

Bunnings launch six new services with hipages

Under embargo - Bunnings customers can now enjoy six new services to complete their home improvement projects, with help from the hipages network of local tradies.

Bunnings first teamed up with hipages in June to offer customers a complete and affordable solution for installing a toilet suite at a fixed price, via hipages' national network of local trusted tradies.

Following its success, three new fixed price services have now been launched including replacement installations for bathroom heating lamps, sink and basin mixer taps and ceiling fans.

Furthermore, Bunnings is also trialling an additional 'Get Quotes' service for larger home improvement jobs including kitchen installations and painting.

New EY Sweeney research* commissioned by hipages has found that 62% of Australian consumers want a third party to put them in touch with tradespeople.

Debbie Poole, Bunnings Chief Operating Officer said: "Our focus is on making home improvement as easy and affordable as possible for customers. The new services are an extension of our existing offer including air conditioner, door and hot water installations, as well as barbecue and playground assembly.

The additional services provide more options for customers and makes connecting with local experts even easier, particularly when a licensed tradesperson is required."

Roby Sharon-Zipser, Co-CEO and Founder, hipages, said: "We are thrilled to extend our existing services with Bunnings. The initial fixed fee toilet purchase and installation service has been a huge success. Available plumbers are claiming these job requests from Bunnings customers within 44 seconds, on average.

"Not only is the service convenient for customers, it also offers total cost transparency. Recent research* showed that 45% of Australian consumers find unforeseen and unexpected costs a major pain point when engaging tradies."

All services are available nationwide.

For the **fixed-price installations**, Bunnings customers can pre-pay for an in-home installation by a hipages tradie via an in-store voucher. hipages then connect customers with a qualified, licensed, local and available tradie within minutes.

The **Bunnings Get Quote service** invites customers who require a Kaboodle kitchen installation, painting or new ceiling fan installation, to source three competitive quotes from qualified tradespeople via hipages for their specific requirements. Customers then coordinate the installation at their convenience.

"In today's on-demand age, Australians are seeking convenience in all areas of their life, including easier, more optimised ways of engaging quality tradies from their smartphones or laptops," continued Mr Sharon-Zipser.

Over 135,000 verified, licensed and qualified tradies are listed nationally on the hipages network. With over \$2 billion worth of jobs processed annually, hipages is leading digitisation of the trade sector.

- ENDS -

Notes to Editor

How it works?

[Fixed-price installs](#)

1. The customer purchases a product for installation in-store at Bunnings and can add a fixed-price installation voucher at the checkout
2. Using their unique voucher code, the customer then organises an installation time with a hipages tradesperson. Bookings can be made online or in store at the Special Orders desk
3. hipages will connect the customer with a local, verified tradie to install the product

The fixed-price replacement installs offer is currently available for the following products:

- Toilets for a fixed price of \$275 inc GST
- Ceiling fans for a fixed price of \$165 Inc GST
- Bathroom heat lights for a fixed price of \$160 Inc GST
- Mixer taps for a fixed price of \$150 Inc GST

Bunnings Get Quotes

1. Once the customer has purchased a Kaboodle kitchen or paint in store, they can request quotes through the Bunnings website or in-store at the special orders desk
2. hipages will connect the customer with up to three local verified tradies
3. The customer can then choose their tradie and lock in the job. Payments can also be made securely online via the hipages payment system

The Bunnings Get Quotes service is on offer for:

- Kitchen installations
- Painting
- New ceiling fan installations

About hipages

hipages provides a better, smarter way to connect tradies and consumers and get the job done well.

They are on a mission to make home improvement effortlessly efficient. Our aim is to create a seamless experience for tradies and homeowners in place of the current unreliable - and unproductive - process that makes it a feat of mutual endurance.

hipages builds technology that solves the frictions of an industry ready for optimisation, by redesigning the tradie/client relationship and transforming the way trade businesses operate. To date, over two million Australians have changed the way they find, hire and manage trusted tradies to get a job done around their home.

hipages. Change the way you tradie.

***About the EY Sweeney Research**

EY Sweeney assisted in a joint project with hipages to conduct trade and consumer research to provide an overview of the residential trade industry and the breadth of opportunities associated with the adoption of technology in this sector. A total of 518 consumers and 500 tradies were surveyed in June and July 2018. The research captures insights into the digitalisation of the tradie industry as a powerful creator of opportunities for both consumers and tradespeople. It highlights the current pain points on both sides and reveals the enormous potential for industry growth as both tradies and consumers embrace the benefits offered by an optimised on-demand tradie economy. The report that accompanies this press release, as well as this press release itself and all of its content, are the responsibility of the management of hipages.

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