

RAISE YOUR SITES.


COLLABORATIVE SOLUTIONS BY CATERPILLAR



OPTIMIZE THE RETURN ON YOUR SITE INVESTMENT.

Increase asset utilization, cut costs and use capital more efficiently when you join forces with Caterpillar to raise your site to an all-new performance level.

You're invited to work with our best application experts using a proprietary business model called *Collaborative Solutions by Caterpillar*. Together we'll gather facts, build a business case for change and agree on a custom plan to optimize your fleet and site. Then we'll execute the plan jointly, innovating continuously and getting results.



8%
REDUCTION
IN FLEET SIZE

32%
IMPROVEMENT IN
FUEL EFFICIENCY

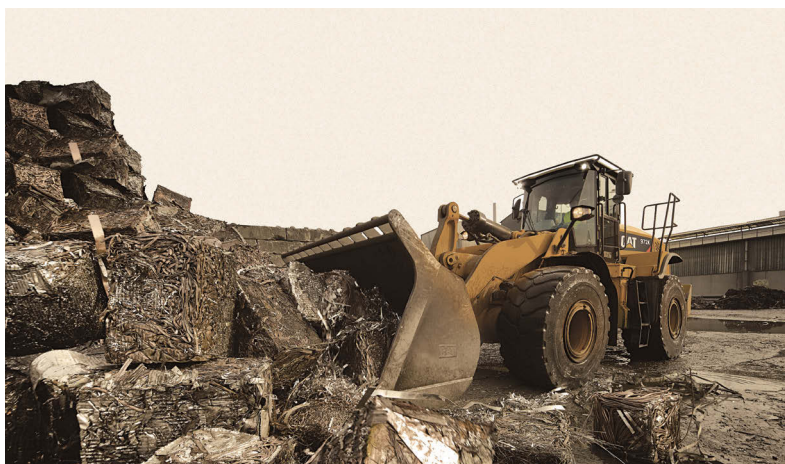


DEFINE SUCCESS.

Our work begins with a frank discussion of the outcomes you expect to achieve. This could mean:

- Creating a safer work environment
- Improving fleet productivity and utilization
- Eliminating inefficiencies
- Capturing new revenue streams
- Reducing waste
- Maximizing uptime
- Extending equipment life
- Conserving capital
- Improving cash flow
- Demonstrating sustainability leadership
- Navigating regulatory challenges

No matter how you define success, we'll pursue it with you.



WHAT MAKES THIS BUSINESS MODEL UNIQUE IS ITS FOCUS ON IMPLEMENTATION. WE WON'T JUST DEVELOP A HIGH-PERFORMANCE PLAN FOR YOUR SITE; WE'LL EXECUTE IT—JOINTLY. ALL PARTIES WILL FOCUS ON YOUR SUCCESS, LEVERAGING OUR RESPECTIVE CAPABILITIES TO GET THE RESULTS YOU'RE TARGETING.

GET RESULTS.

See how others have benefited by using the *Collaborative Solutions by Caterpillar* business model.



EQUIPMENT

A combination of new and Cat® Certified Rebuild equipment—safely operated, closely monitored and maintained by qualified technicians—improved availability significantly.



PRODUCTIVITY

A production improvement plan consisting of site analysis, haul road upgrades and remote monitoring delivered operational requirements with a right-sized fleet and optimum utilization.



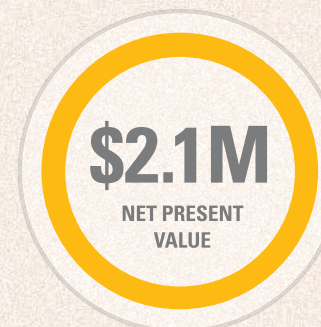
SAFETY

Remote monitoring, operator training and close management improved safety, reduced abuse events and drove \$125,000 in cost avoidance.



SUSTAINABILITY

Using Cat Certified Rebuild equipment diverted tons of material from the waste stream while allowing the owner to reduce costs and recover the second life built into each machine.



FINANCIALS

Additional focus on balance sheet, capital management and cash flow had a positive impact on the bottom line.

COLLABORATIVE DECISION-MAKING, DISCIPLINED EXECUTION.



CATERPILLAR AND YOUR CAT® DEALER MAKE YOUR SUCCESS OUR PRIMARY GOAL. WE EVALUATE YOUR OPERATION TOGETHER, USING A SIX-STEP PROCESS THAT'S STRUCTURED, DISCIPLINED AND DRIVEN BY YOUR REQUIREMENTS.

