

YOUR SITE. OPTIMISED.

A high-performance site doesn't just happen. You have to build it.

Start with the right people and equipment. Add efficient processes and technologies. Set big goals. Create bold plans. Execute relentlessly. Measure progress. And foster a culture that rewards safety, sustainability, innovation and continuous improvement.

If you're ready to optimise your site, Finning Managed Solutions can help.

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BUILT FOR IT.™



FINNING MANAGED SOLUTIONS

COLLABORATING WITH YOU, FINNING & CATERPILLAR



CAPABILITIES THAT SUPPORT YOUR SUCCESS.

Your performance plan will include a unique mix of Finning Managed Solutions and Caterpillar capabilities enabled by industry-leading technologies. We approach each site differently, striving to deliver exactly what's needed—no more, no less.

EQUIPMENT	<ul style="list-style-type: none"> MAINTENANCE & REPAIR STRATEGY CONDITION MONITORING PLANNING & SCHEDULING REPAIR MANAGEMENT 	<ul style="list-style-type: none"> COMPONENT MANAGEMENT BACKLOG MANAGEMENT PARTS LOGISTICS LIFECYCLE MANAGEMENT
PRODUCTIVITY	<ul style="list-style-type: none"> SITE ANALYSIS FLEET SELECTION/UTILISATION ROLLING EQUIPMENT PLAN STOCKPILE MANAGEMENT 	<ul style="list-style-type: none"> PERFORMANCE MANAGEMENT HAUL ROAD MANAGEMENT MATERIAL HANDLING OPERATOR EFFICIENCY
SAFETY	<ul style="list-style-type: none"> BEHAVIORAL EDUCATION OPERATOR TRAINING SITE SAFETY ASSESSMENT 	<ul style="list-style-type: none"> ACCIDENT & ABUSE MANAGEMENT OBJECT DETECTION SHARED SAFETY VALUES
SUSTAINABILITY	<ul style="list-style-type: none"> EMISSIONS REDUCTION NOISE & DUST REDUCTION ENERGY MANAGEMENT 	<ul style="list-style-type: none"> FUEL & FLUID OPTIMISATION COMPONENT REMANUFACTURING EQUIPMENT RECYCLING
FINANCIALS	<ul style="list-style-type: none"> PROJECT FINANCING CAPITAL MANAGEMENT 	<ul style="list-style-type: none"> CASH FLOW OPTIMISATION EXPENSE MANAGEMENT



GET RESULTS.

See how others have benefited by using the Collaborative Solutions business model.



EQUIPMENT

A combination of new, used, rebuilt and non Cat® equipment—safely operated, closely monitored and maintained by qualified technicians—improved availability significantly.



PRODUCTIVITY

A production improvement plan consisting of site analysis, haul road upgrades and remote monitoring delivered operational requirements with a right-sized fleet and optimum utilisation.



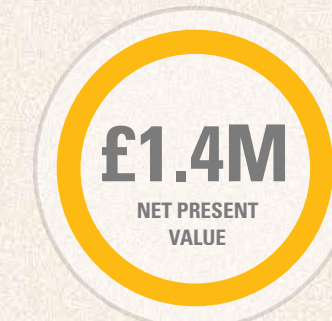
SAFETY

Remote monitoring, operator training and close management improved safety, reduced abuse events and drove £85,000 in cost avoidance.



SUSTAINABILITY

Using rebuilt equipment diverted tonnes of material from the waste stream while allowing the owner to reduce costs and recover the second life built into each machine.



FINANCIALS

Additional focus on balance sheet, capital management and cash flow had a positive impact on the bottom line.

DEFINE SUCCESS.

Our work begins with a frank discussion of the outcomes you expect to achieve. This could mean:

- Creating a safer work environment
- Improving fleet productivity and utilisation
- Eliminating inefficiencies
- Capturing new revenue streams
- Reducing waste
- Maximising uptime
- Extending equipment life
- Conserving capital
- Improving cash flow
- Demonstrating sustainability leadership
- Navigating regulatory challenges

No matter how you define success, we'll pursue it with you.

WHAT MAKES THIS BUSINESS MODEL UNIQUE IS ITS FOCUS ON IMPLEMENTATION. WE WON'T JUST DEVELOP A HIGH-PERFORMANCE PLAN FOR YOUR SITE; WE'LL EXECUTE IT—JOINTLY. ALL PARTIES WILL FOCUS ON YOUR SUCCESS, LEVERAGING OUR RESPECTIVE CORE COMPETENCIES TO GET THE RESULTS YOU'RE TARGETING.



COLLABORATIVE DECISION-MAKING, DISCIPLINED EXECUTION.

FINNING MANAGED SOLUTIONS AND CATERPILLAR MAKE YOUR SUCCESS OUR PRIMARY GOAL. WE EVALUATE YOUR OPERATION TOGETHER, USING A SIX-STEP PROCESS THAT'S STRUCTURED, DISCIPLINED

Should you choose to work with us, you can expect a process that's:

- **COLLABORATIVE.** Your knowledge and expertise, combined with that of Finning and Caterpillar professionals, creates an ideal model for success.
- **CUSTOMISED.** We create a unique site optimisation plan for your operation, a specific combination of resources and relationships that gets results.
- **FACT-BASED.** We leverage a full range of technologies, including remote monitoring systems, to capture critical data about your operation. Rigorous analysis of the data facilitates fact-based decision-making, increasing the odds of a successful outcome.
- **ACTION-ORIENTED.** All parties work with a sense of urgency, focusing on execution, predicting and preventing problems and continuously innovating to improve your results.
- **ENDURING.** Our work doesn't end when the plan is created; in fact, it's just beginning. We deploy the performance plan together, creating lasting value.

