VISIONLINK[®] PRODUCTIVITY

2.70%

51.9%

MACHINE AND JOBSITE DATA AT YOUR FINGERTIPS



VISIONLINK® PRODUCTIVITY TECHNOLOGY MEASURE. MONITOR. MANAGE.

While every jobsite engages in production, productivity remains a challenge for many. Low productivity means low revenue and has a direct impact on profitability. VisionLink® Productivity helps you measure, monitor, and manage your assets to maximize productivity - on or off the jobsite.



REAL AND MEASURABLE RESULTS

ANALYZE PERFORMANCE

- + Track material types and tonnage moved.
- + View Payload, Grade 3D, and Compact data for analysis.
- + Compare productivity between shifts or jobsites.
- + Identify opportunities to improve operator efficiency.

IMPROVE PRODUCTIVITY

- + Track hourly and daily production totals.
- + Use equipment data to optimize utilization.
- + View location and duration of long idle events.
- + Redeploy equipment based on utilization data.

INCREASE PROFITS

- + Identify instances of excessive fuel burn and implement ways to reduce unproductive idle time.
- + Reduce costs by analyzing productivity metrics to improve jobsite efficiency.
- + Use historical data for more accurate bids on future projects.
- Monitor utilization levels to help optimize fleet size and makeup.

BETTER DATA, BETTER DECISIONS MACHINE AND JOBSITE PRODUCTIVITY INSIGHTS

VisionLink Productivity is a scalable, cloud-based application that collects and summarizes machine telematics and jobsite data from all your equipment - regardless of the manufacturer.*

The platform provides users with actionable information, including idle time, fuel burn, location, material moved, and more. The data is transmitted from the onboard cellular Cat Product Link[™] device to the web platform. Users can access information using a smartphone, tablet, or desktop device - on or off the jobsite.

BOOST MACHINE PERFORMANCE AND JOBSITE PRODUCTIVITY

As a site manager, owner, or operator, it is essential to understand how your assets are being used and how work is flowing through your operations. The data summary provided by VisionLink Productivity delivers more in-depth actionable insights to optimize your fleet utilization and maximize profitability.

NOTE: A VisionLink plan for each asset is required. Machines must be equipped with Cat Payload, Grade, or Compact to provide more advanced productivity data. Availability may vary by region and model. Consult your Cat dealer for details.

* Data field availability can vary by equipment manufacturer.

Use detailed machine and site data to manage changes and improvements across the jobsite.

- + Improve site productivity and fleet utilization
- + Analyze shift data to help increase jobsite efficiency
- + Monitor for high idle times to help reduce fuel costs
- Increase productivity insights utilizing Cat Payload, Grade with 3D, and Compact technologies

HOW IT WORKS CONNECT YOUR ENTIRE FLEET

VisionLink Productivity collects data from any subscribed machine equipped with a cellular Cat Product Link[™] device, allowing fleets with mixed OEM equipment to be incorporated into one unified platform. Standard and advanced data is analyzed by VisionLink Productivity to provide actionable insights into jobsite productivity and equipment utilization.*

- Standard telematics data includes basic machine information, such as location, fuel burn, idle time, operating hours, and more.
- Advanced data provides more job-specific details from machines equipped with Cat Payload, Grade, and Compact systems.



