



# YOU'RE UP TO THE CHALLENGE

WITH CAT® CONNECT  
TECHNOLOGY & SERVICES



# TURN YOUR CHALLENGES INTO OPPORTUNITIES

What keeps you awake at night? Missed production goals or costs running out of control? Too much rework or too many near-misses?

Whatever your challenge, there's a way to solve it with Cat® Connect. Think of this intelligent suite of hardware, software and consultative services as a toolkit to help you run a more profitable operation. Choose the technology tools or services that help you boost efficiency, improve safety, save time and money—or all of the above.

## [ + ] WHAT'S YOUR OPERATION'S BIGGEST CHALLENGE?

- + I need to increase production
- + I need to control costs
- + I need to improve operator performance
- + I need to run a safe operation







## [ + ] CAT CONNECT TECHNOLOGY

No matter what type or size of operation you run, our technology tools can help you do it more efficiently, profitably and safely.



**Link** gathers data generated by your assets and jobsites, serving it up in easy-to-digest bites. Useful insights come automatically and accurately via one digital interface.

+ Available for all types and brands of equipment



**Grade** automates machine functions and guides operators to achieve targets in rough, fine and finish grading. It helps you get to grade faster in fewer passes.

+ Available for many brands of dozers, motor graders, hydraulic excavators, wheel tractor scrapers, compact track loaders, multi-terrain loaders, skid steer loaders, asphalt pavers, asphalt compactors, soil compactors and cold planers



**Payload** brings load weighing and real-time feedback to the cab, eliminating trips to the scale and improving operator accuracy and speed.

+ Available for Cat wheel loaders, excavators, articulated trucks, off-highway trucks and wheel tractor scrapers



**Compact** delivers advanced measurements and real-time guidance inside the cab to help operators meet compaction targets faster, more uniformly and in fewer passes.

+ Available for many brands of asphalt, landfill and soil/aggregate compactors



**Detect** improves operator awareness of the work environment, reducing the chance of accidents. It also helps prevent unauthorized use of equipment.

+ Available for all types and brands of equipment



**Command** enables operators to run equipment from a remote location on- or offsite, making work safer and more comfortable.

+ Available for Cat dozers, wheel loaders and skid steer loaders



[ + ]

## CAT CONNECT SERVICES

+ Services are designed to solve your biggest challenges and provide you expertise and insights to manage your equipment and jobsites more effectively.



**Equipment Management Services** help you stay on top of monitoring, maintenance and repair costs without adding headcount—potentially freeing up resources for other jobs.



**Productivity Services** help you use every asset to its potential, train every operator and supervisor to get the most out of the equipment and design every jobsite for optimum efficiency.



**Safety Services** help employees at all levels understand the risks of fatigue, distraction and unsafe actions, then take steps to mitigate them and build a safety-first culture.

How do you know which technology or service you need? Start by determining what's causing your operation the most pain and then explore the ways Cat Connect can help you alleviate it, fast. From there, your Cat dealer will work with you to identify—and implement—specific technologies and services. Cat Connect is scalable, so you can start with just what you need and add on when it makes sense for your operation.





## [ - ] CHALLENGE: DO MORE EVERY DAY

How do you squeeze more work into a finite number of hours without sacrificing quality or profits? Start getting more out of every asset—so you can hit your targets every time, in less time, and move on to the next job fast.

## [ + ] INCREASE PRODUCTION WITH CAT CONNECT TECHNOLOGY & SERVICES

### TECHNOLOGY

#### [ + ] LINK

- + Improve utilization by knowing if, when, where and how every asset is being used
- + Bid and schedule projects more accurately
- + Manage your entire jobsite via one interface

#### [ + ] GRADE

- + Work faster and get to grade in fewer passes
- + Improve efficiency up to 50% versus traditional methods
- + Limit time needed for stringlines or checkers

#### [ + ] PAYLOAD

- + Move more material more accurately
- + Reduce cycle times 10% compared to loading systems with traditional scales
- + Adjust final passes more efficiently

#### [ + ] COMPACT

- + Meet compaction specs in fewer passes
- + Know exactly when and where to work—and when to move on
- + Keep operators informed of coverage and pass counts

#### [ + ] COMMAND

- + Work where and when other machines and operators cannot.
- + Reduce shift change and travel times.

