TURN YOUR DATA INTO PROFIT

A GUIDE FOR CONNECTING YOUR ASSETS

GET THE **WHOLE STORY**

The assets on your jobsite have a story to tell. Connectivity, or telematics, lets you tap into that story. But it's really just a starting point. To understand the entire narrative, you need more than a box…more than slick software. You need perspective, and the kind that can only be gained by spending decades in the dirt—helping you move more material, more profitably.

Caterpillar and your Cat® dealer appreciate the opportunity to put our perspective to work for you. We're sold on the value of connectivity, not just because the technology is available, but because it's delivering big benefits worldwide.

- Productivity Is On The Rise
- Costs Are Being Reduced
- Operator Performance Is Improving
- Safety Is Improving

This guide was developed to help you understand the connectivity capabilities Caterpillar and Cat dealers can deliver to your business. It provides a brief overview of:

+ The access point for telematics data and more

+ The hardware and software we use for data capture and analysis

+ The insight delivered through our product, application and data experts

We look forward to bringing the power of connectivity to your business, while staying true to our roots, and providing superior insight and services to our customers.

Our solutions help our customers build a better world.

[+] **YOUR DIGITAL FRONT DOOR:**
MY.CAT.COM

My.cat.com is a doorway to your data. It's a complimentary platform for all construction equipment owners — those with no telematics at all, those getting started and even those who have their entire fleets connected. My.Cat.Com is not a telematics solution — it's a digital hub that contains a lot more than connected machine data. It consolidates all of a customer's information on one site, with one login. Using My.Cat.Com, customers can monitor and manage their entire fleet — both Cat machines and other brands — anytime, anywhere.

[+] WHAT KIND OF INFORMATION IS
AVAILABLE THROUGH **MY.CAT.COM?**

MY.CAT.COM USERS HAVE ACCESS TO:

+ Dealer work orders

+ Parts lists and parts ordering

+ Safety service letters

+ Rental documentation

+ Warranty information

+ Operation and
 maintenance manuals

+ Preventive maintenance
 alerts and scheduling

+ Cat Inspect outcomes

+ S-O-S℠ fluid analysis results

MY.CAT.COM WITH TELEMATICS

Have a telematics subscription? My.Cat.Com makes it easy to access critical information about your fleet. Cat Daily telematics data includes equipment location, hours, events and fuel burn provided once each day.

[+] **HOW DO I** USE MY.CAT.COM?

It's simple. Go to My.Cat.Com and sign up.

+ If you have an existing digital relationship with Caterpillar, you will automatically see your asset data as soon as you log in with your username and password.

+ If you see limited data, contact your Cat dealer for help unlocking all the actionable information available through this integrated platform.

REMINDER: Your Cat dealer is your go-to source for assistance and expertise, no matter what the challenge: requesting a quote, subscribing to Cat Daily, scheduling service, renting equipment and more.

MONITOR, MANAGE, MAKE MORE MONEY: CAT LINK

By gathering data generated by your assets and delivering it to you in easy-to-process snapshots, Cat Link technology gives you a clear picture of what's going on with individual machines, whole fleets or entire jobsites—making it easier for you to manage the operation.

OUR TECHNOLOGY SOLUTION, CAT LINK, HAS TWO COMPONENTS.

+ Product Link™ is the hardware that captures data about asset location, hours, fuel burn, events, idle time and more.

+ VisionLink® is the award-winning software that allows you to view and analyze data so you can make fact-based decisions that build the bottom line.

[+] # HOW DO I GET CONNECTED?

Cat Link works with any brand or type of asset, so it's convenient to connect your entire site. The process is easy:

[+] ## INSTALL OR ACTIVATE A PRODUCT LINK DEVICE

+ On new Cat equipment, your dealer will help you activate the built-in hardware.

+ On older machines or other brands or assets, your dealer will help you select and install the hardware that meets your needs.

[+] ## CHOOSE A VISIONLINK SUBSCRIPTION TO ACCESS THE DATA

+ Your dealer will help you identify exactly what you need, so you won't be paying for extras you don't want.

+ For additional details and to help guide the discussion with your local dealer, review the subscription options in this guide, including the Connectivity Matrix provided on page 13.