STEPS TO GET CONNECTED

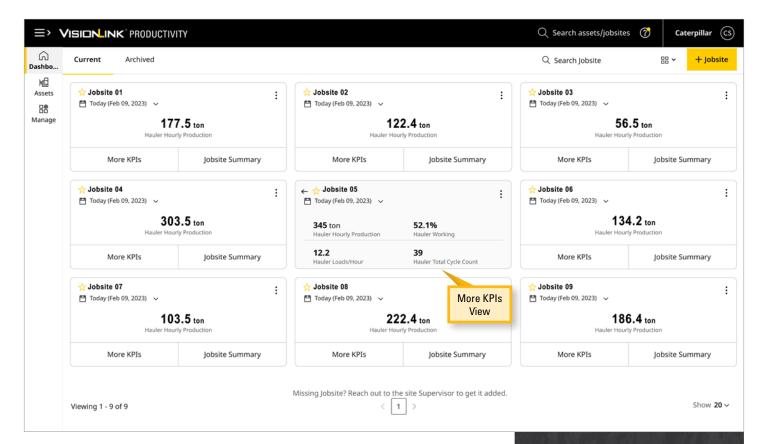
- 1. CONTACT YOUR CAT DEALER To ensure successful integration of VisionLink Productivity, consult with your Cat dealer during the setup process.
- 2. CONNECT YOUR ASSETS For new Cat equipment, activate the built-in hardware or install cellular Product Link[™] devices on older Cat machines and other OEM brands.
- **3. CHOOSE A PLAN** Obtain a VisionLink plan (per machine). Your Cat Dealer can help determine the best plan to fit your business needs.

*Standard telematics data field availability can vary by equipment manufacturer. Advanced data requires machines to be equipped with Cat Payload, Grade, or Compact. Contact your Cat Dealer for more details regarding advanced data reporting with Cat construction technologies.

YOU HAVE QUESTIONS 💬

VISIONLINK PRODUCTIVITY HAS THE ANSWERS

Whether you are a site manager, foreman, or owner, you will have questions about your operations. VisionLink Productivity can provide answers to how work is progressing wherever you are on or off the jobsite.



JOBSITE DASHBOARD

The Jobsite dashboard summarizes production and utilization details for all jobsites that have been created. Users can drill down to an individual jobsite and view details at each location.

- Overview of all created jobsites per account.
- View jobsite performance by the current day, the previous day, or over the past seven days.
- Compare key performance indicators (KPIs) across jobsites.

HOW EASY IS IT TO MANAGE MULTIPLE JOBSITES, ANYWHERE IN THE WORLD WITHIN VISIONLINK PRODUCTIVITY?

VisionLink Productivity was made for this. With jobsite information, you are able to view a summary of multiple jobsites and high-level metrics quickly and all on the same screen. Whether you're in the office, or on the go, as long as you have a web-enabled device and an internet connection, you'll have access to your jobsite information.



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ASSETS DASHBOARD

The Assets dashboard summarizes production and utilization details for individual machines. Users can drill down to a particular asset and view details by date range. Available data includes:

- Cycle Count
- Total Payload
- Date Last Reported
- Average Payload
- Average Cycle/Hour
- Payload/Hour

- Payload/Fuel
- Total Distance
- Runtime Hours
- Idle Hours
- Fuel Burned

HOW CAN I ENSURE THAT EACH ASSET IS UTILIZED IN THE MOST OPTIMAL WAY?

VisionLink Productivity individual assets can be analyzed by load counts, payload and key metrics.



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ASSETS DASHBOARD - TICKETS

E-Tickets is a convenient feature that allows you to replace the need for printed tickets generated by onboard Cat Payload systems.* It allows customers to receive an electronic copy of tickets via email, and provides detailed information on individual buckets, total payload, truck, and material type.

The Ticket tab in the Assets dashboard allows you to do the following:

- Automates the creation and receipt of Payload tickets.
- View remote list configured assets per load data for material, truck, and custom lists if available on machine.
- Refine your data by selecting the list type and date range.
- Search for a specific ticket using its ID or number or by filtering based on material type or truck name (if available).
- Download Ticket data into common spreadsheet applications using commaseparated values (.csv) files.
- Helps improve operator safety as they no longer need to climb in and out of the cab to manually provide paper tickets to customers.

