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Caterpillar and Trimble to Expand Mining Technology Collaboration

Mining Industry Leaders to Work Together on State-of-the-Art Decision Making Tools for Mining Operations

PEORIA, Ill. and SUNNYVALE, Calif., Nov. 4, 2016 /PRNewswire/ -- As part of an ongoing commitment to transform the way mines manage their business, Caterpillar Inc. (NYSE: CAT) and Trimble (NASDAQ: TRMB) are extending their collaboration to bring mining customers improved operational decision-making capabilities. The collaboration will leverage Caterpillar Global Mining's industry expertise and combine its in-pit operational execution system, Cat[®] MineStar[™], with Trimble's portfolio of technology-enabled mining information solutions. This expanded collaboration in mining will include product integration and development, marketing, distribution and support of Trimble[®] Connected Mine[™] solutions.

The companies have signed an agreement that outlines areas for increased engagement to begin in early 2017. Caterpillar Global Mining is anticipated to become the primary sales, marketing, distribution and support channel for Trimble's Connected Mine platform. In addition, Cat MineStar and Trimble's Connected Mine platform will be integrated and collaboratively developed. The expanded Caterpillar-Trimble collaboration will enhance both companies' efforts to serve global customers with technologies and services across a mine's entire operation and equipment fleet, regardless of brand, language or location.

"Caterpillar and Trimble have enjoyed a very successful relationship for decades and we are pleased to be working more closely to better leverage the products and capabilities in both companies for our mining customers," said Tom Bluth, Caterpillar vice president with responsibility for the Surface Mining & Technology Division. "Whether it's the mining pit supervisor or a corporate operational analytics teams, Caterpillar Global Mining continues to go beyond the iron by providing the technologies and expertise to help customers improve productivity and lower their cost per ton."

"This collaboration demonstrates our mutual commitment to provide mine professionals with complete visibility from the mine to the mill," said Bryn Fosburgh, vice president at Trimble. "As a result, mine operations can leverage accurate production, fleet and spatial data to optimize their workflow and control costs."

Cat MineStar is a mining operational execution system purpose built to help miners boost productivity, enhance safety and improve equipment availability, regardless of equipment manufacturer. The system consists of five capability sets: Fleet, Terrain, Detect, Health & Command, which can be configured to suit the unique needs and capabilities of any mine, both surface and underground. Cat MineStar has been a critical part of the digital transformation in mining since 1996 when it was first introduced. Today it is installed at more than 200 mine sites around the world. Utilizing improved interoperability, the Cat MineStar platform is uniquely positioned to help customers connect data and decision-making across the mining value chain, from the mine plan to plant processing or from an individual machine to across an enterprise.

Trimble Connected Mine provides an integrated and complete view of mine data to improve and accelerate operational and strategic decision making. Visual Intelligence is an optional module that enables the 3D visualization of Trimble Connected Mine data. With a proven track record of enterprise-level implementations in some of the largest mines worldwide, Trimble is transforming the way mines work by combining mining expertise, spatial technology, business analytics, visualization and decision support tools to enable mining companies to fully optimize their resources for safe, productive and profitable mining.

Collaborating Since 1996

Caterpillar and Trimble have been collaborating in mining since 1996, when the two companies jointly developed a best-in-class machine control and guidance product, known today in the marketplace as Terrain. Today, Terrain is a leading guidance system for mining, with many of the world's largest mining companies improving their productivity through use of this technology. The companies' first collaboration evolved into a joint venture in 2002 with the formation of Caterpillar Trimble Control Technologies (CTCT). Today CTCT develops machine control and guidance products for both the mining and construction industries, for any make or model of equipment regardless of manufacturer. Trimble positioning technologies, such as GPS and inertial navigation systems, are also used in many of Caterpillar's semi-autonomous and autonomous systems.

About Caterpillar

For 91 years, Caterpillar Inc. has been making sustainable progress possible and driving positive change on every continent. Customers turn to Caterpillar to help them develop infrastructure, energy and natural resource assets. With 2015 sales and revenues of \$47.011 billion, Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. The company principally operates through its three product segments - Construction Industries, Resource Industries and Energy & Transportation - and also provides financing and related services through its Financial Products segment. For more information, visit: caterpillar.com. To connect with us on social media, visit: caterpillar.com/social-media.

About Trimble

Trimble is transforming the way the world works by delivering products and services that connect the physical and digital worlds. Core technologies in positioning, modeling, connectivity and data analytics enable customers to improve productivity, quality, safety and sustainability. From purpose built products to enterprise lifecycle solutions, Trimble software, hardware and services are transforming a broad range of industries such as mining, agriculture, construction, geospatial and transportation and logistics. For more information about Trimble (NASDAQ:TRMB), visit: www.trimble.com.

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