



SFS

Installer Network



Contents	
Introduction to SFS	4
What is the Installer Network?	6
What are the benefits?	7
Free training & onsite support	8
How to become a part of it	10
SFS online	11
The SFS Academy	12
Collaboration Lab	13
Marketing support & materials	15
Exclusive leads	16

The Building Envelope Specialist

We strive for continuous improvement and innovation – always in close collaboration with our customers, colleagues and suppliers. We want to be successful together, improve all the time, see where the technological limits are and drive them forward. SFS creates value with advanced fixing, rainscreen subframe systems, and state-of-the-art Fall Protection solutions for the building envelope. As the leading specialist in these applications, we offer the highest possible expertise to ensure safety, efficiency, and excellence in our products and services.

Securing futures for all of us...

Buildings are never just designed for the present. They're built for the future. The same is true at SFS.

Tracing our history in the UK back to 1891, we began life as a specialist in fixings and fasteners. But over the years, we've grown to encompass a world of other products and services that construction relies on to continually build better. Today, we don't just create products to fix, fasten and protect buildings – we ensure your investments and your people are better protected too.

We work with you from the outset of every project, by your side from concept to completion as your go-to partner for reliable, innovative and guaranteed products, with dedicated support off and online, through efficient distribution, and comprehensive, effective training. It's all to ensure your buildings and business are stronger, and your people are safer, for a better tomorrow.

Because, at SFS, we don't simply secure fixings. We secure futures.



[Download your free Securing Futures Playbook today...](#)



What is the Installer Network?

The SFS Fall Protection Installer Network is an exclusive collective designed to provide fall protection installers with the tools and resources needed to excel in the industry.

The SFS Fall Protection Installer Network is designed to provide member businesses with the resources, support, and opportunities necessary to thrive in today's competitive landscape. As a member of this elite network, each business plays an essential role in shaping and influencing the future of SFS Fall Protection Systems.

By joining the Network, participating businesses will not only gain a competitive advantage but also contribute to the ongoing advancement of fall protection solutions.

The Network provides a forum for member companies to work in a collaborative, educational, and forward-thinking manner facilitated via the SFS Collaboration Lab. Through this, the aim is to foster a culture of idea exchange, empowering members to contribute their expertise, insights, and experience for the collective improvement of products, services, and most importantly, the safety and well-being of individuals working at height.

Embrace the opportunity to collaborate, innovate, and excel in the fall protection industry with the support of the SFS Fall Protection Installer Network.



What are the benefits?

As part of the Network, member companies gain an unparalleled competitive advantage by leveraging a multitude of valuable benefits.

These benefits include:

Access to SFS Training and Site Services.

Expand the team's knowledge and proficiency by participating in SFS' comprehensive training programmes, covering a wide range of topics pertinent to the fall protection industry. Take advantage of SFS' Site Services to enhance project execution and deliver exceptional results for clients.

Exclusive, High-Quality Sales Leads.

Capitalise on valuable sales leads sourced exclusively for Network members, providing businesses with a pipeline of potential new customers and opportunities.

Be a part of the Innovation Process.

By engaging with our Collaboration Lab, a member company will gain valuable insights into the overall market landscape, including emerging trends, consumer preferences and competitive dynamics. This broader perspective can help your company stay ahead of the curve and anticipate future opportunities and challenges, including the potential impact of forthcoming legislation on the industry.

Complimentary Access to the SFS Academy Facilities.

Utilise state-of-the-art Academy facilities for training purposes, meetings, or even events, providing teams with a professional and modern space to learn, collaborate, and grow. Academy Facilities available in Leeds and Welwyn Garden City.

Promotional Collateral for Enhanced Brand Visibility.

Enhance marketing initiatives and emphasise the connection with the SFS brand by gaining access to top-quality promotional materials that highlight the collaboration with the SFS Fall Protection Installer Network.

Joining the Network is more than just a membership; it's an opportunity to promote businesses, forge lasting relationships with like-minded industry professionals, and redefine the standards of excellence within the fall protection community.

