



SOLUTIONS

**CAT[®] JOB SITE
SOLUTIONS**







WHAT ARE YOU GOOD AT?

What are your strengths?
Your main areas of focus?
Your core competencies?

Now, what if you could focus on those things, and have an expert to help you with some of the rest—from your biggest overall challenges to the daily issues that slow production, increase costs, reduce the availability of your machines and impact the safety of your people?

That expert is Cat® Job Site Solutions. We combine the products, services and expertise of the global Cat dealer network and Caterpillar providers into customized solutions that help you optimize your equipment, your people and your overall operation.





INCREASE
MECHANICAL
AVAILABILITY

REDUCE
CYCLE
TIMES

REDUCE
— FUEL —
CONSUMPTION
AND LOWER
EXHAUST
EMISSIONS

REDUCE
SAFETY
INCIDENTS

PREDICTABLE
— COSTS —
TO MANAGE
BUDGET
EFFICIENTLY





CAT JOB SITE SOLUTIONS

Cat Job Site Solutions integrates all areas of the Caterpillar and dealer organizations—products and technologies, parts and support, financing and services—to help you achieve your business goals.

It doesn't matter if your site is a mine, quarry, waste handling operation or construction site; we provide tailored, scalable solutions to help you succeed.

No two Cat Job Site Solutions customers are the same. They are located in 27 different countries around the world, operate in multiple industries, use different sizes and types of machines, work with more than 75 different dealers and face dozens of different challenges. But one thing they all have in common is a desire to improve and an ally to help them get there.

Cat Job Site Solutions will work with your local Cat dealer to provide a strategy, including intended outcomes, and build a plan for action that meets the unique challenges of your business. And then we'll help you execute it, working alongside you to solve problems and be an ally in your performance. We focus on your success, leveraging our capabilities to help you get the business results you're targeting. We'll be accountable to help minimize risk and allow you to focus on your core business.

These customized, outcome-based solutions lead to sustainable operational improvements by:

- + Increasing availability
- + Improving cashflow
- + Increasing predictability
- + Promoting a culture of safety
- + Reducing expenses
- + Increasing productivity



MULTIPLE INDUSTRIES



27 COUNTRIES



76 DIFFERENT DEALERS



1 CAT JOB SITE SOLUTIONS

WHAT IS A SOLUTION?

A solution is not the selection of a single product, technology or process. A solution brings the expertise of Cat dealers and various Caterpillar providers together to find ways to achieve a measurable goal.

Through proprietary technology and fleet knowledge, global data access and analysis, remote monitoring, and application and technical expertise, we provide solutions that drive operational efficiencies for your site. Whether an individual machine, site, system or complete enterprise, our focus is to maximize the value of your investment so you can focus on your business.

USING OUR CORE COMPETENCIES TO HELP YOU WITH YOURS

Just as we make it possible for you to focus on your core competencies, Cat Job Site Solutions focuses on the tools in our toolbox. We leverage Caterpillar and Cat dealer skills and expertise to impact five key metrics, and find innovative ways to use them to deliver value for your operation.



PRODUCTIVITY



EQUIPMENT



SAFETY



SUSTAINABILITY



FINANCIALS



PRODUCTIVITY

Cat Job Site Solutions can help you find ways to move material in less time—and at a lower cost. By optimizing fleet productivity, you'll be better able to meet your production goals and achieve the lowest total cost of operation. We leverage our productivity capabilities in fleet design and performance management to help you improve the safety, efficiency and profitability of your operation.





EQUIPMENT

Realize the full potential of your investment in equipment assets. We help right-size your fleet to maximize utilization and productivity at an optimal cost. From there, we focus on adding structure and discipline to maintenance and repair processes and execution. This allows you to focus on the people and processes in your business—not on how to keep machines moving.

CONDITION MONITORING

When you have someone dedicated to monitoring your operational data, you can catch a minor issue before it evolves into a major problem. Condition monitoring of your fleet helps ensure that we increase safety awareness, reduce equipment abuse and monitor events that require immediate attention. We turn data into meaningful information that allows us to proactively pinpoint problems and improve decision-making to drive equipment uptime.

FLEET MANAGEMENT

Cat Job Site Solutions fleet management services prioritize machine availability. We help you create a maintenance and repair strategy that includes a plan for component rebuilds or replacements, mid-life services and major overhauls. We monitor your equipment for signs of pending failure and will execute repairs before an issue becomes catastrophic, saving you both repair and unplanned downtime costs.



SAFETY

The goal of our safety solutions is to help you ensure every employee gets home safely after every shift. Together, we can improve safety and productivity on your site using technology, education and communication to drive a culture of safety excellence. We leverage the breadth of Caterpillar safety technology offerings, provide education to equipment operators, and collaborate with Caterpillar Safety Services to help sites develop a strong foundation for safety excellence.

