7 WAYS TO USE MACHINE DATA
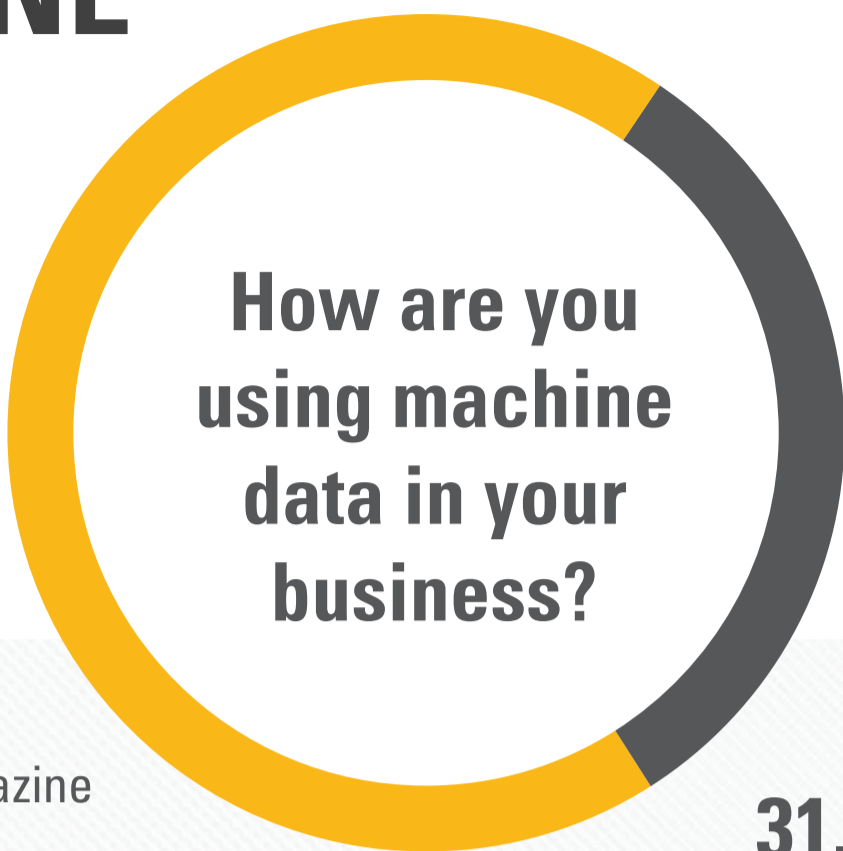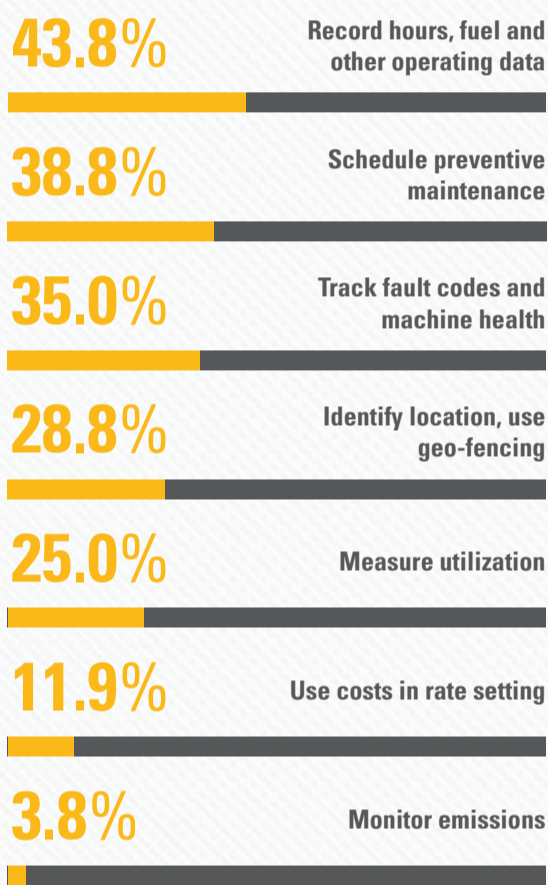
How are you using machine data in your business?

"Construction Equipment" magazine asked a group of contractors:

31.9% said they do not use data at this time.

ALL KINDS OF THINGS THAT BOOST THE BOTTOM LINE.

43.8% Record hours, fuel and other operating data

38.8% Schedule preventive maintenance

35.0% Track fault codes and machine health

28.8% Identify location, use geo-fencing

25.0% Measure utilization

11.9% Use costs in rate setting

3.8% Monitor emissions

WHAT'S THE PAYOFF?

Caterpillar customers have a lot to say about the benefits of using machine data.

"At least 10 more loads a day."

"It's saved us one engine already ... probably $15,000 to $18,000 on that one incident."

"In the past we guessed how much fuel a machine was using; now we look at an average over time."

"We were able to recover (a stolen) machine, undamaged, very quickly. No real downtime and no insurance costs."

"We've seen a reduction in operator abuse events by as much as 75%."

"The percentage of cost savings is almost in double digits."

"Easier compliance reporting saves me time and money."

1 2 3 4 5 TIPS TO GET STARTED

There are lots of good reasons to capture and use machine data. But adjusting to new technology can be overwhelming. **Here's how to start:**

Start small.
Track a few key factors on a couple of machines — then grow as you go.

Set simple, specific goals.
Cut idle time, reduce fuel costs, prevent theft.

Work with a pro.
Talk to someone who has a good track record helping others in your business.

Ask about ROI.
Work with your supplier to estimate costs and benefits.

Try before you buy.
Request a complimentary trial or rent a technology-enabled machine.

PUT YOUR DATA TO WORK
Ready to get started? Your Cat® dealer is great resource.

HOOK ME UP WITH MY CAT DEALER

LET'S DO THE WORK.

CAT®