WHEN YOU NEED A HOLISTIC VIEW: VISIONLINK

In some situations, a simple Cat Daily telematics report available through My.Cat.Com provides an owner with sufficient data. But more often, you will want a comprehensive view of your assets and the ability to manage an entire fleet. To meet that need, Caterpillar offers VisionLink—a powerful, flexible platform with enhanced capabilities that make it easier to optimize productivity, manage assets and improve profitability.

WHAT DOES VISIONLINK INCLUDE?

VisionLink is an award-winning telematics software that offers a unified view of health, location and productivity for the entire fleet, regardless the manufacturer of your equipment. It is comprised of four task-focused applications, each providing a specific type of data:

+ **Unified Fleet:** hours, location, asset status, asset operations and fuel utilization
+ **Unified Service:** equipment health, fault codes, fluid analysis, inspections and maintenance functions
+ **Unified Productivity:** cycles and payloads
+ **Administrator:** asset settings, users, reports, notifications, groups and projects

WHAT ARE VISIONLINK'S KEY FEATURES?

TODAY'S VISIONLINK WAS DESIGNED TO DELIVER MORE: MORE DATA AND MORE FUNCTIONALITY, MORE FREQUENTLY

We created a platform that gives you easy access to the information you need to make decisions that improve profitability. **Its key capabilities include:**

+ Enhanced fleet support to cover your entire jobsite
+ Role-based solutions that deliver critical information faster
+ Customizable dashboards with dynamic reporting capabilities
+ Multiple language capabilities

And to make VisionLink easier to use, **we offer:**

+ Single sign-on for the entire suite
+ Updated web technologies and architecture for a better user experience
+ Full functionality across all devices: desktop, tablet and mobile phone
+ Online help portal with 24/7 access to videos and instruction

VIEWING TELEMATICS DATA
YOU'RE IN CONTROL

Your connected assets generate so much valuable data that at times the information flow can feel overwhelming. That's why we give you the power to control the volume of data you receive and the frequency with which you receive it. Whether your interest is simple location monitoring or comprehensive fleet management, there are VisionLink reports that fit your needs and budget.