SAFETY = PRODUCTIVITY

Industry-leading technologies and data help customers see, mitigate and manage risk in their operations. From monitoring seatbelt use to recognizing unsafe operator behavior, fleet monitoring and condition monitoring can identify leading indicators and recommend corrections to avoid operator incidents, costly downtime, and equipment or property damage. Using culture-change methodologies and leadership coaching, Cat Job Site Solutions can help customers increase employee engagement in safety and develop long-term strategies for sustainable safety, and therefore, performance improvement.



CATERPILLAR SAFETY SERVICES

Our team of experienced and passionate Caterpillar Safety Services professionals have helped hundreds of global customers transform their safety culture. Caterpillar Safety Services offers a wide variety of solutions including:

- + Assessments and Workshops
- + Digital Learning
- + Safety Culture Training Programs
- + Coaching and Consultancy

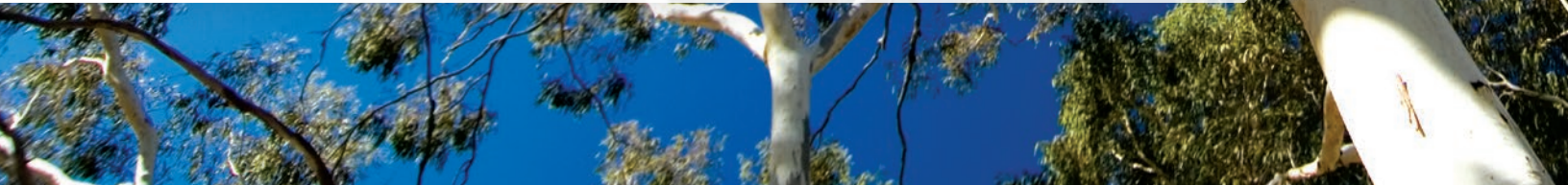
ADDRESSING ORGANIZATIONAL ACHES AND PAINS

- + Repeat incidents
- + Plateaued results
- + Serious accidents
- + Equipment damage
- + Underreporting events
- + Complacency



SUSTAINABILITY

Reducing environmental impact is a key focus for companies in every industry, no matter the size or the type of application. Cat Job Site Solutions can help you achieve your sustainability objectives in a number of ways. We'll help you optimize your site, making it possible to do more work with fewer machines so you can use less fuel, generate less noise and produce fewer exhaust emissions. We'll help you take advantage of reuse and recycling initiatives that allow you to capitalize on the second life of Cat components and machines, reducing waste and conserving natural resources. And we'll work together to create a strategy and make recommendations on the right machines and site power solutions to help you navigate the energy transition.





FINANCIALS

Are you looking for ways to better manage expenses and use your budget more efficiently? Cat Job Site Solutions will build and execute a custom strategy to manage the financial demands your fleet exerts on your business. You'll work with professionals who not only know finance, but also understand your application challenges, the economics of your business and the lifecycle of your equipment assets. Through financial capabilities, we can make your costs predictable.



EXECUTING YOUR CUSTOMIZED SOLUTION—TOGETHER

Whether we're involved in a single area, in multiple elements, or delivering a full complement of capabilities, we work hand-in-hand with your organization—from the day-to-day operations team to company leaders—to deliver the outcomes we've promised.





Your challenges, and therefore the ideal solution, vary by size, by fleet, even by machine component. Our approach is scalable and customized to deliver exactly what you need—nothing more and nothing less.

When we deliver a solution, we're doing more than encouraging you to follow best practices; we're executing those best practices ourselves, on your behalf. We're continually innovating to find ways to deliver additional value through the solutions we provide.

You'll be working with professionals from Caterpillar and Cat dealers, combining their expertise with your own.

SOLUTIONS IN ACTION

What if you could reduce your operating costs by 10%,
or sustain mechanical availability above 90%?

What if you could build a safety culture that is embraced
and demonstrated across your entire organization?

Or improve your operational performance and
put more to your bottom line?

Our team of experts has been delivering results like these for
almost two decades, thanks to a 100+-year foundation of expertise.

The examples shown here are real results experienced by
Cat Job Site Solutions customers around the world.