Ticket KPIs include:

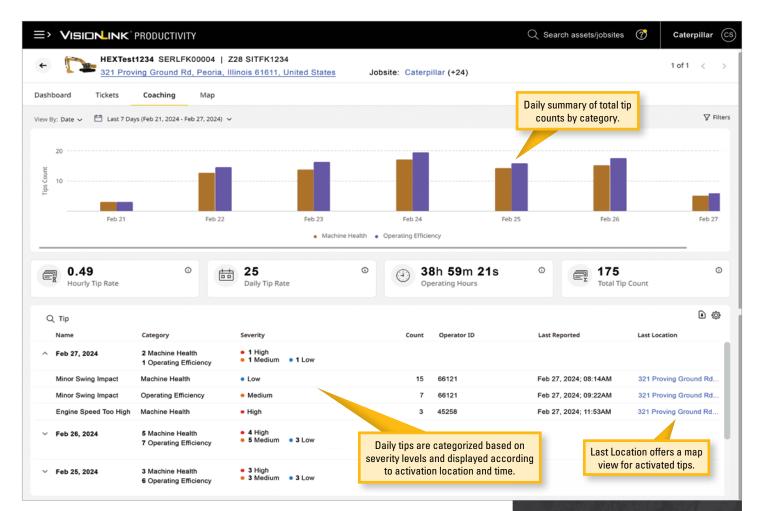
- Ticket Count
- Pass Count Per Ticket
 Tatal Ticket Payload
- Average Truck Weight
 Total Ticket Payload

HOW CAN I ELIMINATE MANUALLY GENERATED PAYLOAD TICKETS?

With E-Tickets, you can receive an electronic copy of your tickets via email, which provides detailed information on individual buckets, total payload, truck, and material type.



*VisionLink Productivity integration is available for next-generation Cat excavators and wheel loaders (including L&M series) equipped with Cat Advanced Payload. Consult your Cat Dealer for more details.



ASSETS DASHBOARD - COACHING

Operator Coaching is a feature installed in machines to help identify areas where operators can improve their techniques.* This feature can benefit operators of all levels by enhancing their skills, productivity, and efficiency.

The Coaching tab in the Assets dashboard lets you quickly gain insights into the individual Operator Coaching tips triggered during machine operations. These tips are grouped into two categories - operating efficiency and machine health - providing a clear understanding of where operators can improve their skills.

- View the count, time, and location of tips captured with lists, maps, and dashboards, downloadable and configurable by day, week, machine, or specific tip.
- Create custom reports by downloading data into common spreadsheet applications using comma-separated values (.csv) files.
- Track improvements over time and focus training on areas specific to the needs of your operation.

Coaching KPIs include:

- Hourly Tip Rate
- Daily Tip Rate
- Operating Hours
- Total Tip Count
- Operator Tip Rate
- Daily Operator Tip Rate

HOW CAN I ENSURE MY EQUIPMENT OPERATORS ARE PERFORMING AT THEIR BEST?

With Operator Coaching, you can have peace of mind knowing that your operators are being monitored and provided with tips to improve their techniques. This feature is designed to benefit operators of all levels, from beginners to experts.



CAT GRADE CONNECTIVITY + Virtually Transfer 3D Design Files + Leverage Cellular GPS/GNSS Corrections + Provide Remote Diagnostic Support

