



CUSTOMER-
CENTRIC



CONDITION
MONITORING



ADVANTAGES
THROUGH LIFECYCLE

= **CVA**
CUSTOMER
VALUE AGREEMENT



WE DELIVER THE
PROMISES



HASSLE-FREE OWNERSHIP

PEACE OF MIND FROM EQUIPMENT HEALTH MANAGEMENT

HASSLE-FREE MAINTENANCE

SECURITY OF EXPERT SUPPORT FROM GAINWELL



VALUE WITHOUT COMPROMISE



HASSLE FREE OWNERSHIP

- CVA brings together dealer advice.
- Easy parts acquisition plus options for flexible parts & service deliverables.
- Peace of mind with complete engine protection.



HASSLE FREE MAINTENANCE

- Readily available genuine CAT parts.
- Service options are flexible to meet your need and optimize your engine experience.



PEACE OF MIND FROM EQUIPMENT HEALTH MANAGEMENT

- Data trending and alerts with remote health monitoring systems.
- CAT & Gainwell marine experts providing 24/7 failure prevention analysis on CAT engines while obtaining data driven recommendation to keep your fleet running.
- Periodic and systematic check up schedule to make the engine available without a glitch.



SECURITY OF EXPERT SUPPORT FROM GAINWELL

- Periodic follow up meeting with customer to access the demand planning & future path to get the optimum result .
- Operation and maintenance training is provided to guide customer personnel.
- Trained expert guidance and support during challenging time .

MARINE CVA SOLUTION

			Level 1	Level 2	Level 3
Agreement Definition			PM Parts Only	PM Parts + Service	PM Parts + Service, Plus
Hassle Free Maintenance	Maintenance and Troubleshooting	PM visits alongwith CAT genuine Parts (Delivery on time)	✓	✓	✓
		Schedule Routine (Hour based)	✗	✓	✓
		Top overhaul/ major Overhaul with Parts	✗	✗	✓
		Breakdown/ Emergency Visit (Labour)	✗	✓	✓
		Breakdown Parts	✗	✗	✓
		Remote Trouble shooting (VAST- Virtual Asst. Service Technician)	✗	✓	✓
Hassle Free Ownership	Ownership	Flexible payment Terms	✗	✓	✓
		Contract Period	12 Months	+ 24 months	+ 36 Months
Peace of Mind from Equipment Health Management	Condition Monitoring	Fluid Health Management (SOS + Fuel and coolant)	✓	✓	✓
		Inspection (TA1)	✓	✓	✓
		Inspection (TA2)	✗	✓	✓
		Safety Device Check	✗	✓	✓
		Remote Health Monitoring	✗	✗	✓
		Remote Health Analysis	✗	✗	Optional
Security of Expert Support from Gainwell	Support	Training	✗	PM Training	Operation & Maintenance
		Periodic fleet Management Meeting	✗	✓	✓
		Demand Planning	✗	✓	✓

*Terms & conditions applied for each level of CVA indicated above.

*Pictures illustrated above are for demonstration purpose only.

LET'S DO THE WORK.™

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GAINWELL

Network of 100+ Offices

REGISTERED AND HEAD OFFICE

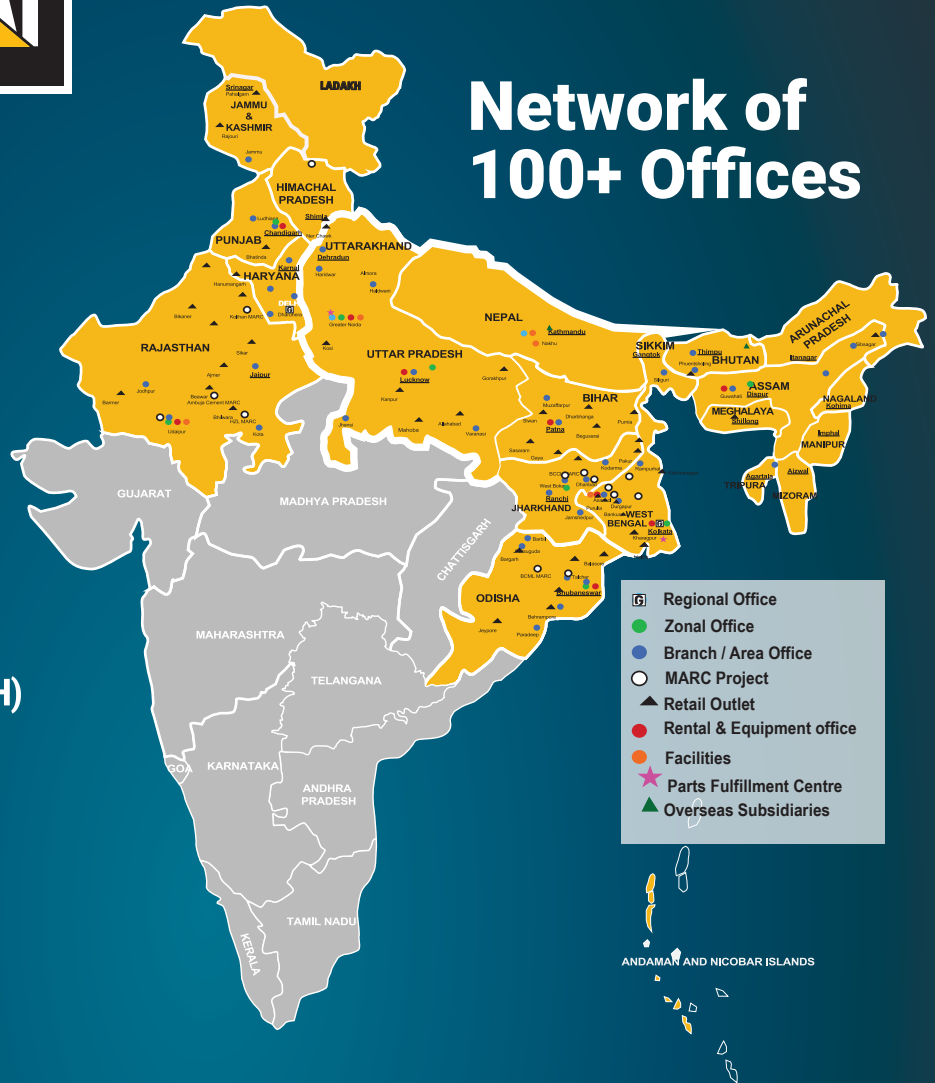
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2000+
DEDICATED
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POPULATION

**3
WORKSHOPS
2 REBUILD
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SCAN TO CHAT