If you're in the starter phase of the connectivity journey, you may decide that Cat Daily, a once-a-day-report available in My.Cat.Com or VisionLink, is your best option for viewing asset data. For those seeking more data, more often, two types of VisionLink subscriptions are offered.
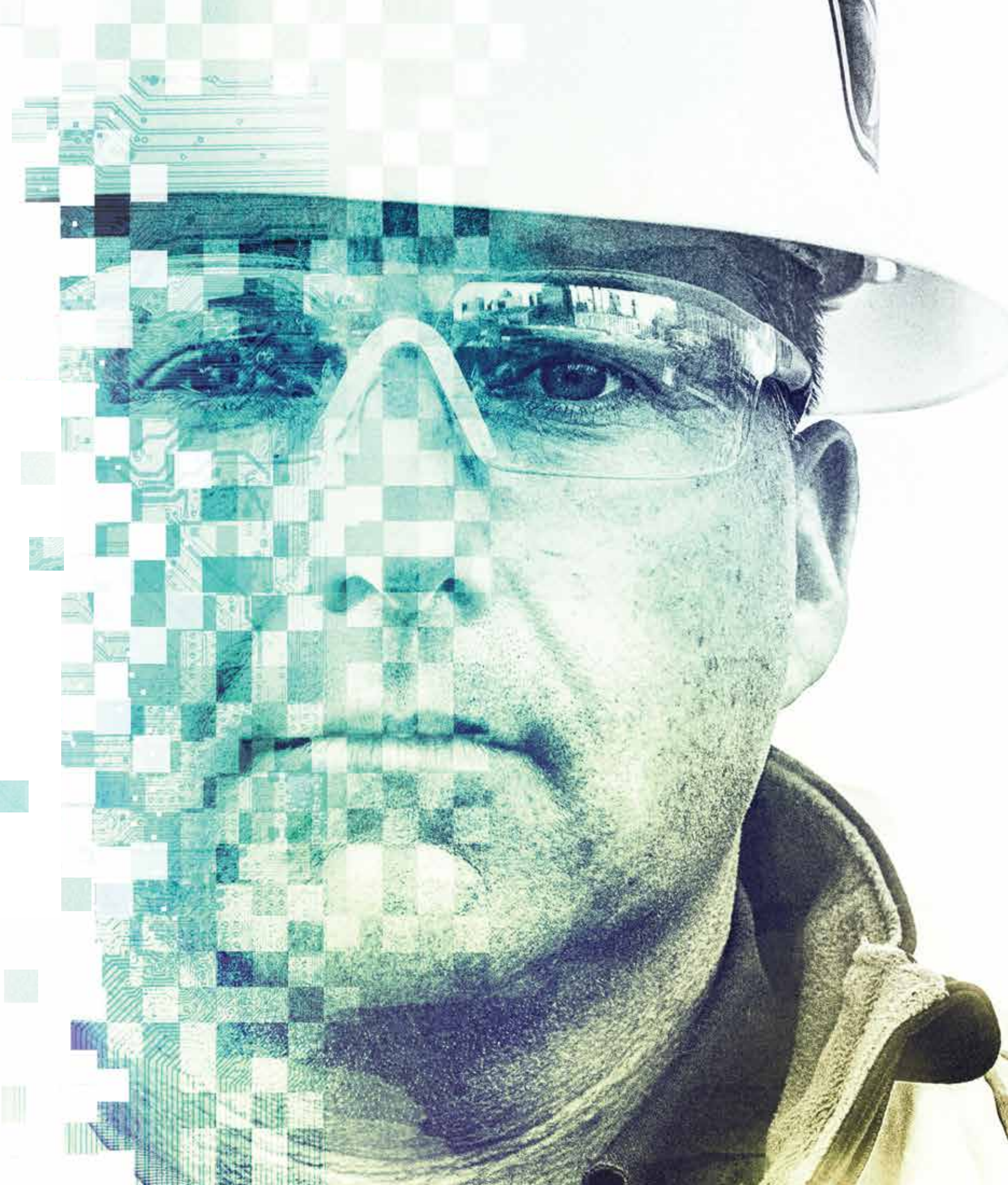
STARTER CONNECTIVITY

+ If you purchase a machine with a factory-installed Product Link device on or after January 1, 2018, you'll receive Cat Daily connectivity at no cost (for seven years on Building Construction Products machines and 12 years on Global Construction & Infrastructure machines). Cat Daily provides basic information once per day via My.Cat.Com.

ADVANCED CONNECTIVITY TRIAL

+ If you subscribe to VisionLink for any construction machine with a Product Link device on or after January 1, 2018, you'll receive a six-month complimentary trial.

The plan you choose depends on many factors, including your business objectives, the number and type of assets you're connecting and the capabilities you've acquired—internally or with a partner—to transform data into actionable insight.

Compare the alternatives, then talk to your Cat dealer for help making a decision.

CONNECTIVITY OVERVIEW MATRIX

You'll find options ranging from simple location monitoring to full fleet management, so you can choose a plan that fits your needs and budget.

Cat Daily provides you with a snapshot into critical asset data, location and fault codes through a scheduled asset report.

+ Get regular updates on your assets with 24-hour reporting cycles

+ Track the last known location of individual assets at the time of reporting

+ Receive up-to-date notifications about asset event and diagnostic fault codes

+ Access total hour and fuel burn data over an asset's lifetime—and use it to calculate basic hour and fuel utilization for each working day

CAT DAILY
STARTER CONNECTIVITY

+ **Ideal for:** Customers getting started with connectivity and telematics

---

Cat Basic includes all the features of Cat Daily PLUS a higher level of location and asset data, so you can better manage utilization and planned maintenance intervals.

+ Get the most up-to-date information about your assets with hourly reporting cycles

+ Use hourly asset location details to improve scheduling

+ Set geo-fences to help prevent theft, vandalism and unwanted operation

+ Receive hourly alerts when assets move outside predefined zones

+ Receive immediate engine on/off alerts

+ Receive hourly notifications about asset event and diagnostic fault codes

+ Get hourly updates on an asset's total hours and fuel burn

CAT BASIC
STANDARD CONNECTIVITY

+ **Ideal for:** Customers needing key hourly information about asset utilization and location

---

Cat Essentials includes all the features of Cat Daily and Cat Basic PLUS a snapshot into critical asset data, location and fault codes through a scheduled asset report.