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REMOTE CONNECT - GRADE

Contact Support

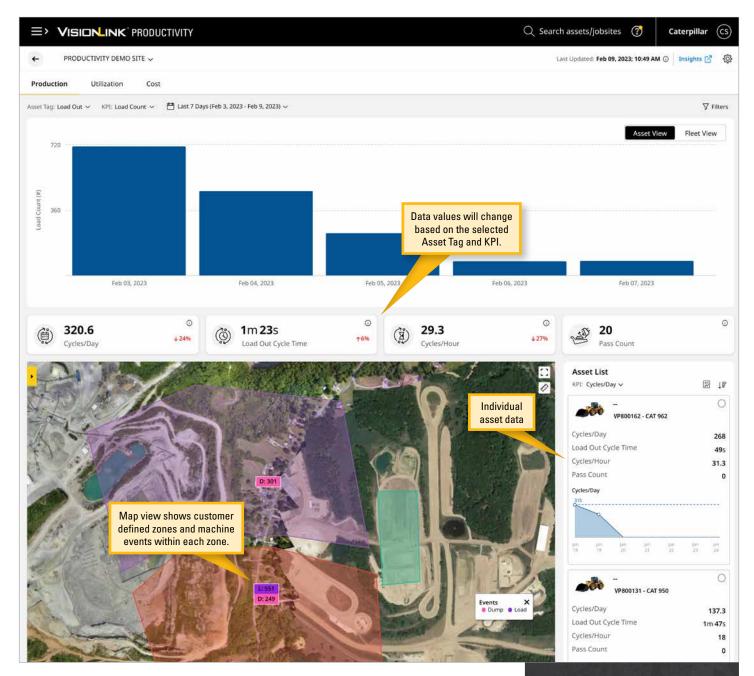
With a Cat Grade Connectivity* plan, you can quickly and conveniently remotely connect to machines on a jobsite from anywhere using the Cat Grade web interface. Connect to machines on a jobsite to simplify uploading Grade 3D design files, troubleshooting issues, and making adjustments without being on-site.

- Remotely connect to the Cat Grade system.
- Install, configure, and update individual machine Cat Grade licenses.
- Send Grade 3D design files remotely to machines, eliminating the need for on-site manual USB transfer files supported in .dsz, .cal, and .vcl formats.
- View active and inactive devices on individual machines and add or update firmware.
- Leverage cellular VRS corrections for GPS/GNSS position validation instead of setting up satellite base stations with higher setup costs.
- Minimize the need for on-site technician visits by remotely assisting operators using Grade's online monitoring features.

HOW CAN I MANAGE ALL OF MY CAT GRADE MACHINES WHEN I AM NOT ON THE JOBSITE?

VisionLink Productivity with a Grade Connectivity* plan allows you to remotely view, manage, track, and <u>troubleshoot</u> machines.





PRODUCTION DASHBOARD

The Production dashboard provides an overview of a jobsite's operational efficiency. You can access detailed information about assets and fleets and view a map that provides more details about customer-defined zones such as fill/dump and cut/load. Some of the KPIs available by asset tag include:

LOAD COUNT

- Loads Per Day
- Loads Per Shift
- Loads Per Hour
- Cycle Per Hour

SEGMENT

- Total Runtime
- Empty Stopped Time
- Loaded Stopped Time
- Cycle Time

PAYLOAD

- Payload Per Hour
- Payload Per Cycle
- Fuel Used Per Payload
- Total Payload

ESTIMATED VOLUME

- Hourly Production
- Volume Per Day
- Total Volume
 - Cycle time

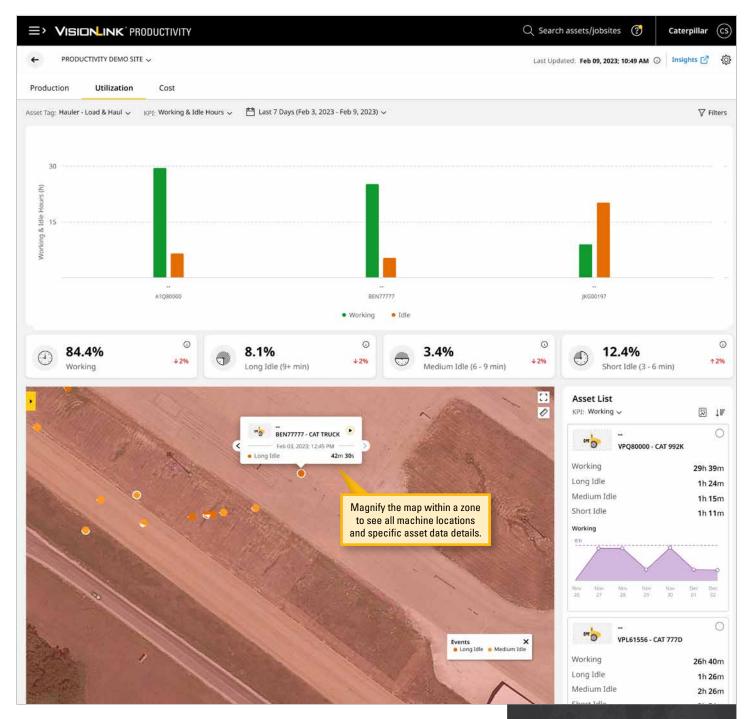
MEASURED VOLUME

- Volume Per Day
- Cut/Fill Volume Completed
- Cut/Fill Volume Remaining
- On Grade Percent
- Grade Volume Remaining
- Compact On Grade Percent
- Compact Coverage
- Compact Volume Remaining

HOW CAN I IMPROVE FLEET EFFICIENCY?

VisionLink Productivity provides data such as hourly fleet performance to help identify opportunities for increased productivity in your daily operation. For example, optimized management of shift changes, refueling process and breaks.





UTILIZATION DASHBOARD

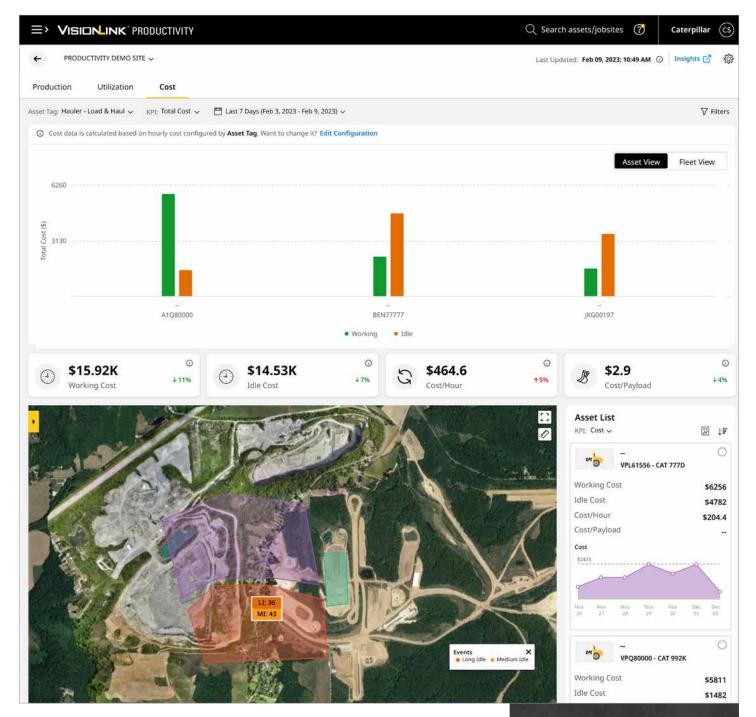
The Utilization dashboard is a tool that enables jobsite managers to compare the performance of individual machines and fleets at a specific jobsite. The dashboard displays information on machines' time and fuel consumption during operational and idle periods. If utilization issues are identified, it allows for detailed performance investigation.

- Working and Idle Hours by machine
- Fleet Working Percentage
- Fleet Long Idle Percentage (9+ Minutes)
- Fleet Medium Idle Percentage (6 9 Minutes)
- Fleet Short Idle Percentage (3 6 Minutes)

HOW CAN I REDUCE EQUIPMENT IDLE TIME?

VisionLink Productivity provides utilization information, including machine working versus idle time, machine fuel burn, and map view showing idle event location. Monitoring idle activity means you can make informed adjustments to jobsite operation.





COST DASHBOARD

The Cost dashboard provides an overview of key performance indicators (KPIs) related to costs, further broken down by individual machines or the entire fleet. Additionally, the map view enables users to visualize expenses by jobsite location. By analyzing the dashboard, users can identify whether machines or jobsites are operating at higher costs than anticipated. KPI costs shown include:

- Total Working Cost
- Total Idle Cost
- Cost Per Hour
- Cost Per Payload
- Cost Per Volume

HOW CAN I TRACK SITE COSTS?

