



THE CLIENT

ADT offer robust, scalable, integrated enterprise solutions with outstanding, diverse security capabilities plus a deep experience in creating converged solutions for commercial and enterprise customers.

THE CHALLENGE

As a leading UK security systems provider, ADT pride themselves on being at the forefront of cutting edge security solutions.

Operating a 'zero harm' health and safety motto, they recently decided to review their hand tool kit policy to ensure all tools used within their business were fit for purpose and safe to use.

THE SAFPRO APPROACH

After engaging their engineers to create a standardised hand tool kit to cover key day-to-day tasks, our client approached five companies – including Safpro – to put forward a hand tool kit supply proposal.

Having already worked with Safpro to provide their PPE and safety footwear solutions as well as managing their ordering through our online management tool, Optimise, they were already familiar with our unique approach.

Not only did we put forward a very competitive proposal, but we also suggested to our client that they utilised Optimise for their hand tool kits so that every kit ordered would be put against an engineer. This would allow them to run real time reports showing the number of orders and total spend by each engineer in every single branch, allowing for complete visibility. Not only that, but we also offered to supply every kit in a bespoke branded backpack in order to increase brand awareness.



THE RESULT

The biggest benefit for our client was increased visibility, which in turn allowed them to really take control of their costs. Implementing a 'points per engineer' system, each engineer is allocated 50 points per calendar year. Whenever a replacement tool is ordered due to loss or damage, the process is carefully controlled – and anything above the £50 limit has to be authorised by a manager. The result is not only a happy workforce who can do their job safely, but also a management team who are in complete control of the company spend.

After the initial success of our hand tool kits, Safpro are continuing to work with our client and are currently rolling out an 18-month programme nationwide, providing hand tool kits to over 1,500 engineers across the UK and Ireland.