

塑造智慧变革



HEXAGON

海克斯康



北京
国家会议中心

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Construction Tools

建筑测量工具产品技术与发展趋势

Roman Brueschweiler

Business Director Construction Tools & Services

September 2018





The fast change of the world requires to be a BIG LEAP AHEAD

世界的快速变化需要我们大跨步的前进

Our Mission 我们的使命



Providing the most flexibility to be a BIG LEAP AHEAD

提供最大的灵活性，以实现跨越式发展

The worlds first upgradeable construction laser solution

世界上第一个可升级的激光扫平仪产品解决方案

Construction
Tools 建筑工具



Ready to be part of the changing market environment?

准备好顺应变化的市场环境了吗?

Leica construction lasers will **CHANGE** the **GAME**

徕卡建筑激光扫平仪将根据市场环境的变化随时进行改变



Technology to make peoples life easier and more beneficial

技术给人们的生活带来了便捷和更多福利

Provide technology and turn it into flexible, reliable and accurate construction laser solution

将技术转化成为灵活、可靠、准确的激光扫平仪产品解决方案

Laser portfolio yesterday 以前的激光组合产品

10 different laser to cover
all customer needs 10种不
同激光产品满足所有客户的
需求



1. Flexibility (for companies)
公司操作更灵活
2. Efficiency (for people)
客户效率更高
3. Reliability (accurate data) 数据更准确
4. Availability (for people) 实用性更强