Free training and site services

SFS has a strong heritage in increasing knowledge and understanding by educating the wider construction industry. By bringing together industry professionals to learn and share knowledge, and by listening carefully to the industry we continue to break new ground and push boundaries in developing new technologies and products

As part of the SFS Fall Protection Installer Network, there is a commitment to providing members with continuous, free of charge training sessions designed to enhance their skills and expertise. These training sessions offer a unique opportunity for member teams to:

Maximise Efficiency.

Leverage in-depth training to refine installation techniques and streamline operations, ensuring the most is made out of the SFS Fall Protection systems.

Unlock the Full Range of Benefits.

Gain a comprehensive understanding of the product line, enabling teams to capitalise on the diverse benefits fall protection systems offer, from enhanced safety to improved project outcomes.

Stay at the Forefront of Innovation.

Be among the first to benefit from new advancements in the product line, such as cutting-edge fastening technology, which can lead to faster installations, reduced time on site, and significant cost savings.

By participating in continuous training sessions, teams will be well-equipped to excel in the industry, harness the full potential of SFS Fall Protection systems, and stay ahead of the competition.

Fall Protection training courses include:

An Introduction to Fall Protection Systems.

An introduction to the design and application of fall protection systems used in construction.

Practical Fall Protection Demonstrations.

Practical training and demonstration of a range of typical system installations including horizontal, overhead, and vertical, to meet current legislation.

SFS Site Services

Whatever the phase of your project, SFS can offer assistance to determine the appropriate specification. Solutions will be to the individual product requirements and provide for long term security, functionality and real aesthetic appeal.

Our site services include:

Site Tests.

SFS offer a service to determine the intended fastener performance into the site-specific substrate. This can be in the form of on-site pull testing or, if project substrate materials can be supplied, this can be completed at the SFS premises in Leeds with dedicated test equipment.

Onsite Training.

Via our dedicated site services team, member companies will enjoy an enhanced level of free of charge site support from SFS. Our highly trained operatives are able to provide a valuable layer of expertise covering such elements as product specific training, installation advice, pull-out tests or more general site specific support.

Toolbox Talks.

SFS can attend site to assist installers and contractors with the installation of a range of SFS products and systems. This can be in the form of product demonstrations to discuss their features and benefits to suit the intended application. Should a system already be specified, the team can attend site to provide toolbox talks and assistance on the most effective practices for the products and equipment required for the installation of the system to be installed. If necessary, product demonstrations can also be requested either on site or at customer premises.

As a member of the SFS Fall Protection Installer Network you will have access to 3, free, site visit per year.



How to become a part of it

Membership of the installer network is, primarily, by invitation and based on a number of selection criteria.

The selection criteria includes, for example, compliance and quality management systems, insurance, trading history and an ongoing commitment to training. Other companies may indicate their interest to join the Network by completing an online registration form, which can be found here [→](#)

Prospective member companies will be invited to join the Network in writing by the scheme manager. Subsequently, the scheme Manager and the local area Technical Sales Manager will arrange a meeting to introduce the aims, features and benefits of the Network whilst also providing an overview of the process to become a member – including terms and conditions and the membership contract.

Once membership is confirmed, the member company will receive their dedicated Installer Network logo and associated marketing materials.



SFS online

The SFS website provides you with access to products and information, whenever you want it. The site is available 24/7 and provides live product pricing, and order information for registered customers.

Within the site you can also find:

- Our full product ranges
- Our latest case studies
- SFS ConnectSuite® providing calculator tools to make designing easier, such as the Fall Protection Visualizer tool [→](#)

Our website is the single point of access for all things SFS. Your Account Dashboard provides all your company trading details, meaning that uk.sfs.com is the one-stop location for obtaining information.

- Access all trading and non-trading information.
- No switching sites to find the right information.
- Real time information providing total transparency.

Finding products and services can often be time consuming but our intuitive navigation, combined with quick search and file upload and re-order feature, makes ordering speedy and simple. Once logged in, you can quickly find trading information via the Account Dashboard saving time and improving productivity.

- Quick search via product name or item number.
- Intuitive navigation helps you to find the right product quickly order processing.
- Product comparison function helps you decide which product you need for your application.