REDUCING COSTS AND IMPROVING PRODUCTIVITY

:: Cement Company

SITUATION

This limestone quarry feeds a cement plant, producing about 8 million tons a year, processed heavily by a 3:1 stripping ratio. The site was facing a number of significant challenges:

- + Spiraling repair costs driving poor mechanical machine availability
- + Poor fleet productivity driving high overtime costs
- + High employee turnover and a lack of skilled technicians
- + Limited equipment budget

This Caterpillar customer was looking to purchase a new fleet of Cat 785 trucks. In an effort to better understand underlying company and site challenges, the Cat dealer brought in Cat Job Site Solutions to deliver:

- + Site assessment
- + Equipment analysis
- + Operator efficiency
- + Site support discussion

SOLUTION

- + Full fleet management services
- + Fleet evaluation and selection
- + Lifecycle planning
- + Investment in mobile equipment fleet
- + Predictable site cost structure
- + Maintenance and repair execution
- + Operator performance management



RESULTS

Thanks to improvements in the limestone quarry, this cement company is enjoying a savings that exceeds \$750,000 annually attributed to:

- + Overall 20% reduction in haul fleet size
- + Reduced fuel expense
- + Reduced overtime expense

Productivity has also improved thanks to improved mechanical machine availability.

+\$750,000
ANNUAL SAVINGS 



34% IMPROVEMENT
IN TONS MOVED PER HOUR



REDUCING FLEET SIZE AND FUEL USAGE WHILE IMPROVING PRODUCTIVITY

:: Large Regional Waste Company

SITUATION

This regional, full-service environmental services company provides collection, transfer, disposal and recycling operations to more than 221,000 commercial customers and 2.8 million residential customers in the eastern United States.

The company was growing quickly and its business was rapidly evolving, creating several challenges:

- + Different fleet management and rolling equipment philosophies across the organization
- + Difficulties managing varying service provider capabilities and processes

To better understand the company's underlying business challenges, Cat Job Site Solutions conducted:

- + Overall business assessment
- + Equipment analysis
- + Operator efficiency review
- + Site support discussion

SOLUTION

Caterpillar and the supporting Cat dealers contracted to deliver:

- + Full fleet management services
- + Fleet evaluation and selection
- + Lifecycle planning
- + Rolling five-year equipment forecast/budget
- + Maintenance and repair execution
- + Operator performance management
- + Rebuild management



**SIGNIFICANT
– COST –
SAVINGS**



**IMPROVED
PRODUCTIVITY**

RESULTS

The fleet management solution is delivering significant operational cost savings thanks to:

- + An overall 10% reduction in fleet size
- + Reduced fuel expenses
- + Reduced rental expenses

The customer is enjoying improved productivity due to higher machine availability and improved compaction/densities.

LOWERING FUEL CONSUMPTION AND ENABLING PROACTIVE MAINTENANCE

:: Large Quarry Company

SITUATION

A large quarry company operating in Poland has huge annual production goals thanks to high demand for the use of its limestone aggregates products in various infrastructure projects in the country. The operation uses a comprehensive fleet of Cat machines, including wheel loaders and haul trucks.

The company was looking for a solution that would address two key challenges:

- + Maintaining high machine uptime required to meet demand
- + Monitoring machine performance and health

SOLUTION

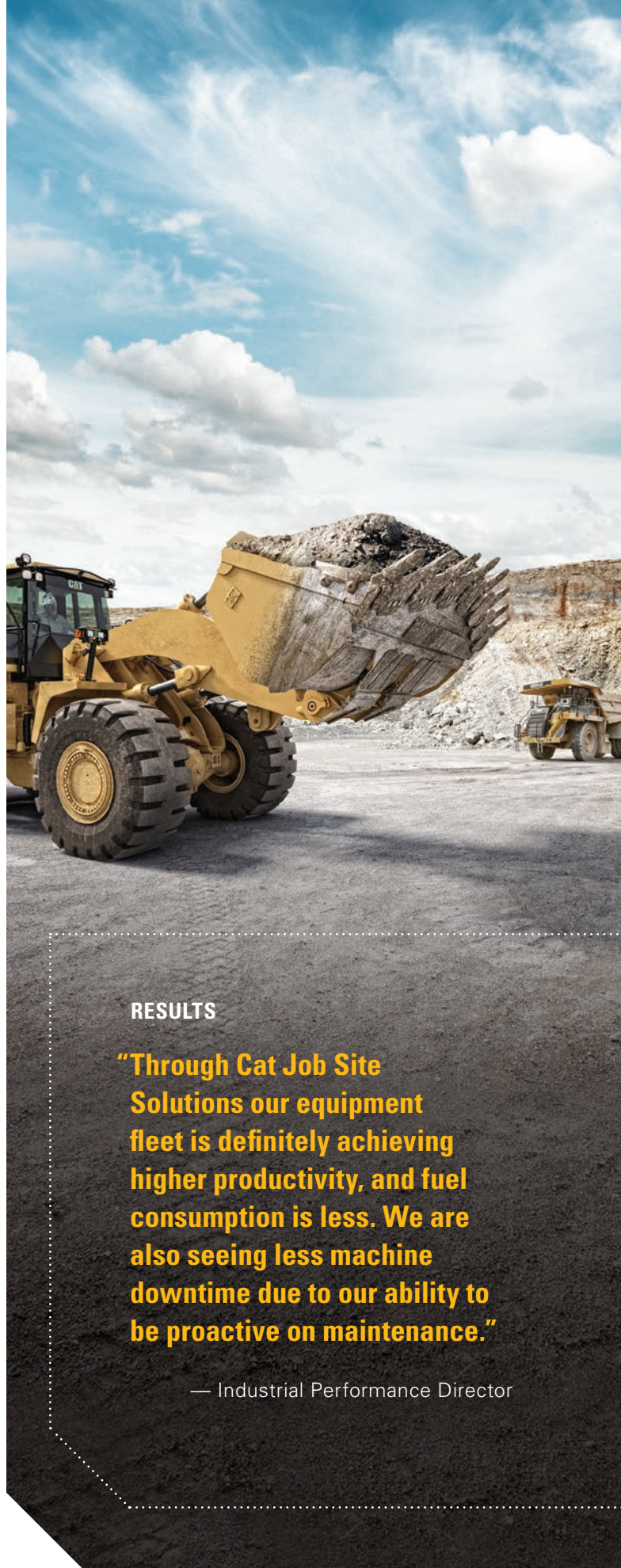
Cat Job Site Solutions uses VisionLink® web-based machine fleet monitoring technology to measure individual machine productivity, gathering data on:

- + Machine production volumes
- + Operator capability
- + Machine idleness
- + Fuel consumption

The agreement also includes:

- + Fleet operation
- + Maintenance planning
- + Oil sampling

Similar Cat Job Site Solutions programs are also being followed at five more of the company's quarries in Poland, with a total of 25 Cat machines covered across the company's six sites.



RESULTS

“Through Cat Job Site Solutions our equipment fleet is definitely achieving higher productivity, and fuel consumption is less. We are also seeing less machine downtime due to our ability to be proactive on maintenance.”

— Industrial Performance Director

IMPROVING SAFETY, INCREASING AVAILABILITY AND REDUCING COSTS

:: Contract Mining Company

SITUATION

This niche contract mining services company handles loading and hauling operations at one of the largest open pit mines in the world, located in South Africa and owned by a large global mining company. The company wanted to ensure its machines:

- + Deliver top performance
- + Optimize productivity



SOLUTION

For more than five years, the contractor has partnered with its local Cat dealer and Cat Job Site Solutions to manage a fleet of seven machines located at the mine site. The partnership encompasses the entire equipment value chain:

- + Machine acquisition
- + Fleet maintenance
- + Productivity
- + Operator efficiency
- + Machine lifecycle management
- + Machine replacement

Cat Job Site Solutions fleet management experts use remote-monitoring tools to track operator-driven events, proactively identifying issues, providing recommendations to prevent potential failures and helping ensure production continuity at the mine.

RESULTS

By partnering with Cat Job Site Solutions and the local Cat dealer, the mining contractor has been able to put more focus on its core business and realized significant bottom-line benefits.

- + **A safer site:** An 87% reduction in onboard safety events—from 63 to just eight—in the first six months.
- + **Greater productivity:** Relying on technology and data to increase mechanical availability.
- + **Lower costs:** Through controlled and predictable expenditures, a right-sized fleet, outsourced maintenance and access to financing solutions—combined with improved safety performance and risk mitigation.

87%
REDUCTION
IN ONBOARD
SAFETY EVENTS


63 → 8
IN 6 MONTHS

REDUCING UNPLANNED MAINTENANCE

:: Multi-site Mine

SITUATION

This Caterpillar customer was facing significant unplanned maintenance costs on 13 of its Cat machines operating on site. Recognizing that unplanned maintenance can cost almost three times as much as planned maintenance, the multi-site mine reached out to its local Cat dealer and Cat Job Site Solutions for help with:

- + Technology execution
- + Machine condition monitoring
- + Comprehensive reporting services
- + Reducing unplanned maintenance costs
- + Increasing planned maintenance

SOLUTION

Cat Job Site Solutions recommended a custom solution that included a combination of technology, data analytics, and a condition-based maintenance strategy applied to their equipment to help boost the performance of their loading and hauling fleet. The solution included condition monitoring coaching and on-site technical support.

The Cat Job Site Solutions and Cat dealer team met weekly with site personnel to review data, answer questions and review the alerts and trends from machine health data. They coached and consulted with the site to understand what the data was indicating, which gave the site a greater ability to plan and perform preventive maintenance and inspections of their assets to ensure better health for critical asset elements such as struts, tires, air filters, body shimming, auto lube system and contamination.



RESULTS

Since the implementation of the solution, the customer expanded Cat Job Site Solutions services to more machines and additional sites.

48%
INCREASE



IN MEAN TIME
BETWEEN
STOPPAGES

9%
INCREASE



IN PLANNED
MAINTENANCE

2%
INCREASE



IN PHYSICAL
AVAILABILITY

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