



Independent
specialists in providing
industrial battery and
charger services

COMPANY OVERVIEW



- **We're an Independent Energy Solutions Provider**
- We realised, back in 2011, that there was a need in the market, to offer high quality and reliable battery care products and service.
- Fortis was founded to remove the argument between end-user and forklift truck providers... **no more blame game**. We work across all industry stakeholders to ensure health and safety is maintained on all client sites – **we remove the risk**.
- Fortis are located centrally in the UK, our main factory and office are located on the Ollerton Energy Village, Nottinghamshire.

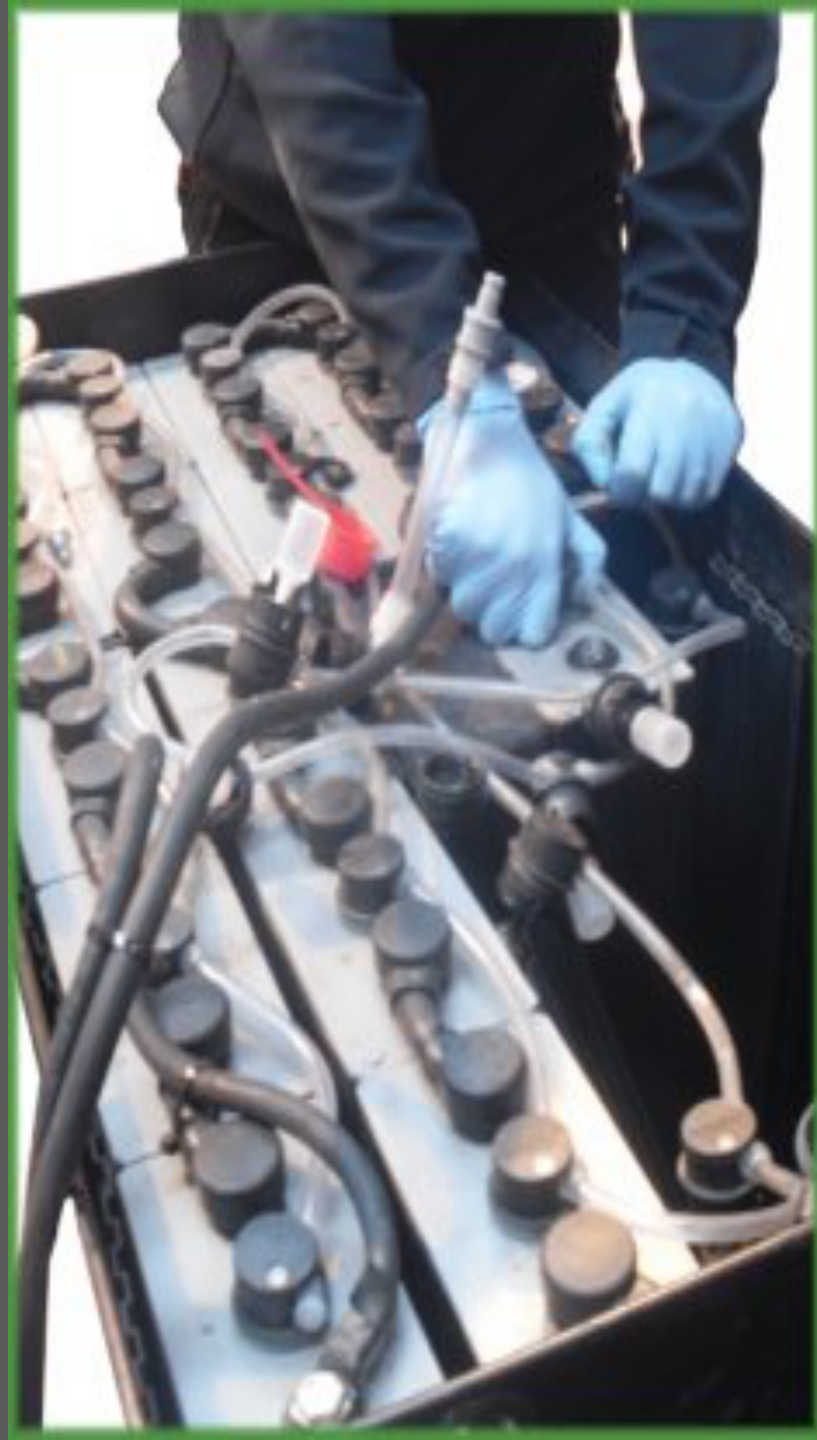
- In addition, to support our UK network, we have depots in;
 - Bolton
 - Bristol
 - High Wycombe
 - Colchester
 - Glasgow.
- We have 42 direct employees.