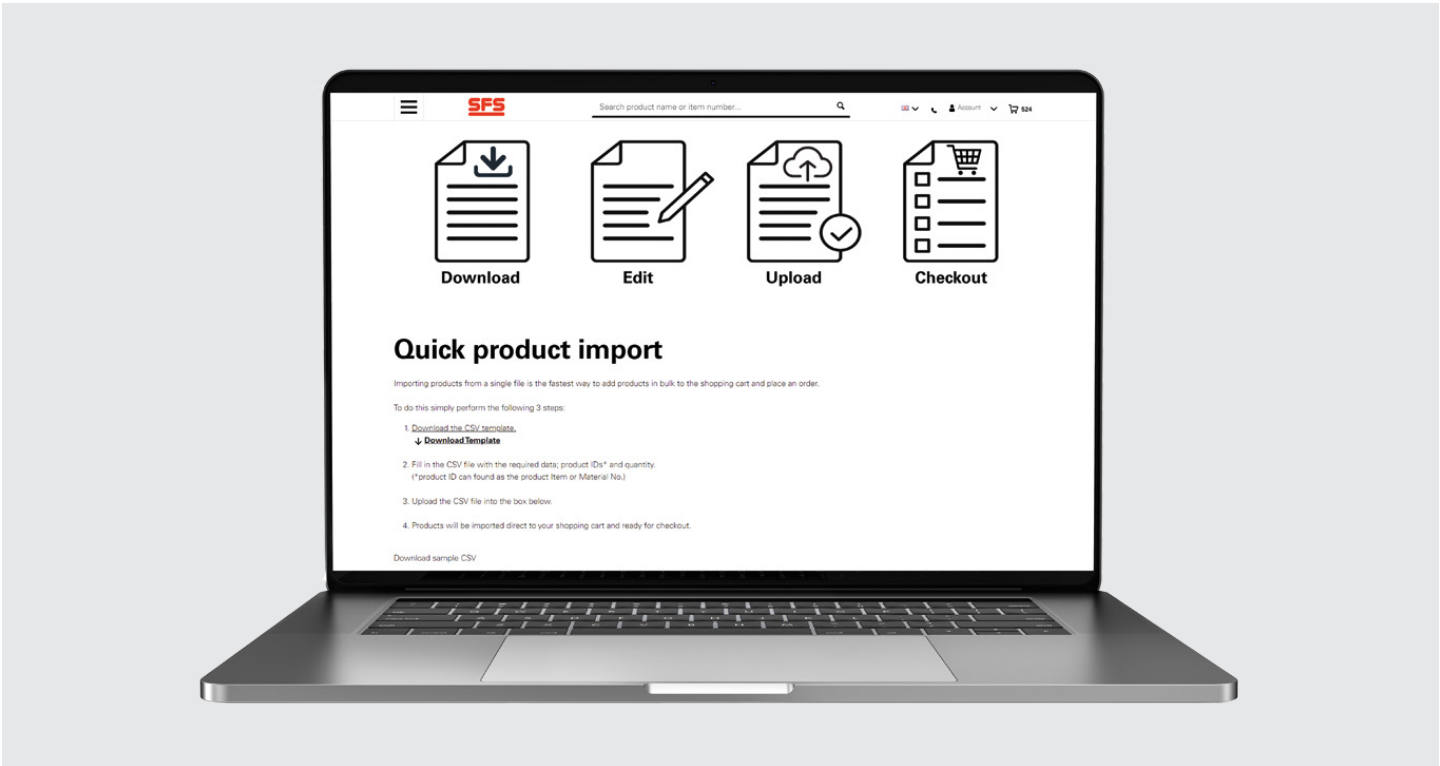
File Upload Feature

A key benefit of having an online account is access to the File Upload Feature. Importing products from a single file is the fastest way to add products in bulk to the shopping cart and place an order. Orders can be uploaded in 3 easy steps:

1. Download our CSV Template
2. Fill in the CSV file with the required data; product IDs* and quantity. (*product ID can found as the product Item or Material No.)
3. Upload the CSV file.

Products will be imported direct to your shopping cart and ready for checkout.

Visit uk.sfs.com today to create your account [→](#)



The SFS Academy

Connecting the construction industry of today, for tomorrow.



