



Purpose: At Hilti, we employ subject matter experts who go beyond ,selling our customers‘ goods to providing solutions in the form of education and support. As the construction industry sees advancements in robotic tool offerings, Hilti is well positioned to be a valuable resource to our partner clients in these advancements. With the principles of Robotic Total Stations at the center of current and likely future jobsite robotics, we believe there is a value to educating tradespersons on the basics of this class of tools. We also know the journey into Construction Robotics can be daunting as it is constantly changing, so we seek to education our partner clients on these advancements.

Below is an outline of the topics we wish to discuss with the local union halls. In this one hour meeting, we would review from the basics of is a Total Station, offer a high level overview of the functions of the tool and its common uses for your trade, and a discussion of the current state and likely future of Jobsite Robotics and Artificial Intelligence. If the Union decides they wish to partner with Hilti to bring these educational offerigs to their members, we will discuss what forms that can take.

Introduction to Hilti Jobsite Robotics

1. Where it starts: Robotic Total Stations
 - a. Most common trade specific applications
 - i. Precast deck layout
 - ii. Post Install support layout
 - b. Deeper utilization potentail applications
 - i. Retrofit as builts
 - ii. „Non-BIM“ jobs
2. The cutting edge: Jobsite Artificial Intelligence
 - a. JAIBOT Introduction
 - i. Benefits over post installing
 - ii. Potential value over pre-casting
 - b. Non-Hilti Innovations
 - i. BIM Printers
 - ii. Reality Capture
3. Futureproofing the trade
 - a. Hilti partnership for apprentice training
 - b. Continued education for Journeymen
 - c. Educational oportunites for member companies

Being raised in a Union Strong family and as the subject matter expert in Robotic Total Stations, it is my personal passion to bring educational offerings to the Union Locals, doing my small part to keep the Unions ahead of the rest. Looking forward to this potential partnership.

Sandra Grigoletti
Hilti SoCal
Digital Construction Consultant