### SERVICES

#### [ + ] EQUIPMENT MANAGEMENT SERVICES

- + Understand peak performance benchmarks and keep every asset operating at those levels
- + Free up internal resources for other tasks

#### [ + ] PRODUCTIVITY SERVICES

- + Identify utilization trends and productivity benchmarks
- + Optimize jobsite design and setup
- + Guarantee specific production results

#### [ + ] SAFETY SERVICES

- + Identify when fatigue may be jeopardizing productivity
- + Align operator schedules with sleep patterns
- + Avoid lost production due to accidents

***“Production efficiency is way higher because you get the job done in half the time.”***

After adding Cat Grade technology to its fleet, Eagle Excavation shaved two weeks off the duration of a 95,000-cubic-yard earthmoving project. Operator Corey Mikell says he can now get to grade in just two passes.





## [ - ] CHALLENGE: MAKE MORE MONEY

Fuel burn. Material overruns. Rework. Component wear. Insurance coverage. On today's jobsites, expenses just keep adding up—and up and up. Drive down these costs by minimizing waste, errors, idle time, wear, equipment damage and more.

## [ + ] CONTROL COSTS WITH CAT CONNECT TECHNOLOGY & SERVICES

### TECHNOLOGY

#### [ + ] LINK

- + Monitor and reduce idle time and fuel burn
- + Eliminate assets that aren't earning their keep
- + Manage service to avoid downtime
- + Document working hours to increase resale value

#### [ + ] GRADE

- + Save fuel and component wear by reducing the number of passes
- + Reduce or eliminate material overruns and grade stakes
- + Speed up project completion

#### [ + ] PAYLOAD

- + Reduce component wear, tire damage and haul road maintenance by eliminating overloading
- + Avoid overweight fines
- + Save fuel by optimizing loading passes and wait times

#### [ + ] COMPACT

- + Cut fuel use, labor hours and component wear by achieving higher compaction quality in fewer passes
- + Identify problems that can lead to rework or raise material costs

#### [ + ] DETECT

- + Lessen costs associated with lost time, lost production, equipment damage and unauthorized use

### SERVICES

#### [ + ] EQUIPMENT MANAGEMENT SERVICES

- + Take advantage of third-party expertise to control costs related to asset use, maintenance and health

#### [ + ] PRODUCTIVITY SERVICES

- + Identify and eliminate waste site-wide
- + Spot opportunities to train operators and set up jobsites more efficiently
- + Protect margins through guaranteed production results

#### [ + ] SAFETY SERVICES

- + Build a safety-first culture to minimize costly incidents resulting from fatigue and distraction
- + Avoid fines for unsafe conditions or practices

***"It's a game-changer: better measurements and better roads at a lower cost."***

Using Cat Compact on site prep for a new on-off ramp structure, McAninch Corp. reached target density in 75% fewer passes and cut compaction testing costs by 75%. Project manager Don Taylor says it reduced fuel costs, rework and compactor wear and tear, too.



## [ - ] CHALLENGE: GET MORE FROM EVERY OPERATOR

Dealing with a shortage of experienced operators? Wish you could get even more out of your seasoned pros? Empower operators of any skill level to complete more work—quickly and accurately.