VisionLink Productivity site reporting provides detail on site costs including total site costs, fuel costs, cost trends, and fuel consumption.



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INSIGHTS UTILIZATION

The Insights dashboard provides a deeper level of operational data for equipment at a selected jobsite. By analyzing insights, users can determine what is causing production and utilization issues and implement corrective measures. The details for each machine are organized into Production, Utilization, Summary, and Map View.

- The Production tab displays cycle and asset production data.
- The Utilization tab displays asset utilization data.
- The Summary tab displays a broad summary of vital KPIs and metrics.
- The Map view makes it easier to visualize an entire jobsite by displaying site images, asset event locations, and zone locations.
- Playback view shows the movement of assets on a jobsite map.
- Insights data can be downloaded and imported into other business systems for further analysis.

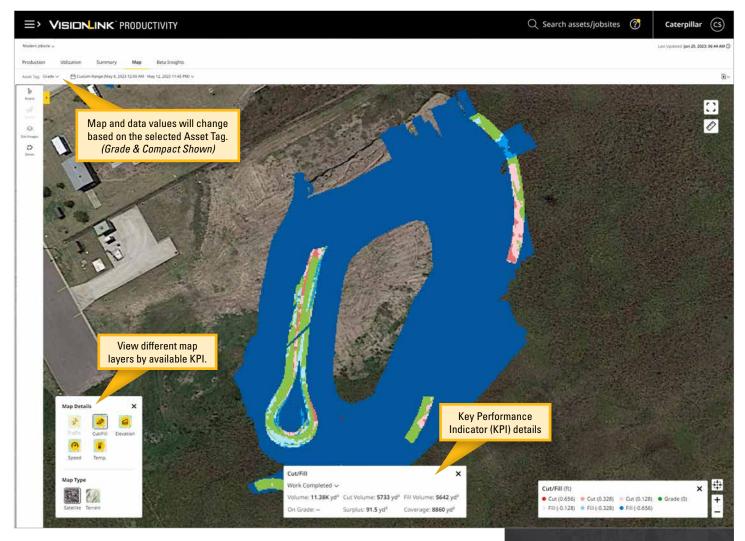
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HOW CAN I STOP RELYING ON WHITE-BOARDS AND MANUAL COUNTING?

VisionLink Productivity monitors all connected assets on your jobsite all day long. It never takes a break, never forgets, and never runs out of ink.*

* Subject to network and system availability and normal data retention practices.





INSIGHTS MAP

Insights Map is a powerful tool that allows you to visually represent your jobsite by utilizing the latest site images, asset event locations, and site zones. By selecting equipment assets and tags based on a specific date range, you can showcase different types of events and zones that are color-coded and clustered together to make it easier to understand the progress made on the jobsite.

The following map details can be viewed for selected assets and date ranges:

- Traffic Provides graphical information about where assets spend the most time.
- Speed Displays speed information of selected assets for a particular day.
- Cut/Fill Tracks completed and remaining work for selected assets and date range.
- Elevation Displays elevation data based on the surface level graded by selected assets and date range.
- Pass Count Shows how many times an asset has passed over the surface.
- Temperature Provides temperature data for grade and compact assets that carry out the compaction process.
- CMV (Compaction Meter Value) Measures the stiffness of materials for vibratory soil and asphalt compactors.
- **MDP** (Machine Drive Power) Measures the roughness of the surface and the drive power required to compact materials.
- CCA (Cat Compaction Algorithm) Monitors compact assets to see when a layer is compacted.

HOW CAN I VISUALIZE THE PRODUCTIVITY OF MY JOBSITE?

VisionLink Productivity provides detailed data on production levels across your jobsite in an easyto-understand map view. You can focus on individual machines to drill further into production by event type and work zone.



ANALYZE PERFORMANCE. IMPROVE PRODUCTIVITY. INCREASE PROFITS.

