	- 12%	✓
Space Reservation	1.541 m3	1.528 m3	- 1%	✓
Installation Time	244,60 h	102 h	- 59%	✓

Conclusion after all?



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