Unique Construction Laser Offering 现在有独一无二的激光产品提供

3 unique laser to cover all
customer needs 3种独一
无二的激光产品满足所有客户
的需求



Rugby CLH



Rugby CLA



Rugby CLI



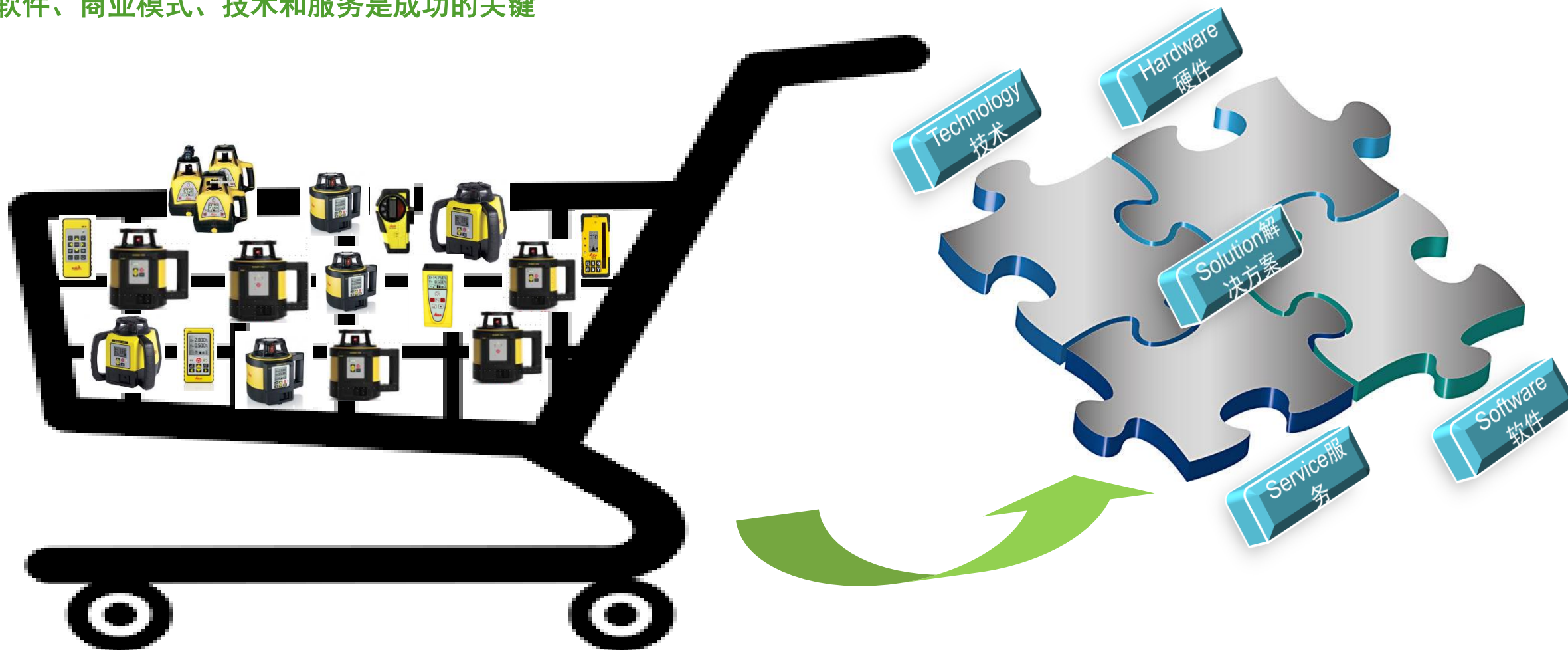
Combo



Moving from hardware to SOLUTION 从产品硬件转移到解决方案

Software, Business model, Technology and Services are the key to success

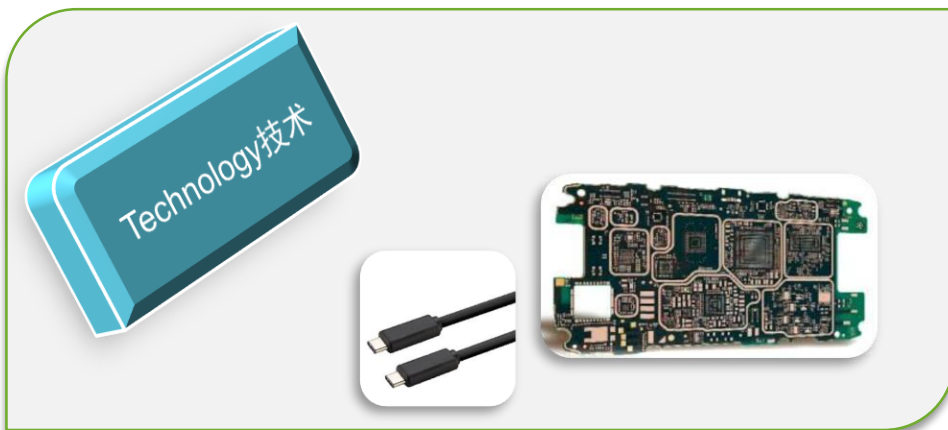
软件、商业模式、技术和服务是成功的关键



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Uniqueness of the upgradeability for construction laser

建筑激光器的可升级性的单一性

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软件、商业模式、技术和服务是成功的关键



Innovative business models and service offering 创新的商业模式和服务



Distribution
Partner 分销商

Standard Business Model
Regular resell 标准的分销模式

Order pre-customized lasers and resell them

Offer functionality upgrades on demand
预先订购激光产品后分销商分销，最后根据客户需要进行功能升级

Service Business Model
Service: Permanent laser upgrades 永久升级的服务模式

Order a base model: Benefit from reduced inventory and initial investment, negative cash cycle, complete product range and guaranteed availability, increased customer loyalty with additional upgrade offering
基本模式：从减少库存和初始投资的负现金周期中获益，完整的产品范围可用性和额外的升级服务增加了客户忠诚度

Rental Business Model
Rental service with pay per use 租用服务

Order a base model: Benefit from reduced inventory, logistics and initial investment, complete product range and guaranteed availability, pay per usage of functionality (rent)
基本模式：从减少库存、物流和初始投资中获益。完整的产品范围，可用性有保障，按功能付费(租金)

