

# Customize Before Presenting

- Select appropriate Scott Pro restroom visual based on your segment (slide 3 or 4)
- Review appendix and delete core plug color(s) SKUs not relevant to customer
- Review appendix and bring in relevant competitive comparison slides; note if they are using or considering enMotion, bring the comparison infographic (slide 19) into the main presentation.
- Recommend showing interactive demo if time permits to explore detailed benefits (slide 8), otherwise only showcase 1 minute video (slide 9)

# Scott® Pro Automatic HRT Dispenser System

End User Overview Deck



# Scott® Pro: Unparalleled Performance



**Innovative solutions designed to improve every aspect of the restroom**

- Increased productivity with an enhanced image
- All while managing the bottom line

# Scott® Pro: Unparalleled Performance

*Alternate Version with  
stainless steel*

**Scott**  
Brand



**Innovative solutions designed to  
improve every aspect of the restroom**

- Increased productivity with an enhanced image
- All while managing the bottom line

# Billions of Hands Dried (and Counting) ...and no Jams



## Jam-Free - Guaranteed<sup>1</sup>

Flawless since launch – billions of hands dried, without a jam



## Hands-free Dispensing

Hygienic mode setting (hidden towel) and touchless dispensing to help reduce the spread of germs



## 150,000 Towels<sup>2</sup>

Dispenses 150,000 towels on one set of 4 D-cell alkaline batteries, which equals up to a 5-year battery life



## Stress-free Installation

Qualifying accounts can upgrade to the most reliable dispenser system on the market with free professional installation<sup>3</sup>

1. Guarantee applies to dispensers installed to Kimberly-Clark Professional specifications and for dispensers utilizing appropriate Kimberly-Clark Professional Scott® Pro Hard Roll Towels. In the unlikely event a jam occurs, please report to your Kimberly-Clark Professional sales representative or contact Customer Service at 1-800-241-3146 and we will troubleshoot the issue until resolved or provide a replacement module or dispenser at no material cost.  
2. With standard issued batteries, lab tested

3. Kimberly-Clark Professional offers free installation for qualified new accounts requiring more than 50 hard roll towel dispensers and only if utilizing Kimberly-Clark Professional towels.



# Pair with Quality, Branded, Scott® Pro Hard Roll Towels



Get the towels sell sheet



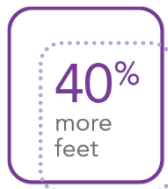
## Unmistakably Scott®

Elevated Scott® Design preferred 4:1 vs. standard towel and tissue products<sup>1</sup>



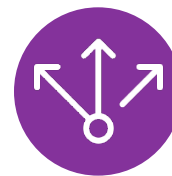
## Faster Absorbency

All Scott® Pro hard roll towels have a faster absorbency vs. the competition<sup>3</sup>



## More Feet per Roll

40% more feet on every roll than the leading automatic roll towel system for fewer roll changes<sup>2</sup>



## Towel Options to Meet your Needs

Scott® Pro hard roll towel options including premium quality, maximum productivity or lowest case price.

1. KCP Pattern Preference Study, 2019

2. Vs. Scott Pro High Capacity 1150' HRT

3. Up to 45% faster absorbency vs. GP Pro 89460. Based on 1 lot of data. Third Party Testing, AAL, February 2021

# Selecting the Towel that's Best for Your Facility



## Productivity

### HRT SKU 1150'

For those looking to maximize productivity – our highest capacity towel

### HRT 900'

Plain White high-capacity hard roll towel



Elevated Scott® Design preferred 4:1 vs. standard towel and tissue Products

## Price

### HRT 700' HRT

Quality towel at a low case price

NEW

## Performance



### HRT 700' Pro Plus

Premium: best absorbency

- This dispenser works across all 4 towels.
- Proprietary Absorbency Pockets mean users can take less towels to dry their hands thoroughly.
- Faster Absorbency vs. Competitive HRTs



