



Complnnovations

Tools For This Economy



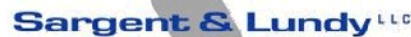
CI Thumbnail

- Fixed-bid, custom software
- Web or Windows
- For sales, dealers, customers
 - ✓ Product ROI comparison
 - ✓ Product configuration
 - ✓ Parts lookup & ordering
 - ✓ Fleet optimization
 - ✓ Total cost of ownership
- 24 in 30 years for Caterpillar





Large Customers





Medium Size Customers



DYNAFLEX

Water **Furnace**



ALCAR



ARMOUR

SPICER



CompAir
LeROI

NUVEEN
Investments

CLARK-HURTH
COMPONENTS

COOPER Crouse-Hinds



CHEMETRON
Fire Systems



mercantec





Nuclear Power Development

For Sargent & Lundy Engineer's Clients:

Pacific Gas & Electric of CA:

- Diablo Canyon Reactors 1 & 2
- Calibrates Instruments after Quakes
- CI Programmed calculations in C
- CI Wrote tools for S&L's IT staff



Public Service Electric & Gas of NJ:

- Power Plant Operating Alerts

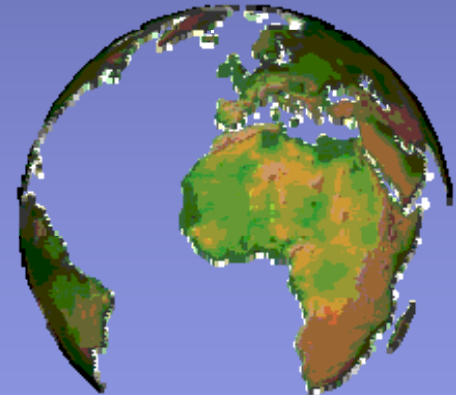




CI Software In Daily Global Use

In Foreign Languages, Currency, Units of Measure

- 1,060 Navistar International Truck Dealers Globally
- 300+ Manitowoc/Grove/Potain Crane Dealers Globally
- 70+ Federal Signal Dealers in North America
- 223 Yale Forklift Dealers in the Americas
- 220 Caterpillar Dealers Globally
- Scores of HVAC Distributors of
 - Modine – Airedale
 - Rheem Ruud Weatherking
 - Water Furnace International

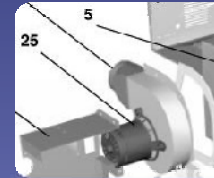




Customer-Dealer-Commercial Use

Modine Manufacturing: (2)

- CI Product “Configurator”
- Part Master Parts Look-up



Navistar International: (4)

- Truck Fleet Maintenance
- Production Scheduling



Rand McNally: (9)

- “Street Finder & Trip Maker”
- “Geobase” Database





PART MASTER

SELL MORE PARTS

- Web or Windows
- 35 standard, 43 optional features
- Build-to-Model or Build-to-Order
- Display prices based on dealer ID
- Optional Authoring Software
- Table of Contents (like a book)
- Where-used, keywords
- Number & partial number
- Parts list-to-Drawing links





Navistar's "TEAM 2000"