+ Get the most up-to-date information about your assets with hourly reporting cycles — or upgrade to optional 10-minute reporting cycles

+ Use hourly asset location details to improve scheduling

+ Set geo-fences to help prevent theft, vandalism and unwanted operation

+ Receive immediate alerts when assets move outside predefined zones

+ Receive immediate engine on/off alerts

+ Receive immediate notifications about asset event and diagnostic fault codes

+ Get hourly updates on an asset's total hours and fuel burn
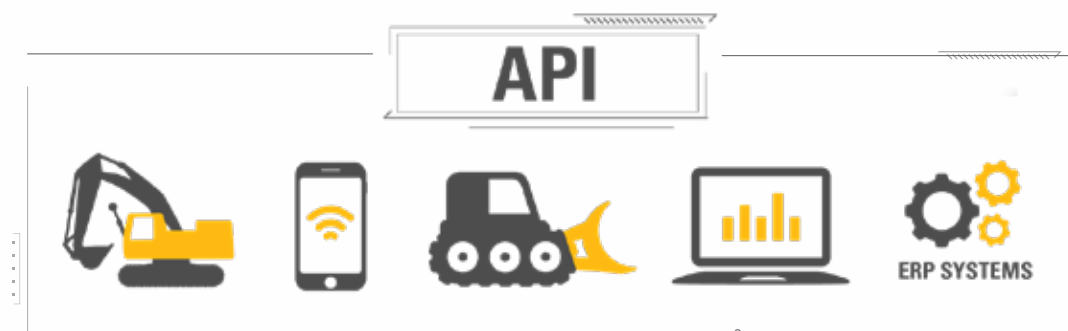
+ Monitor hourly cycle and payload data

CAT ESSENTIALS
ADVANCED CONNECTIVITY

+ **Ideal for:** Customers needing up-to-date information about site operations, productivity, asset location and health, and operator performance

[+] **UTILIZE APIs TO SEAMLESSLY**
INTEGRATE YOUR DATA

We know you use many types of equipment and systems in your business. Using Application Program Interfaces (API), you can easily integrate data reported by VisionLink into your existing applications—regardless which company provided the telematics device capturing your data. APIs provide your business a convenient way to integrate VisionLink-reported data with applications that range from ERP solutions and project management tools to field service dispatching systems and more. We consistently hear "Make it easy" and "Connect it all." This is one way Cat is working with customers to deliver on that feedback.

[+] HOW DO APIs WORK?

APIs can be set up to send data at a frequency you choose. You set up the API feed once, then your data will be integrated and delivered to VisionLink automatically at the frequency you have specified. Once your data has been delivered, it's stored locally at your organization for easy integration with your business processes and systems.

[+] WHAT TYPES OF APIs ARE AVAILABLE?

Multiple APIs are available now–with more under development:

+ Health and condition monitoring

+ Core telematics

+ Productivity

[+] CAT CONNECT SERVICES:
THE REST OF THE STORY

The decision to get connected puts you in position to hear the story your assets are trying to tell you. But data capture is only the beginning. To understand the full narrative, your data must be aggregated, analyzed and turned into information you can use to make more profit. Caterpillar and your Cat dealer are uniquely qualified to do that work.

Through Cat Connect Services, we can:

+ Support your decision-making processes with timely, accurate, pertinent data about your entire site.

+ More importantly, we will deliver data-driven insights and recommendations that keep you informed about productivity and asset and resource utilization. This information will help you reduce risk, work safely and sustain success.

If you're ready to hear more from your assets—about their health, their utilization, their projected life, their profit-making potential—we have the experience and expertise to help. Let's work together to create an even better story for your future, one in which you earn attractive returns today and grow profitability tomorrow.

Learn more at **cat.com/catconnectconstruction**

BUILT FOR IT.

CAT CONNECT