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EXPERT ADVISOR WITH CAT® CONNECT SERVICES – ADVISE

GUIDANCE FROM A TRUSTED PARTNER

Wouldn't it be helpful to have an extra set of eyes on your assets? A technical expert who watches over your equipment, analyzes all the data it generates and answers tough questions like:

+ Why is an event occurring? How could it have been prevented?

+ Which issues need attention right now and which can wait?

+ How long can we delay and how will waiting affect performance, cost, profitability?

That's the kind of guidance you get when you enroll in Advise, a Cat® Connect Service that transforms large volumes of data into clear, concrete recommendations that build your bottom line.

WHAT'S DIFFERENT ABOUT ADVISE?

You can buy remote monitoring technology from many suppliers. But when you choose Advise, you get:

+ **Guidance from a real person** — **an expert, in fact**. You'll be supported by an industry veteran with deep expertise in product, application, technical and business issues.

+ **Real-time analysis**. We can review streaming data and make recommendations on the spot — tracking and managing your assets anytime, from any place.

+ **Comprehensive data.** We view asset data in context with fluid analysis reports, inspections, repair records and more, giving us the ability to deliver condition-based recommendations.

+ **Advanced analytics.** Our experts use the latest analytical tools to uncover important insights hiding in your data.

+ **Clear recommendations.** We'll tell you what's happening now, what could happen later and when it's critical to take action.

+ **Proactive decision-making.** Our focus is the future. We strive to predict and prevent problems so you can optimize uptime and reduce total costs.

CAT®

THREE REASONS TO TRUST YOUR EXPERT ADVISOR

[1] **WE'VE BEEN AT THIS FOR GENERATIONS.**
Yes, digital data capture and analysis is fairly new. But our experts have been monitoring assets for decades — performing inspections, analyzing fluids, cutting into filters, measuring component wear. Today's technologies just make the whole process faster, easier and more precise.

[2] **WE USE DATA TO DRIVE OUR DECISIONS.**
Determining which maintenance and repair tasks to prioritize can be tricky. That's why we use application-specific data to help you make smart choices and better allocate your technical resources to manage them most efficiently.

[3] **WE'RE INVESTED IN YOUR SUCCESS.**
Caterpillar has been designing, building and supporting power systems since the early 20th century. But our long-term success is tied to yours. As you grow stronger, so do we. That makes us a highly motivated partner.

[+] **ADVISE IN THE REAL WORLD**

Take a look at how Advise has helped power systems users around the world reduce operating costs.

WHAT DID THE DATA DETECT?	RISKS	COSTS SAVED WITH ADVISE
+ All units in fleet were spending too much time in "light-loaded" state	+ Damage from light loading causes premature failure and may require unplanned top-end rebuild	+ $3.51 million in rebuild costs avoided ($78,000 x 45 units), plus cost of unplanned downtime
+ Two units were idling 6 to 8 hours per day; an excessive idling event was occurring 3 to 5 times per week	+ Excessive idling causes fuel cost escalation and rapid accumulation of service hours (which affects warranty, service intervals and resale value)	+ $15,000 in fuel costs saved, plus 400 fewer hours logged for every 8-hour idle period eliminated
+ Large speed difference between left and right turbochargers was causing an engine imbalance in one unit	+ Engine imbalance causes uneven wear, resulting in premature failure and unplanned overhaul	+ $1.4 million in overhaul costs avoided; $8,500 per day in excess fuel costs avoided, plus cost of unplanned downtime

[+] **LET'S GET STARTED**

There's an expert advisor at Caterpillar ready to go to work on your behalf. Ready to keep your assets operating efficiently and economically so you'll be free to run an even more profitable business.

See your Cat dealer for details or find out more about Cat Connect Technology and Services at cat.com.

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