Truck Fleet Maintenance, **Parts & Warranty**

1,000,000+ lines of code



NAVISTAR



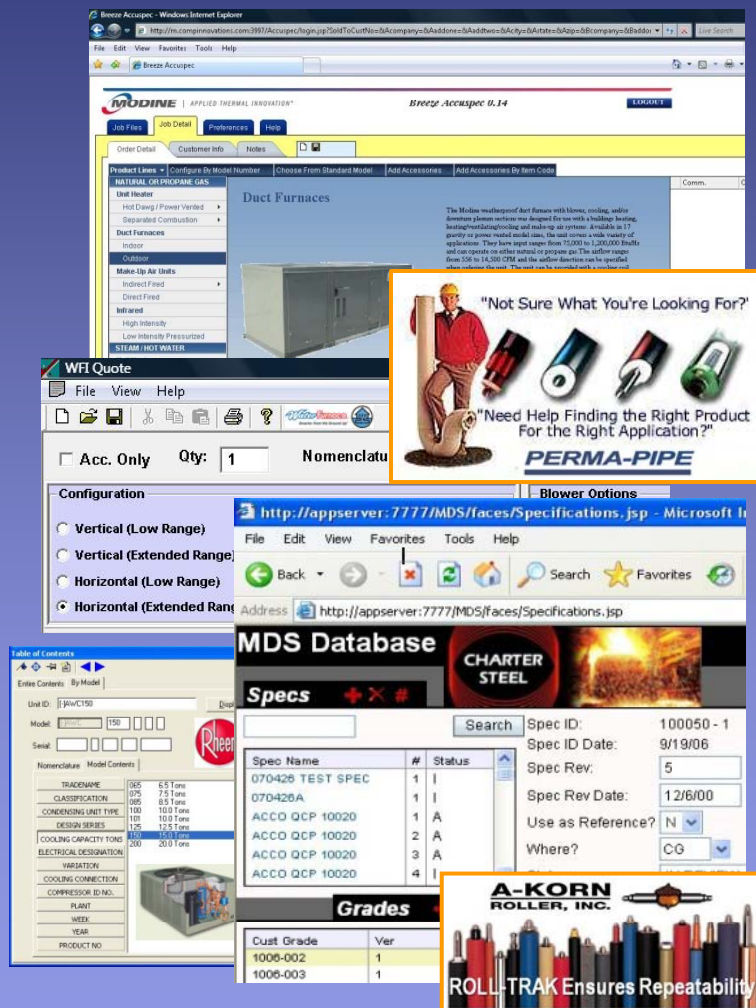
WAL★MART

Deploying clients' expertise since 1969



The CI Product Configurator

Product Configuration Done Your Way



- Windows or Web Browser
- Rules-based, client maintainable
- Walk the customer through:
 - Customer spec's, standards
 - Product options—both compatible and exclusive
 - Valid build combinations
- Generate quote submittals
- Convert to quotes/sales orders
- Interface to BOM, work orders



Deploying clients' expertise since 1969



CI Web Development

- Mercantec 's **SoftCart** First Shopping Cart sold commercially in the History of e-Commerce



- Rand McNally's **K12 Online.com** school district store





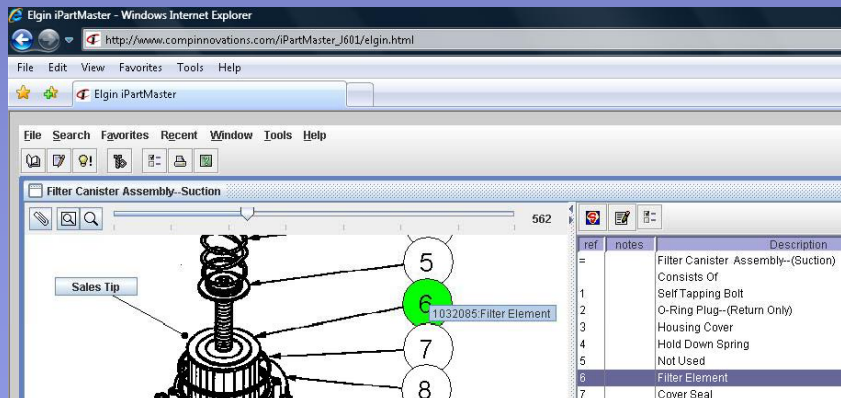
CI Web Development

- ASA's **M-Power** (Patent Pending Sales System)

1. Web-based product 2. Dealer Web Portals



- Elgin Sweeper's **Parts Pro** (CI's Part Master)



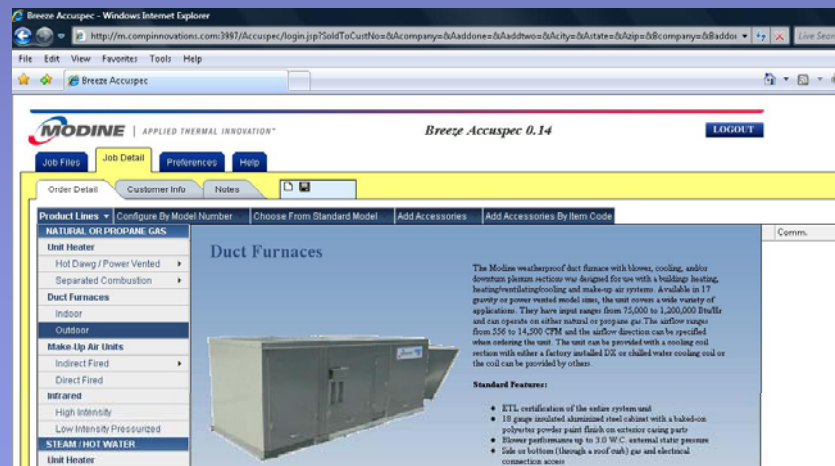


CI Web Development

- Charter Steel's **MDS** (CI Product Configurator 2007)



- Modine's **AccuSpec** (CI Product Configurator 2008)





Caterpillar: 30-Years

24 tools in 30 years...here are the latest 9:

- EMF – Earth Moving Fundamentals
- EMF for Pocket PC
- CycleTimer for Pocket PC
- CycleTimer – Equipment load-haul cycle timing
- EIA – Equipment Investment Analysis
- MineEIA – Mining EIA
- AgEIA – Agricultural EIA
- WFA – Waste Fleet Analysis
- FPC – Fleet Production & Cost



