



CAT® CUSTOMER VALUE AGREEMENTS

KEEP YOUR EQUIPMENT EASY TO OWN AND READY TO WORK

THAT'S A CVA

Every piece of Cat equipment is designed and built to provide maximum productivity and operating economy throughout its working life.

At M. Ezzat Jallad & Fils, we can help you maintain that built-in value through a Customer Value Agreement (CVA).

WHAT IS CAT CUSTOMER VALUE AGREEMENTS

Customer Value Agreements are
High efficiency tools for managing
CAT® equipment right from the
start. You get access to trained CAT
experts who know more about your
CAT equipment than anyone else.
Building the right CVA always
begins with a careful assessment of
your needs and ends with an
agreement that provides you with
the lowest possible cost per
production unit.



HOW CAN A CVA HELP YOU

Think about your current preventive maintenance practices and service needs, and consider who is best qualified to provide these services. Your Cat Dealer can provide service in a more timely, efficient and cost-effective manner. You save money, improve availability and have more time to concentrate on other important aspects of your business.



CVA BENEFITS

- Helps you lower your owning and operating cost per unit of production / helping you get more work done at a lower cost for all your Cat equipment.
- Agreements are tailored to fit your business needs and can range from simple
 Preventive Maintenance Kits to sophisticated Total Cost Performance Guarantees
- You have more time to do what you do best -- run your business
- Our trained CAT Expert technicians assist you by maintaining your equipment and driving down operating costs.
- There are no pre-set requirements or specific products and services that you must agree to buy.
- In every case and with every piece of equipment, a CVA is an individualized plan.
 Depending on your needs, your costs can be a flat rate fee or some other arrangement based on actual production hours.
- Your agreement may include as few or as many pieces of equipment as you wish.
 You can cover individual systems, single pieces of equipment, or entire fleets.

No matter which option you choose, you can be assured that we will provide you with careful planning and ongoing attention that will help you succeed.

CONTENT	BRONZE	SILVER STAGE I (0H-2000H)	SILVER STAGE II (2000H-4000H)	GOLD (0H- 4000H)	NON-CAT/LEGACY EQUIPMENT
25% DISCOUNT ON PM PARTS	✓	>	>	х	Bronze/Silver
30% DISCOUNT ON PM PARTS	х	Х	х	<	Gold
CAT INSPECT	✓	✓	✓	✓	✓
CAT OIL	Х	✓	✓	✓	✓
ET	✓	✓	✓	✓	If Compatible
PRODUCT LINK	Optional	Optional	Optional	Optional	If Compatible
PM PARTS	Х	✓	✓	✓	✓
s.o.s	✓	~	√	✓	√
RADIATOR WASH	Х	Х	Gensets	Gensets	Gensets



LET'S DO THE WORK.