## [ + ] IMPROVE OPERATOR PERFORMANCE WITH CAT CONNECT TECHNOLOGY & SERVICES

### TECHNOLOGY

#### [ + ] LINK

- + Monitor operator performance to identify training opportunities
- + Compare individuals' productivity and idle time numbers to motivate improvement

#### [ + ] GRADE

- + Help operators achieve target grade faster
- + Boost operator efficiency as much as 50% compared to traditional methods
- + Simplify machine operation to reduce operator inputs and fatigue

#### [ + ] PAYLOAD

- + Improve operator accuracy and efficiency
- + Monitor cycle times and production
- + Identify training opportunities and drive performance improvements

#### [ + ] COMPACT

- + Empower operators to do more accurate work, more quickly
- + Provide real-time feedback on production, passes and compaction targets
- + Improve uniformity and eliminate guesswork

#### [ + ] DETECT

- + Increase operator visibility and confidence in any jobsite conditions

#### [ + ] COMMAND

- + Eliminate the effects of vibration and sound, reducing operator fatigue

### SERVICES

#### [ + ] EQUIPMENT MANAGEMENT SERVICES

- + Get expert advice on using asset data to identify training opportunities
- + Measure progress through ongoing performance reporting and benchmarking

#### [ + ] PRODUCTIVITY SERVICES

- + Learn how to align resources to get top productivity from every operator
- + Monitor performance to continually optimize operator and site efficiency

#### [ + ] SAFETY SERVICES

- + Make sure fatigue, distraction and other safety concerns aren't keeping your operators from performing at peak levels

***"You just click the button, put it in gear and go."***

By implementing Cat Grade technology, Veit & Company has seen big gains in operator accuracy, leading to production increases of 30-50%. Operator/engineer Terry Dehkes says the system makes it easy to achieve those kind of results.



## [ - ] CHALLENGE: WORK MORE SAFELY

Making sure your team and your equipment get through every day safe and secure is a top priority—but it's not easy on a busy, crowded jobsite. Be more vigilant about keeping people out of harm's way, even when you're far from the action.

## [ + ] RUN A SAFE OPERATION WITH CAT CONNECT TECHNOLOGY & SERVICES

### TECHNOLOGY

#### [ + ] LINK

- + Know when unsafe actions occur, even when you're not there
- + Act quickly to prevent accidents and identify training opportunities

#### [ + ] GRADE

- + Reduce the number of people needed on the jobsite
- + Keep workers away from machines and traffic
- + Let operators focus on the work environment instead of the controls

#### [ + ] PAYLOAD

- + Ease congestion by reducing truck time in the yard
- + Eliminate dangerous overloading
- + Minimize material spills and tire damage that can lead to accidents

#### [ + ] COMPACT

- + Limit the number of testing personnel required on the ground
- + Ensure the structural stability of the finished product

#### [ + ] DETECT

- + Alert operators to people and objects in danger zones
- + Improve visibility
- + Control who can operate equipment and when

#### [ + ] COMMAND

- + Keep operators off the machine in hazardous work environments

### SERVICES

#### [ + ] EQUIPMENT MANAGEMENT SERVICES

- + Avoid safety incidents resulting from equipment or component failure

#### [ + ] PRODUCTIVITY SERVICES

- + Remove people from harm's way when measuring productivity or mapping sites
- + Train operators to run equipment in the safest ways

#### [ + ] SAFETY SERVICES

- + Identify fatigue and distraction risks and plan schedules to mitigate them
- + Uncover gaps between leader and worker safety perceptions
- + Empower all employees to lead grassroots safety efforts

***"We're infusing a safety culture from top to bottom and bottom to top."***

Colas USA's recordable injury rate has declined from 4.0 to 2.8—and is expected to drop below 2.0 soon—with the help of Cat Safety Services. President and CEO Jean Vidal says people at all levels feel empowered to take action to put safety first.



# YOUR PARTNER IN THE CHALLENGE

## READY TO GET STARTED WITH CAT CONNECT?

### [ + ] **WORK WITH YOUR DEALER TO:**

- + Decide what technologies and services you really need
- + Get your assets connected
- + Train your people to get the best return on your investment
- + Manage the data from your assets
- + Achieve measurable, sustainable results

+ Find out more at [cat.com/catconnect](http://cat.com/catconnect)



Your Ohio Cat Contact:

Steve Pirnat  
Product Support Equipment Manager  
SPirnat@ohiocat.com  
O 440.838.7407  
C 216.406.2626  
[www.OhioCat.com](http://www.OhioCat.com)