Fall Protection Installer Network members can utilise our state-of-the-art Academy facilities for training purposes, meetings or even events, providing your team with a professional and modern space to learn, collaborate and grow. Academy Facilities are available in Leeds and Welwyn Garden City.

The Academy brings together industry professionals to learn and share knowledge. By listening carefully to the industry, SFS continues to break new ground and push boundaries in developing new technologies and products.

One of the greatest challenges faced by the industry is recruiting and training the next generation of architects, engineers and installers. SFS has invested heavily into developing Academy spaces in Leeds and Welwyn Garden City, to create local hubs for knowledge exchange and learning within the industry.

Alongside this, we are proud to support the community, through close links with Leeds Beckett University, with a comprehensive training programme and bespoke seminars at all levels of experience.

It is our mission to drive our long-standing philosophy of learning, growing and evolving, and our custom-built academies, showrooms and hands-on training facilities enable us to deliver this objective.

Find out more →

Collaboration Lab

Play a part in securing the future of the industry by participating in our innovation process.

An opportunity for member companies to collaborate with industry peers presents a unique chance to not only work alongside other leading organisations but also to actively participate in shaping the future direction of the products and services being offered. This collaborative environment fosters innovation, promotes growth, and encourages the exchange of ideas, best practices, and market intelligence.

By engaging with the Collaboration Lab, member companies gain valuable insights into the overall market landscape, including emerging trends, consumer preferences, and competitive dynamics. This broader perspective helps companies stay ahead of the curve and anticipate future opportunities and challenges, including the potential impact of forthcoming legislation on the industry.

As part of the Collaboration Lab, member companies are exposed to a wealth of knowledge and expertise from peers, allowing them to stay up-to-date with industry advancements, regulatory changes and new technologies. Engaging in continuous learning enables greater market insight and proficiency, resulting in more informed decision-making and strategic planning.

Moreover, by actively contributing to the development of new products and services, members can showcase their own expertise and enhance their reputation as thought leaders in the industry. This not only benefits the individual members but also adds value to the collective knowledge of the Collaboration Lab, creating a cycle of shared learning and growth.





Marketing support & materials

Exclusive access to marketing support and branded materials offers member companies a distinctive opportunity to showcase their value proposition and amplify their brand image by aligning closely with the SFS brand. By utilising these resources, members can fortify their standing in the market.

As part of the Fall Protection Installer Network, member companies gain access to a variety of marketing materials designed to amplify their brand and showcase their affiliation with the exclusive Installer Network. These materials include:

Images of the Fall Protection Installer Network Logo.

Members receive high-quality images of the Installer Network logo, suitable for use on websites and social media channels. By prominently displaying this logo, companies signal their affiliation with the Network.

Creation of Co-Branded Case Studies.

The Network supports members in developing co-branded case studies, highlighting the success stories and achievements of collaborations. These case studies serve as powerful marketing tools, showcasing the expertise, professionalism, and capabilities of the member company, as well as the value of partnering with the Installer Network.

A Vehicle Logo.

Members receive a custom vehicle logo, designed for display on company vehicles. This eye-catching branding element increases visibility, indicating that the company belongs to an elite group of industry professionals.

Membership Certificate.

To further emphasise their affiliation with the Network, members are awarded a membership certificate. This official document can be displayed in offices or showrooms, serving as a testament to their commitment to quality and excellence in their field.

By utilising these exclusive marketing resources and branded materials, member companies enhance their unique value to customers and their professional image. This, in turn, leads to increased business opportunities, and long-term success.