Should you choose to work with us, you can expect a process that's:

- **COLLABORATIVE.** Your knowledge and expertise, combined with that of Caterpillar and Cat dealer professionals, creates an ideal model for success.
- **CUSTOMIZED.** We create a unique site optimization plan for your operation, a specific combination of resources and relationships that gets results.
- **FACT-BASED.** We leverage a full range of technologies, including remote monitoring systems, to capture critical data about your operation. Rigorous analysis of the data facilitates fact-based decision-making, increasing the odds of a successful outcome.
- **ACTION-ORIENTED.** All parties work with a sense of urgency, focusing on execution, predicting and preventing problems and continuously innovating to improve your results.
- **ENDURING.** Our work doesn't end when the plan is created; in fact, it's just beginning. We deploy the performance plan together, creating lasting value.

Least Island
48 44W 3 52N
Theresa

Getting the right people involved—right from the start—is critical. Although every team is different, most include key decision makers as well as financial and application experts from your business, the dealer organization and Caterpillar.

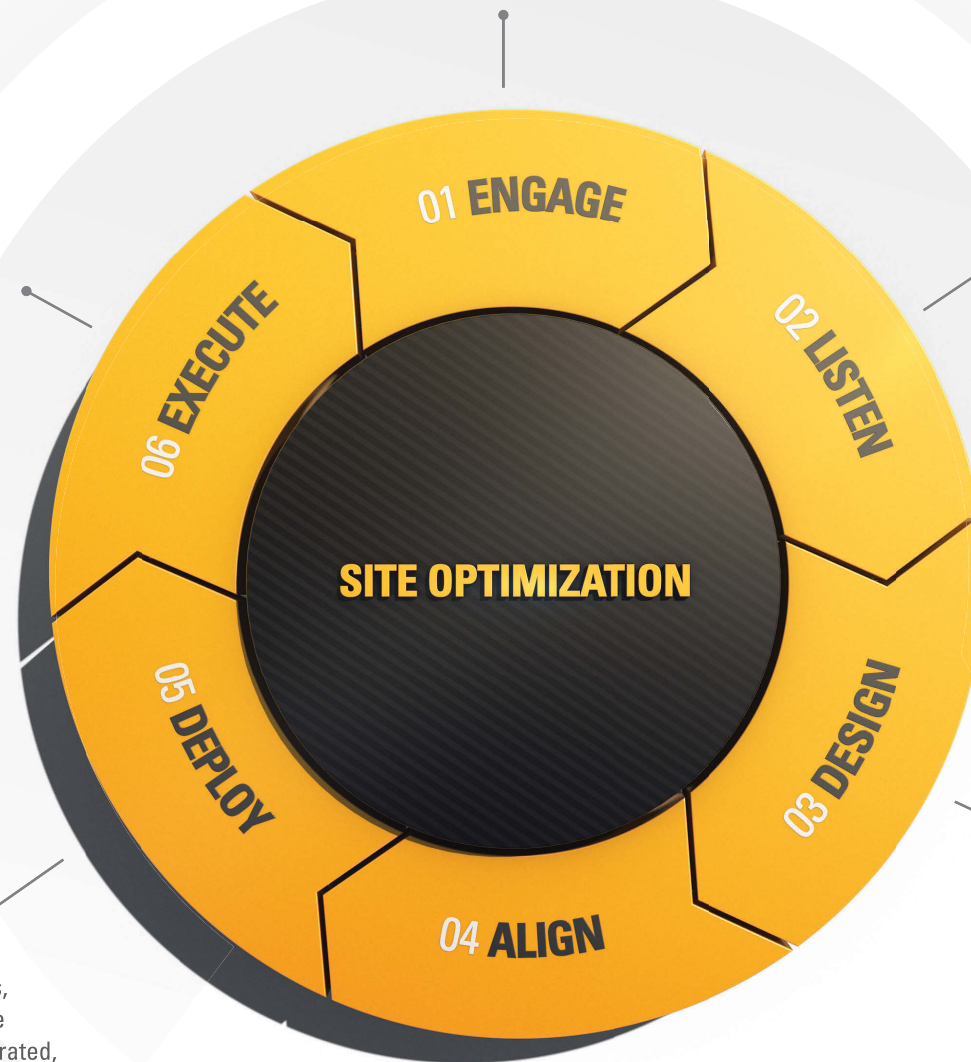
We execute your site improvement plan collaboratively over a specific number of hours or years. During that time, we work together to achieve projected results, improve continuously and sustain profitable growth.