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WHY WE'RE THE PERFECT PARTNER



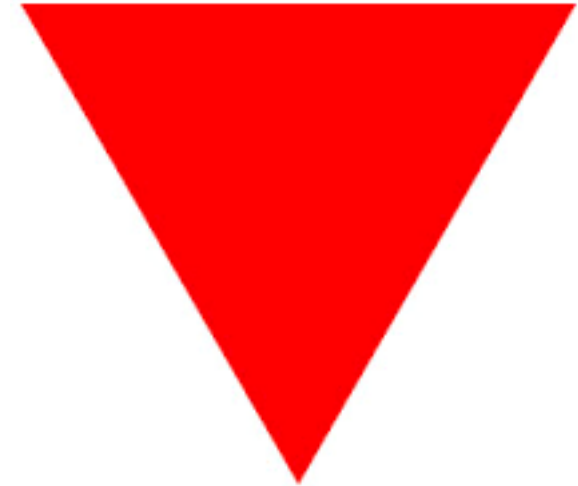
- We offer the **‘complete peace of mind’** battery care support solutions package.
- We can reduce supplier options, supporting sustainability KPI’s.
- We source only relevant products to ensure tangible savings.
- We’re proud of our ‘rapid first time fix solution’, with 4 hour response times – access to cells, hardware, etc.
- Fully certified and fully employed engineering team, located across the UK, carrying ALL parts to suit ALL needs.

We ensure

- Specific delivery of standards.
- Complete authority.
- All works generated revenue is collected at all times.
- ‘Mission critical’ site is maintained.
- Speed, agility, fleet surveys and health checks are to the highest measurable standards.
- Stock cabinet on site (at Fortis cost).

We remove the inevitable triangle of pain...

1. MHE sell truck complete with battery and charger supplied by battery OEM.
2. Client has issue with MHE, calls out MHE supplier. MHE engineer identifies issue with battery and/or charger.
3. Battery OEM visits site and blames client for misusing battery/charger!



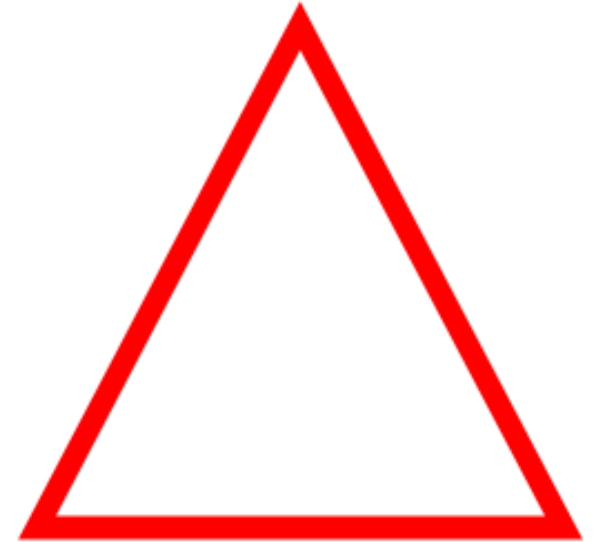
Fortis is the one stop shop designed to protect the client from this triangle of pain and maintain operations with minimum disruption.



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Together we 'create' the triangle of gain;

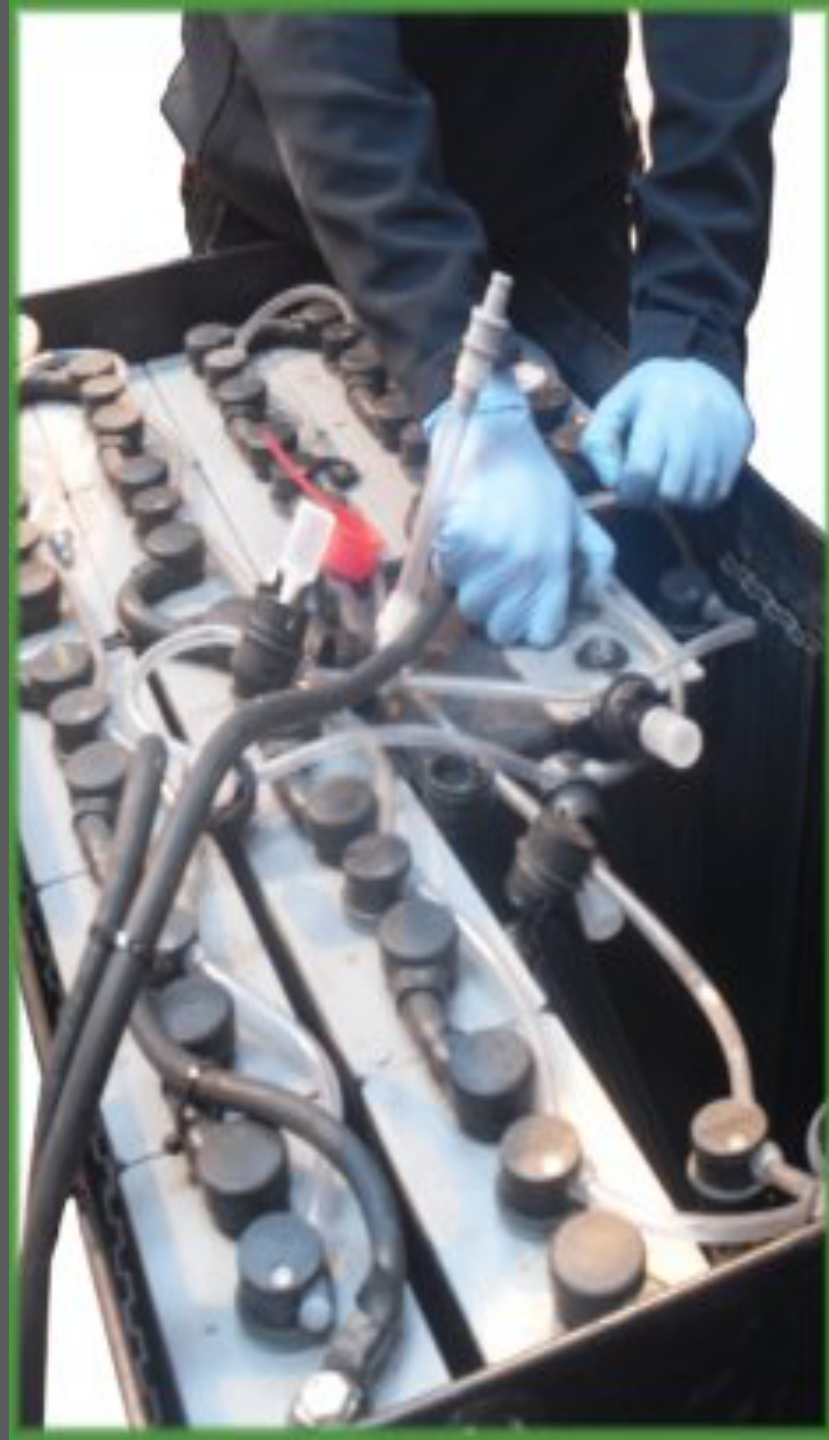
1. We improve customer relationships and ensure current contracts are maintained
2. We improve brand retention long term, association with reliability
3. We improve the commercials. Proactive is better value than reactive, for sure!
4. We sweat the(your) asset...