Unique Calibration Service Leica ClaMaster 徕卡独特的校准服务

Uniqueness of the upgradeability for construction laser

建筑激光器可升级性的独特性

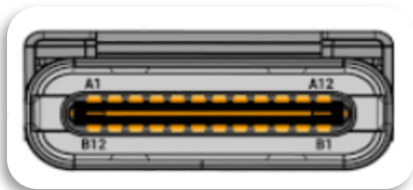
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Latest technology for power, speed and communication 最新的电源、快速通信技术

USB-C cable /connector for the fastest and most reliable communication 采用USB-C电缆连接装置将提供最快和最可靠的数据通信



Power solution via USB-C interface and Li-Ion battery technology 通过USB-C接口和锂电池技术解决了电源问题



New technology to increase the head speed up to 1200 rotation per minute 采用最新技术将磁头转速提高到每分钟1200转



Uniqueness of the upgradeability for construction laser 建筑激光器独一无二的可升级性

Software, Business Model, Technology and Services are the key to success

软件、商业模式、技术和服务是成功的关键



Innovative most rugged and ergonomic design offering
创新的：提供最坚固和符合人体工程学的设计

End-User终端用户

Rugby CLH



Rugby CLA



Rugby CLI



Uniqueness of the upgradeability for construction laser 建筑激光器独一无二的可升级性

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Unique business software for upgradeability and Analysation 独一无二的商业软件升级和分析功能

Distribution
Partner 分销商

Rugby Manager 产品管理



Business Analysing SW 商业分析软件



Auto Firmware update 自动固件升级



Application / Solution 产品应用解决方案

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Construction
Tools 建筑工具

Building construction applications
建筑应用



Machining
机械施工应用



Grade / Slope
各种级别坡度调整



Verticality
垂直度检测



Height transfer
高程传递



Rail
铁轨铺设



Road
道路铺设



Agriculture
农业田地整平



Ceiling
天花板安装

Unique Construction Tools Offering
独一无二的建筑产品出售



Unique Hexagon Offering 海克斯康 独一无二

1. Flexibility (for companies) 公司操作更灵活
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Horizontal one-button laser 水平激光一键开启

- Concrete and formwork levelling 适用于混凝土模板找平
- Height checking/transferring 适用于高程检测和传递
- Land levelling 适用于土地平整



Horizontal & slope laser 水平&垂直激光

+ Manual slopes: driveways, ramps 手动调节坡道：适用车道、坡道



Horizontal, slope & vertical/interior laser 水平，倾斜&垂直/内部激光

+ Laydown: batterboard, formwork alignment, interior: drywalls, ceilings
平铺：墙板，模板对齐，室内装饰：石膏板、天花板安装

THE ALL-ROUNDER (RENTAL) LASER 租赁激光产品齐全多样



Leica Rugby CLA

Functionality 功能
(Permanent 长期有效/Rental 租赁)

Default CLA 当前可租赁型号

CLX 250
CLX 500
CLX 600
CLX 700
CLX 800

Complete range of professional
lasers for any application and
any skill level 功能完整、专业的
激光产品适用于任何应用和任何技
能水平



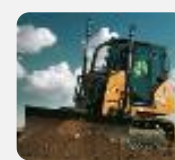
Horizontal, vertical and fully automatic dial-in (SG) grade laser (SG)级激光扫平仪

+ Fully-automatic dial-in single slope 全自动单坡调节



Horizontal, vertical and fully automatic dial-in (DG) grade laser (DG)级激光扫平仪

+ Fully-automatic dial-in dual slope 全自动双坡调节



Horizontal, vertical and fully automatic dial-in (DG & MC) grade laser (DG&MC)级激光扫平仪

+ 20 rps for usage with machine control 激光转速20
rps 适用于机械控制引导系统

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Distribution partner 分销商

Huge new business opportunity 巨大的新的商业机会

Three laser, one remote-receiver, fully flexible and always available units, new businesses and services

三种激光产品，一个远程接收器，完全灵活，随时可用，新的业务和产品服务



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Combo





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我们为您提供所需的解决方案，以实现跨越式发展



海 克 斯 康
HEXAGON

Thank you for your attention

—— 谢 谢 ——