We execute your site improvement plan collaboratively over a specific number of hours or years. During that time, we work together to achieve projected results, improve continuously and sustain profitable growth.

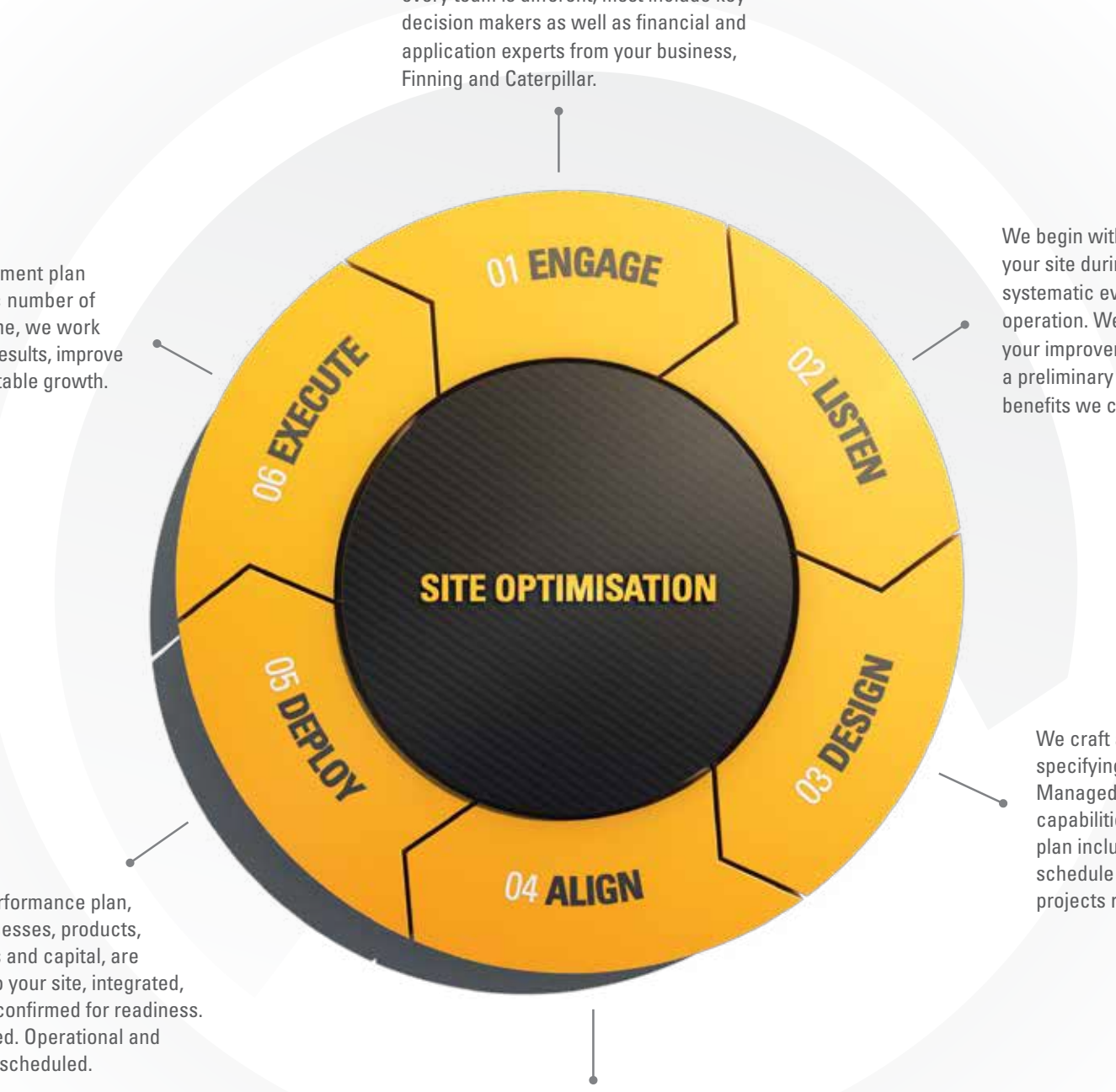
All aspects of your performance plan, including people, processes, products, technologies, systems and capital, are mobilised, delivered to your site, integrated, tested, validated and confirmed for readiness. Metrics are established. Operational and strategic updates are scheduled.

Getting the right people involved—right from the start—is critical. Although every team is different, most include key decision makers as well as financial and application experts from your business, Finning and Caterpillar.

We begin with a working session at your site during which we complete a systematic evaluation of the current operation. We listen and learn, clarifying your improvement goals and providing a preliminary estimate of the financial benefits we could deliver.

We craft a custom performance plan, specifying the right mix of Finning Managed Solutions and Caterpillar capabilities to achieve your goals. The plan includes a proposed implementation schedule and a business case that projects risks and rewards.

The team shapes a final agreement as all parties suggest changes and improvements, modifying the plan until we reach consensus on our respective roles and performance targets.



OPTIMISE THE RETURN ON YOUR SITE INVESTMENT.

Increase asset utilisation, cut costs and use capital more efficiently when you join forces with Finning to raise your site to an all-new performance level.

Together we'll gather facts, build a business case for change and agree on a custom plan to optimise your fleet and site. Then we'll execute the plan jointly, innovating continuously and getting results.

- 8%
REDUCTION
IN FLEET SIZE

+ 32%
IMPROVEMENT IN
FUEL EFFICIENCY