# Explore the System with our Interactive Demo



Explore all the benefits in this interactive demo



Drag / Zoom / Click to move and explore

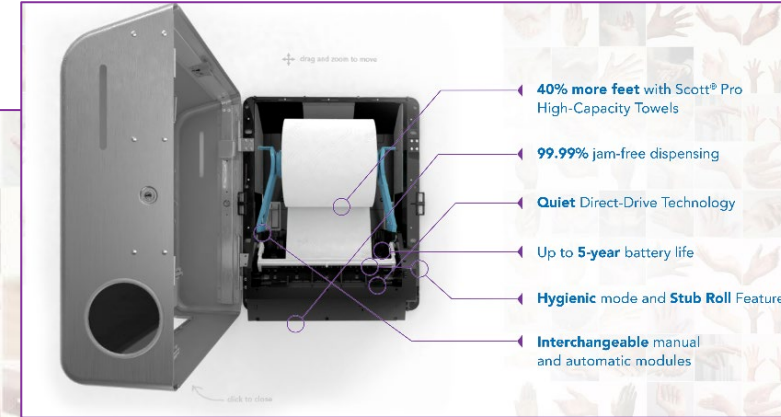


## Scott® Pro Automatic Hard Roll Towel System

Billions of Hands Dried Hygienically and Reliably

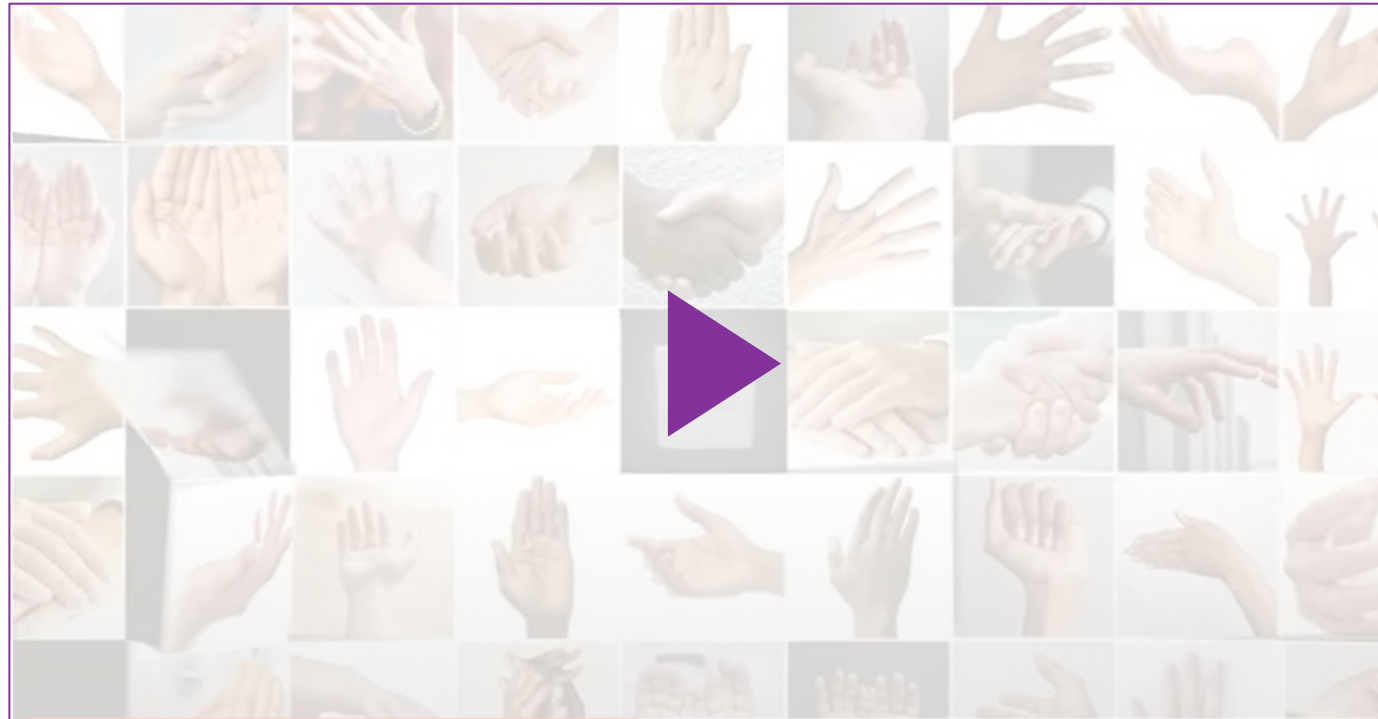
Our game-changing, direct-drive technology delivers quieter, jam-free dispensing to ensure that a towel is available when you need it – each and every time.