"IN THE PAST, WE THOUGHT WE KNEW . . . NOW WE KNOW. WE CAN MAKE DECISIONS BASED ON DATA INSTEAD OF GUT FEELINGS."



VISIONLINK PRODUCTIVITY IN ACTION

Over the past decade, Schwinger Granit, a quarry operation near Nittenau, Germany, has taken a remarkable journey. By analyzing fleet and site performance data, the company has seen a significant increase in efficiency and productivity. Using this data to guide decision-making has also improved engagement and created an efficiency culture at Schwinger. And that has brought tangible results to the bottom line.

REMARKABLE RESULTS THROUGH DATA INSIGHTS

Having data insights that can be shared with operators and other employees educates everyone on the value of efficiency. It also builds engagement. And greater engagement boosts site performance. Working with the insights provided by VisionLink Productivity, Schwinger Granit has achieved some remarkable results.

Through the increased use of VisionLink Productivity data since 2020, Schwinger has lowered fuel consumption, reducing CO₂ emissions from engine exhaust by an estimated 150 tons.* The operation has also moved from two shifts per day to one, giving employees more time for improved work-life balance.

MEETING TODAY'S CHALLENGES

VisionLink Productivity helps Schwinger Granit meet the challenges of rising fuel prices and price-sensitive customers. By helping to improve overall productivity, it improves quarry profits while reducing fuel burn which equates to comparatively lower CO₂ emissions.

With this valuable Cat technology tool, Dr. Kristian Daub says the quarry was able to track idle time, identifying when and where it occurs. He adds, "You can save operating hours, and in the end you have less cost, more profit, and you can handle your challenges for the future."

LOWER CO2 EMISSIONS

Insights from VisionLink Productivity helped Schwinger Granit reduce carbon dioxide emissions from engine exhaust by an estimated 150 tons.*

^{*}Schwinger emissions estimation based on 2.64 kg CO2 per liter of diesel. Schwinger CO2 emissions take into account the annual fuel consumption of their primary production fleet (face to crusher and face to waste dump). Yearly emissions benchmark based on annual calculations starting in 2020.

TECHNICAL REQUIREMENTS

HOW TO GET CONNECTED

AVAILABLE ON THE FOLLOWING

VisionLink Productivity can be used with new and legacy Cat equipment and other OEM machines with a cellular Product Link[™] device.

VisionLink Productivity is also capable of receiving advanced productivity data from machines equipped with a Cat Payload, Grade 3D, and Compact systems for more data reporting.

Please contact your local Cat dealer for more information on payload and cycle segmentation kits available for your equipment.

Supported Machine Models:

- + Articulated Trucks
- + Cold Planers
- + Compactors
- + Dozers
- + Excavators
- + Motor Graders
- + Off-Highway Trucks
- + Wheel Loaders
- + Wheel Tractor-Scrapers

TECHNICAL REQUIREMENTS

- 1. Machine must have good cellular coverage
- 2. Cellular Product Link telematics system
- 3. VisionLink plan (per machine)
- 4. Note: Machines equipped with Cat Payload, Grade 3D, or Compact may require additional hardware.

Web Application Requirements:

- + Mobile, tablet or a desktop device
- + Internet connection
- + Subscribed machines in your customer account
- + Cat customer login credentials (CWS & UCID)
- + All machines must be subscribed for data summary to be updated every 30-60 minutes.

In addition, VisionLink Productivity:

- + Supports mixed fleets
- + Advanced logic data is standard with the latest Cat machines
- + Upgrade kits to support older machines, for advanced logic data
- + Does not require any land-based infrastructure
- + Can be set up as a GPS based only system

VLPRODUCTIVITY.CAT.COM

VisionLink Productivity availability may vary by region. Consult your Cat dealer for details.

For more complete information on Cat products, dealer services and industry solutions, visit us on the web at www.cat.com.

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Materials and specifications are subject to change without notice. Featured machines in photos may include additional equipment. See your Cat dealer for available options.

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