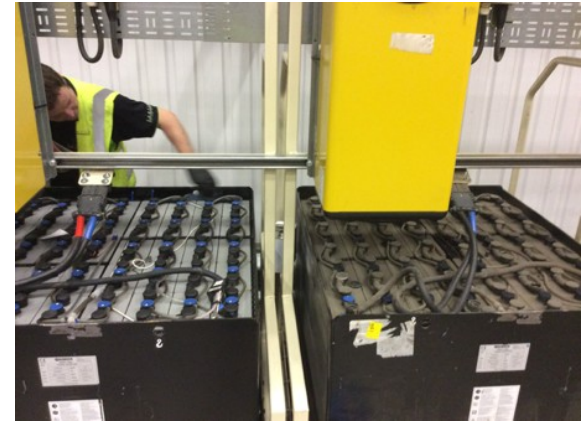
- Fortis will work with all OEM's, we have a strong commercial agreement, we are able to rectify all issues without interfering with warranty or generating costs
- Initial free of charge site visits
- Bespoke battery care plans
- *Fortis will honour all warranty calls Free of charge*.*



OUR PRODUCTS & SERVICES



- National Fleet Management including surveys and replacement budget planning.
- Asset Processing on and off site – fully equitable processes.
- Fleet Surveys (Excel and PDF reports including costs and FC's).
- Battery and charger repairs and replacement (all brands and technologies).



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- 17th edition qualified engineers.
- Battery tray replacements.
- Battery change bay design and installation.
- Battery change systems – supply, maintenance and repair.
- Perfect for desperation purchases – abundance of suppliers.
- Battery cleaning (dry, wet or solvent options).
- Battery maintenance contracts including:
 - Topping (several contract versions available).

- Fleet maintenance and management.
- HF charger cubical cleans.
- Battery and charger rental packages (all terms).
- Training packages – technical to H&S.
- Lithium(Li-on) Battery & Charger support
- Pay as you use options
- We will support you, to ensure THAT you win the business

**WE FOUND THE
RECIPE FOR
SUCCESS?**

We often say ‘the proof is in the pudding’, well our recipe is:

- Fortis is a British business started in midst of global recession – **Hard environment proved our value.**
- Fortis has defined and built a business on a clear market requirement.
- Fortis is 100% customer service-led; Our bosses are our customers. **At Fortis, the customer really is king!**
- FACT – Our growth is directly related to or independent, unshackled delivery of service and specifically sourced products.

- A selection of brands who ‘long-term’ have already enjoyed the Fortis experience, and improved health & safety, and improved operating efficiencies/costs;
- **John Lewis Partnership**
- **Premier food group**
- **ALDI**
- **B&Q**
- **Booker**
- **Nestle**
- **Wincanton**
- **Still**
- **Toyota**
- **Kuehne + Nagel**



THANK YOU FOR YOUR TIME

We're happy to answer any questions.



Probably the 'best kept secret' – join us on our journey.