Click to explore the most reliable automatic hard roll towel system on the market.¹





# Watch How it's the Most Reliable Towel System on the Market\*



\*The Scott® Pro Automatic Hard Roll Towel Dispenser offers superior battery life and comparable jam-free dispensing v. the leading competitive proprietary hard roll towels

# We've Got You Covered for a Lifetime



Kimberly-Clark Professional is proud to offer a comprehensive Lifetime Warranty on all Scott® and Kleenex® branded towel, tissue and skin care dispensers

**We save you valuable time and money through:**

- Auto-registration
- A dedicated customer care team


***It's another example of how the customer is at the heart of all we do.***

[FAQs](#)



# Hear First-hand Accounts from Satisfied Customers



 CASE STUDY

## First National Bank of Omaha adopts Scott® Pro Automatic Hard Roll Towel Dispenser

When occupancy returns to normal levels, post-pandemic, the First National Bank of Omaha will be ready to manage the increased restroom traffic.

The property has installed Scott® Pro Automatic Hard Roll Towel Systems in six locations, including the First National Bank Tower, the tallest property in Omaha, Nebraska.

The Scott® Pro Automatic Hard Roll Towel System is so reliable that it has dried billions of hands flawlessly\*. And it does so hygienically, quietly and without the threat of paper jams.


We recently sat down with Sean Moriarity, Chief Engineer for the First National Bank Tower. Here are excerpts from the conversation:


**Q. What kind of challenges did you have with your previous towel system and what were you looking to solve with a new system?**

**A.** Our old dispensers jammed frequently, were noisy and ran through batteries really quickly.


**Q. What sold you on the Scott® Pro Hard Roll Towel System?**

**A.** The system's high capacity, the fact that it could be plugged directly into a power source and that there were no batteries to worry about replacing is what did it for me.

 **50% quieter** than the leading automatic hard roll towel system\*



**First National Bank**  
[Read the full story](#)

 CASE STUDY

## One World Trade Center selects Onvation® Solution with Scott® Pro Automatic Hard Roll Towel Dispenser

Few properties are as iconic as One World Trade Center in lower Manhattan. The 104-story tower adopted the award-winning Onvation® Smart Restroom Solution to proactively control and optimize servicing of its 140 restrooms. The system includes the Scott® Pro Automatic Hard Roll Towel System, a solution so reliable that it has dried billions of hands without a hitch. And it does so hygienically, quietly and without the threat of paper jams.



We recently sat down with John Mongello, vice president of building services for The Durst Organization, which manages One World Trade Center as part of a portfolio that includes 13 million square feet of office and retail space. Here are excerpts from the conversation:

**Q. Tell me a little bit about the types of people who occupy the building daily? Do you get a lot of guests and visitors?**

**A.** From a mass media company as the anchor tenant, to technology, media and creative firms, One World Trade Center attracts a solid, yet creative tenant base. The One World Trade Center Observatory draws visitors from all over the world. The breathtaking views make it a top tourist destination.

**Q. How have your protocols and product needs shifted with the pandemic?**

**A.** We implemented a ton of sanitizing steps and we have dedicated teams sanitizing throughout the building. This includes lobby areas, concierge desks, inside elevator cabs, door handles, etc. We have a second team whose sole job is to go from top to bottom sanitizing the restrooms. We always use the highest quality products, including in our restrooms. This not only gives us peace of mind but also ensures the health and safety of our tenants.



