



## SUCCESS STORY

# Standardized payment processes around the globe

Hilti Group (below as Hilti) is a global market leader in the professional construction industry. Founded in 1941 in Schaan, Liechtenstein, Hilti's red tool-carrying cases are well-known world-wide, while the company's portfolio is much broader, offering power tools, system solutions, software and services. Today, Hilti is active in more than 120 countries with a workforce of about 30,000 employees.

### PROJECT STARTING POINT AT HILTI

- Several hundred active bank accounts
- Many hundred users on TIS
- 7 Financial Shared Service Centers (FSSC)
- Several million accumulated transactions until end of 2020
- SAP Business Suite, SAP ByDesign, and Treasury Management System integrated with TIS

### PROJECT GOALS

- Global processes to replace local processes
- More transparency and efficiency
- Enhanced payment security
- Bank account management

### BENEFITS

- Versatile ERP integration
- Full compliance multibank connectivity
- Straight-Through-Processing (STP)
- A user-friendly solution
- Cashflow visibility

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## FROM LOCALLY MANAGED TO GLOBALLY STANDARDIZED

Back in 2014, Hilti's corporate payment processes were set up and managed locally. With the introduction of SAP ByDesign in some countries for the first time, end-to-end payment processing from the ERP systems to the banks became a clear need. On top of the connectivity, payment process standardization at the global level was also a priority, for compliance, efficiency, and transparency.

Corporate Treasury was asked to look for a dedicated payments solution.

Our goal was to find a future-proof technological solution offered by a reliable partner, whose core competence is in corporate payments. Because we were working with different ERP systems, it was crucial that the solution could integrate well with all of them, while meeting all important compliance requirements. The user-friendliness of the solution was also a top consideration, as users all over the world needed to be able to work with it. TIS was able to convince us on all fronts.

**Andrea Loher**

**Manager of Treasury Processes and Systems at Hilti Group**

## A SOLUTION FOR UNPRECEDENTED TRANSPARENCY OF PEOPLE, PROCESSES AND DATA

In 2015, Hilti started to introduce the TIS payment solution. Today, Hilti is globally using TIS for bank account management and payment processing.

Payment files are transferred from ERP systems to TIS, made visible on the platform, and translated into payment formats for all desired banks worldwide. Thanks to direct bank connections, TIS enables Straight-Through Processing (STP) for payments, leaving zero chance for human intervention. Cloud-based, the solution offers secure access from anywhere. For Hilti this means that even when they are working from home, the users can make mission-critical payments just as efficiently and securely as in the office.

“On the TIS platform we can track when the payment file has arrived, who has signed the payments, whether the payment has been executed successfully at the bank. In case of payment rejections, the error message is displayed so that the team can take immediate actions,” Andrea Loher summarizes. “We also have cashflow visibility on all the accounts, standalone or consolidated. This level of transparency is something we never had before.”

## ABOUT HILTI

The Hilti Group supplies the worldwide construction and energy industries with technologically leading products, systems, software and services. With about 30,000 team members in over 120 countries the company stands for direct customer relationships, quality and innovation. Hilti generated annual sales of CHF 5.3 billion in 2020. The headquarters of the Hilti Group have been located in Schaan, Liechtenstein, since its founding in 1941. The company is privately owned by the Martin Hilti Family Trust, which ensures its long-term continuity. The Hilti Group's strategic orientation is based on a caring and performance-oriented culture and the goals of creating enthusiastic customers and building a better future.

[www.hilti.group](http://www.hilti.group)

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## ABOUT THE AUTHOR: TIS

TIS is reimagining the world of enterprise payments through a cloud-based platform uniquely designed to help global organizations optimize outbound payments. Corporations, banks and business vendors leverage TIS to transform how they connect global accounts, collaborate on payment processes, execute outbound payments, analyze cash flow and compliance data, and improve critical outbound payment functions. The TIS corporate payments technology platform helps businesses improve operational efficiency, lower risk, manage liquidity, gain strategic advantage – and ultimately achieve enterprise payment optimization. Visit [www.tis.biz](http://www.tis.biz) to reimagine your approach to payments.

# Enterprise Payments reimagined.

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