Deploying clients' expertise since 1969



Caterpillar: 30-Years

24 tools in 30 years...here are earlier projects:

- EIA, AgEIA, EMF, FPC – Earlier Versions



- TPM – Truck Payload Management (2 versions)
- VSM – Vehicle Simulation
- PMP – Preventive Maintenance Planner
- RRR – Repair Rebuild Replace
- WPM/PSII – Wheel Loader Payload Management
- MSC – Machine Sales Coverage Management
- Engine Production Line Scheduling (mainframe)

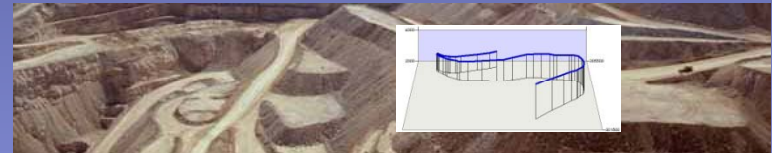
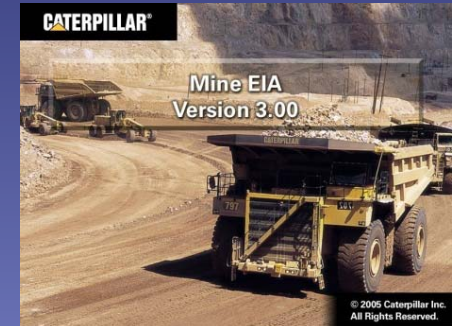


CI's "Greatest Hits" for CAT

Fleet Management & Fleet Composition Tools:

Equipment Investment Analysis (EIA)

- Plug in production target, figure costs
- Ownership, operation, financing costs
- Financing A versus Financing B
- Buy Brand X versus Brand Y
- Buy Model A versus Model B



Fleet Production & Cost (FPC)

- Plug in costs, figure production
- Fleet composition
- Speed, payloads, fuel usage
- Ton-mile per hour tire limits
- Haul road route and grade



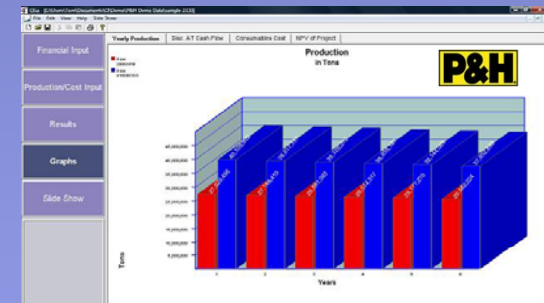
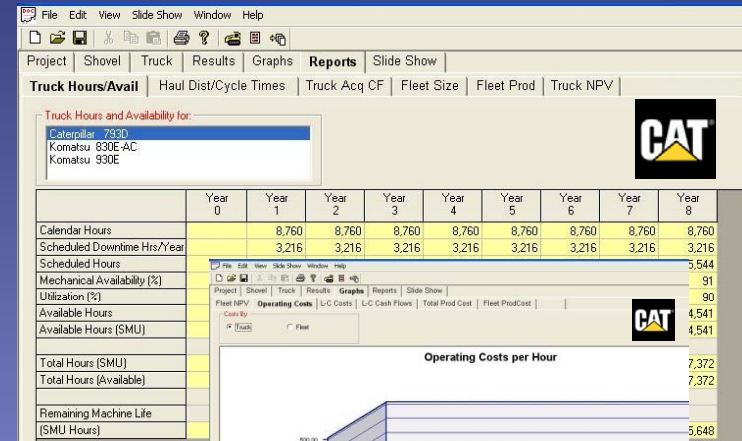


Capital Equipment Investment Analysis

Show customers more revenue using your product

Compare Product ROI:

- Financing options
- Depreciation
- Owning factors
 - Operating cost
 - M & R cost
 - Production cost/cash flow
- Efficiency (up time/down time)
- In-service hours/remaining life
- Net present value (unit/fleet)



Deploying clients' expertise since 1969



Capital Equipment Investment Analysis

Show customers more **revenue** using your product

What CEIA Does for Your Customer:

- Focuses on **revenue** contribution
- Highlights Competitive Advantages
- Simplifies **ROI** Comparisons



What CEIA Does for You:

- Shortens Your Sales Cycle
- Makes Your Value Statement
- Differentiates Your Brand





Why CI...

- ✓ Specific tools designed for your product
- ✓ CI "*Focus-In*" approach is low-risk
- ✓ CI accommodates, encourages changes
- ✓ Work with your constraints, your platform
- ✓ Web, Windows, and mobile platforms
- ✓ Customers talk to **the author in the USA**
- ✓ 38 years deploying client's expertise



...Partnership.



Unleash the Power of
Partnership.

ComplInnovations