**One World Trade Center**  
[Read the full story](#)  
[Watch Video](#)

# Upgrade Now: See if you Qualify for Free Installation



Get a **free upgrade to the most reliable automatic roll towel system<sup>1</sup>** on the market and find out how you can **save up to 27% annually on hand towels<sup>2</sup>**.

1. Kimberly-Clark Professional offers free installation for qualified new accounts requiring more than 50 hard roll towel dispensers and only if utilizing Kimberly-Clark Professional towels.

2. Based on the KCP Advantage Saving Calculator, run from August 2020 through January 18th, 2021. Comparing the 1150' Scott Pro Hard Roll Towel v. competitive hard roll towels

# Appendix

# Coordinate your Entire Restroom with the Scott® Pro Collection



## Scott® Pro Hard Roll Towel Systems



## Scott® Pro High Capacity SRB Tissue System



## Scott® Pro Skincare System



## Scott® Pro Scottfold™ Towel System



## Kleenex® Facial Tissue



Black and white options also available

# Scott® Pro Automatic HRT Dispensers - green



Dispenser Code	Dispenses Towel Code	Description	Image
29739	25700	Scott® Pro Automatic Towel Dispenser - Faux Stainless	
29737	25700	Scott® Pro Automatic Towel Dispenser - Smoke	
29738	25700	Scott® Pro Automatic Towel Dispenser - White	
31499	25700	Scott® Pro Automatic Module	

# Scott® Pro Automatic HRT Dispensers - blue



Dispenser Code	Dispenses Towel Code	Description	Image
35609	25702	Scott® Pro Automatic Towel Dispenser - Faux Stainless	
34348	25702	Scott® Pro Automatic Towel Dispenser - Smoke	
34349	25702	Scott® Pro Automatic Towel Dispenser - White	
34361	25702	Scott® Pro Automatic Module	



# Scott® Pro Automatic HRT Dispensers - gray



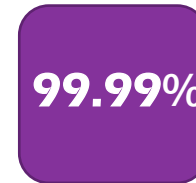
Dispenser Code	Dispenses Towel Code	Description	Image
35614	25703	Scott® Pro Automatic Towel Dispenser - Faux Stainless	
34368	25703	Scott® Pro Automatic Towel Dispenser - Smoke	
34369	25703	Scott® Pro Automatic Towel Dispenser - White	
34379	25703	Scott® Pro Automatic Module	

# Scott® Pro aHRT: the Market Leader



	Scott® Pro aHRT	GP enMotion® Flex	GP enMotion® Impulse 8"	GP enMotion® Impulse 8"	TorkMatic® H11 w/ Intuition™	TorkMatic® H1 w/ Intuition™
<b>Dispenser Capacity</b>	<b>1253'</b> <i>(1150" + stub)</i>	1100' (2 - 550' rolls)	700'	800'	675'	850'
<b>Dimensions (H x W x D)</b>	<b>16.4" x 12.7" x 9.2"</b>	20.8" x 13.3" x 8.2"	13.8" x 12.7" x 8.6"	16.4" x 13.3" x 8.0"	15.0" x 14.0" x 8.0"	14.5" x 13.0" x 8.0"
<b>Warranty</b>	<b>Lifetime</b>	10 Years	10 Years	10 Years	No Claim	No Claim
<b>Dispenser Flexibility</b>	<b>Manual &amp; Automatic</b>	Automatic Only	Automatic Only	Automatic Only	Manual & Automatic	Manual & Automatic
<b>Noise (dB)</b>	<b>46.7</b>	55.2	55.9	55.9	62.8	62.8
<b>Battery Life</b>	<b>150,000 dispenses</b>	200+ rolls	Up to 200 rolls	Up to 200 rolls	No Claim	No Claim
<b>Jam Free</b>	<b>99.99%</b>	99.9%	99.9%	99.9%	No Claim	No Claim
<b>Ownership</b>	<b>Owned</b>	Lifetime Lease	Lifetime Lease	Lifetime Lease	Lifetime Lease	Lifetime Lease