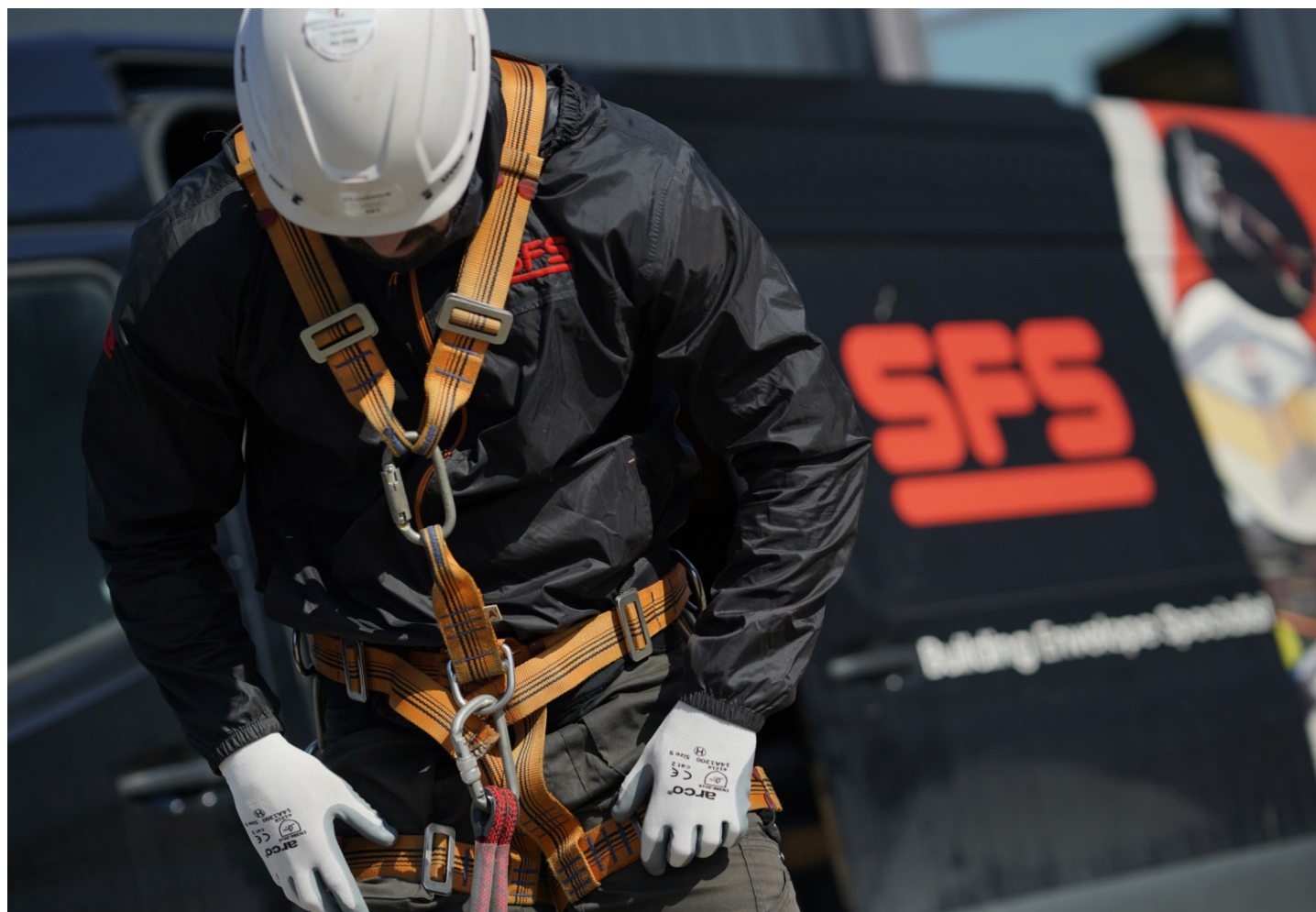
Exclusive leads

As the leading Building Envelope Specialist, SFS is dedicated to creating sales opportunities through various routes to market.

These channels include SFS product and system specifications generated by our dedicated Specification Team, OEM partner leads, tender alerts and via our application-based Sales Teams working directly with customers. Member companies will enjoy access to such leads, potentially generating new business opportunities.

While the provision of sales leads cannot be guaranteed, any potential opportunities for member companies are managed by our dedicated SFS Fall Protection Systems sales team. This specialised team works diligently to identify and connect member companies with relevant projects, ensuring that each lead is well-suited to the specific expertise and capabilities of the member.

By working closely with their respective Technical Sales Manager, a member company can choose the extent of their involvement and engagement with these opportunities. This flexibility enables members to focus on the projects that align with their strategic priorities and resources.





SFS Group Fastening Technology Ltd
153 Kirkstall Road
Leeds LS4 2AT

T: 0330 055 5888
E: ukenquiries@sfs.com
www.uk.sfs.com

All information is non-binding and without guarantee. V3 04/2023