We begin with a working session at your site during which we complete a systematic evaluation of the current operation. We listen and learn, clarifying your improvement goals and providing a preliminary estimate of the financial benefits we could deliver.

We craft a custom performance plan, specifying the right mix of Caterpillar and dealer capabilities to achieve your goals. The plan includes a proposed implementation schedule and a business case that projects risks and rewards.

All aspects of your performance plan, including people, processes, products, technologies, systems and capital, are mobilized, delivered to your site, integrated, tested, validated and confirmed for readiness. Metrics are established. Operational and strategic updates are scheduled.

The team shapes a final agreement as all parties suggest changes and improvements, modifying the plan in an iterative manner until we reach consensus on our respective roles and performance targets.



CAPABILITIES THAT SUPPORT YOUR SUCCESS.

Your site-specific performance plan will include a unique mix of Caterpillar and Cat dealer capabilities enabled by industry-leading technologies. We approach each site differently, striving to deliver exactly what's needed—no more, no less.

PRODUCTIVITY



FLEET EVALUATION & DESIGN
ROLLING EQUIPMENT PLAN
PRODUCTIVITY ANALYSIS
PERFORMANCE MANAGEMENT PLAN

OPERATOR EFFICIENCY
HAUL ROAD OPTIMIZATION
STOCKPILE & LOAD-OUT MANAGEMENT

EQUIPMENT



MAINTENANCE & REPAIR STRATEGY
CONDITION MONITORING
BACKLOG & COMPONENT MANAGEMENT

PLANNING & SCHEDULING
PARTS LOGISTICS
REPAIR MANAGEMENT

SAFETY



INSPECTION TOOLS & PROCESSES
GRADE & COMPACTION CONTROL SYSTEMS
OBJECT DETECTION & VISIBILITY TECHNOLOGIES
FATIGUE DETECTION SYSTEMS

OPERATOR TRAINING
ACCIDENT & ABUSE ANALYSIS
CULTURE ASSESSMENT & WORKSHOPS

SUSTAINABILITY



EMISSIONS REDUCTION
NOISE & DUST REDUCTION
ENERGY MANAGEMENT

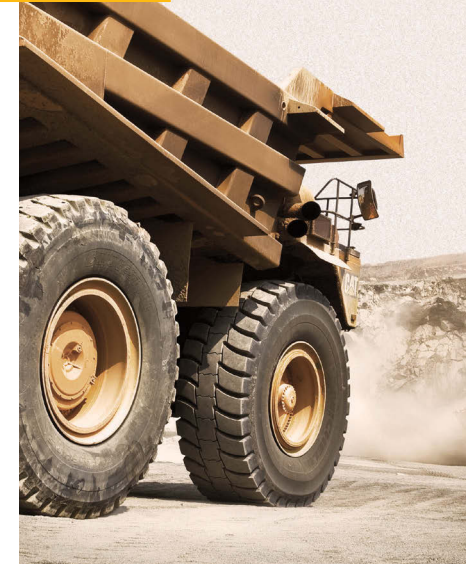
FUEL & FLUID OPTIMIZATION
COMPONENT REMANUFACTURING
EQUIPMENT RECYCLING

FINANCIALS



CAPITAL MANAGEMENT
CASH FLOW & EXPENSE MANAGEMENT

LIFECYCLE FINANCING
STRUCTURAL & OPERATIONAL CONTROLS





32%
REDUCTION IN
COST PER TON

23%
INCREASE IN
PRODUCTION
EFFICIENCY

TAKE THE NEXT STEP.

Let Caterpillar and your Cat dealer help raise your site to an all-new performance level. Review the enclosed materials. Learn more about our capabilities. Then contact us to get started. Together we'll maximize the return on your site investment so you can build an even safer, more efficient and more profitable business.

YOUR SITE. OPTIMIZED.

A high-performance site doesn't just happen. You have to build it.

Start with the right people and equipment. Add efficient processes and technologies. Set big goals. Create bold plans. Execute relentlessly. Measure progress. And foster a culture that rewards safety, sustainability, innovation and continuous improvement.

If you're ready to optimize your site, Caterpillar can help.
Let's build an even more successful future together.

CollaborateWithCat.com
collaborativesolutions@cat.com