## Scott® Pro Automatic HRT System:



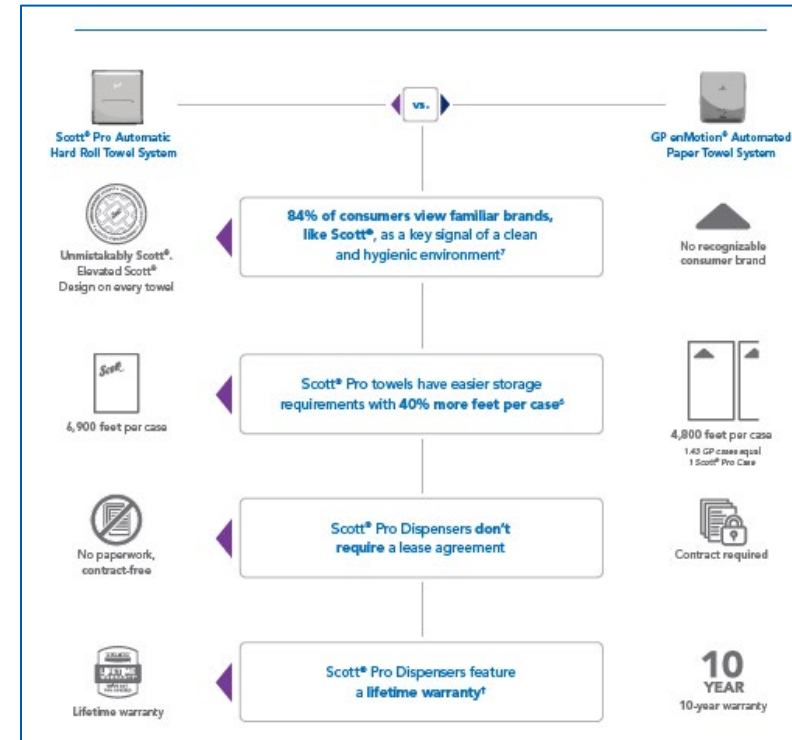
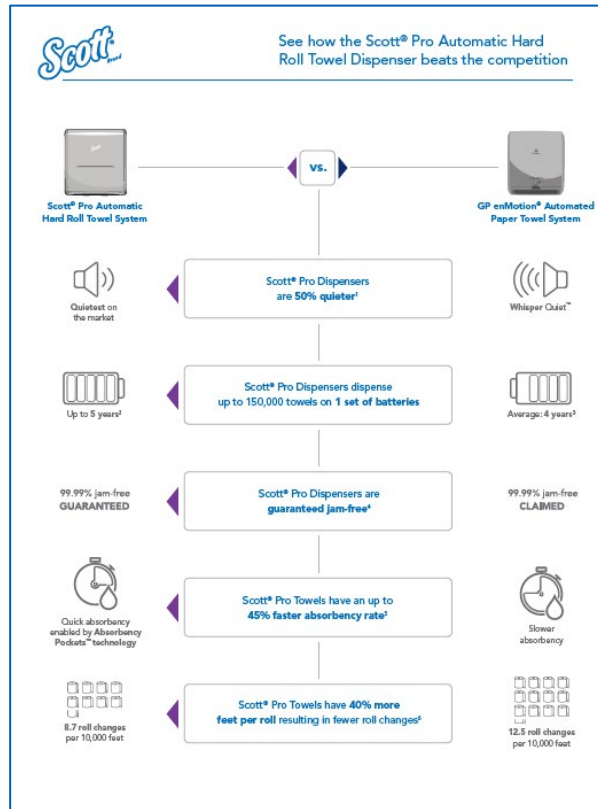
**99.99% Jam Free Dispensing<sup>1</sup>**



**Quietest on Market<sup>1</sup>**

1. Kimberly-Clark Professional lab testing, 2019

# See How Scott® Pro Beats GP enMotion



[Get the infographic](#)