



CATERPILLAR MANAGED ACCOUNTS

Caterpillar Managed Accounts supports Caterpillar's largest customers and is dedicated to delivering a customer experience like no other.

As a Caterpillar Managed Account, our primary focus is to ensure we support your organizational goals. By serving you as a true partner, we can provide sustainable solutions to reduce your total cost of ownership and help enable the right digital tools to support that experience.



HOW MANAGED ACCOUNTS **BENEFITS YOU**

ACCESS TO A SUITE OF INTEGRATED DIGITAL RESOURCES

- Availability of eCommerce solutions, including Cat® Central, Parts.Cat.Com, Pro Buyer and Cat Integrated Procurement to simplify your parts ordering processes
- Boost your efficiency with productivity site analyses that deliver a deep understanding of your operations
- Get quick and easy access to safety and parts information, as well as training solutions for current and legacy products
- Latest aftermarket repair options at key customer touchpoints to keep you up and running
- Modern communication tools for quick and easy interaction with Caterpillar and your Cat dealers

SERVICES TO MAXIMIZE PRODUCTIVITY AND MANAGE RISK

- Unique and early access to Next Gen products so you remain current on the latest offerings
- Custom fleet planning options to support your financial planning processes
- Access to fleet management solutions such as VisionLink® and Condition Monitoring
- Ability to customize existing technologies as well as pilot new programs to help with maintenance needs, performance and aftermarket solutions
- Unprecedented end-to-end ownership support across your equipment life to improve performance

CONSISTENT SUPPORT TAILORED TO YOUR ORGANIZATION

- Dedicated Caterpillar contact to coordinate efforts across the Cat dealer network
- Prioritized machine and parts availability so you have what you need when you need it
- Customized solutions, services and support via offerings from Cat Financial, Cat Insurance, Cat Technology, Job Site Solutions, Cat Rental & Used, Safety Solutions, training and more
- Access to Caterpillar and Cat dealer experts, leaders and industry specialists providing you with proactive business recommendations from application to maintenance
- Clear and transparent line of communication to Cat dealer functional experts so your questions are answered quickly and accurately
- Consistent support across the Cat dealer network for all levels of your organization
- Aftermarket support customized to your industry and organization to help lower your total cost of ownership

IT'S MORE THAN A PARTNERSHIP

With Caterpillar Managed Accounts, you can count on customized solutions thanks to centralized and dedicated resources. All with the goal of adding value and lowering your total cost of ownership.

To us, it's more than a partnership, it's Caterpillar Managed Accounts.

