WHEN YOU BUY MICHELIN, YOU GET MORE THAN JUST TIRES

MICHELIN BETTER MINING

1. TIRES & MORE
2. CONSULTING SERVICES
3. CATEGORY MANAGEMENT SERVICES

www.michelinearthmover.com
WHEN YOU BUY MICHELIN, YOU GET MORE THAN JUST TIRES

TIRES & MORE: FIRST LEVEL OF OUR SUITE OF ON SITE SERVICE AND SOLUTION

1. SITE SEVERITY SURVEY
Qualitative road condition survey supported by Michelin's methodology.

FUNCTIONS
- Allow your sales representative to recommend the action that will improve tire life and reduce cost based on site and road conditions.

2. VBOX
Measurement tool based on GPS allowing to capture localization, cycles, speed, distance, turning radius, site TKPH.

FUNCTIONS
- Allow the sales representative to recommend the right tire.

3. PRESSURE ANALYSIS
Recommendation of the right pressure for your site condition and survey of few trucks to compare with the ideal pressure. If MEMS is used on site, all trucks are included in the survey and key reports are explained.

FUNCTIONS
- Allow your sale representative to advise the right pressure and recommend corrective action to improve tire life and reduce cost.

4. SCRAP ANALYSIS
Root cause analysis of end of life for each scrapped tires

FUNCTIONS
- Allow your sales representative to advise tire selection, scrapped tires with remaining life potential and recommend maintenance and usage recommendation to reduce cost.

5. COST & BENEFIT TOOL
Michelin's tool providing economical estimation of potential savings and cost for each mine recommendation.

FUNCTIONS
- Allows you to prioritize the most profitable action.

TIRES & MORE
- Uniques After-Sales Service: when you buy Michelin, you get more than just tires.

CONSULTING SERVICES
- Customized consultancy to maximize the impact of our tires on your productivity

CATEGORY MANAGEMENT SERVICES
- Peace of mind. Complete delegation of tire activities with a commitment to reduce your cash unit cost.

Level of partnership and business impact

*Only for customers who signed long term agreement with Michelin.

Your dedicated Michelin staff gives you access to industry best practices:

- MICHELIN FIELD SUPPORT: on-site and regular professional support to maintain a safe tire environment & extend tire life thanks to a worldwide footprint of 300 Michelin local representatives.
- MICHELIN CPFR: Tire consumption forecast and stock replenishment tool, designed to optimize your stocks (hence working capital) whilst keeping your trucks running.

MICHELIN FIELD SUPPORT
Benefits: Increase tire life and reduce your cost.

THE WHEEL OF PROGRESS

1. Site Severity Survey
2. Vbox
3. Pressure Analysis
4. Scrap Analysis
5. Cost & Benefit Tool

6. & Do
MICHELIN® CPFR*

Benefits: Lowest possible Working Capital and Best in class business continuity

- A MORE EFFICIENT COLLABORATION involving all actors
- AN ERGONOMIC AND USER-FRIENDLY PLATFORM
- MICHELIN EXPERTISE: Supply Chain support for diagnosis, training all collaboration long

*CPFR: Collaborative Planning Forecasting Replenishment

STOCK BEFORE CPFR

STOCK AFTER CPFR

A MORE EFFICIENT COLLABORATION involving all actors

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