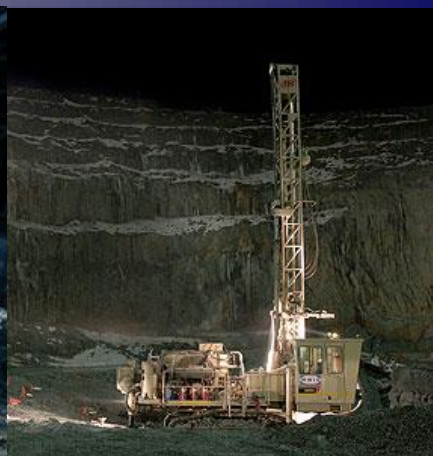




**VG Karier Mine Fleet Management System – Competitive advantages**



## 1. Functionality and wide range of products

**2011,2014**

New versions releases

## 2. Implementation and customization

HUGE EXPERIENCE IN MINING and FLEXIBILITY

**TURN KEY SOLUTION**

Including all required additional sensors,  
systems etc.

## 3. TECHNICAL SUPPORT

24/7 PHONE SUPPORT, SLA

**100+** engineers employees

## 4. COST OF THE SYSTEMS AND MAINTENANCE

**15-20% less**

From the competitors

## 5. RETURN OF INVESTMENTS

**6 months**

Average ROI



# 1. Functionality and wide range of products

Feature	VG Karier	Competitors
Optimization	Excludes the human factor (the OEM system can be installed)	Rely of the human factor – the drivers should press the buttons when during the trip
Integration with OEM	Many interfaces developed. Flexibility to develop new ones.	Many interfaces developed. Usually low flexibility to develop new ones, long period of development.
Additional sensors and OEM systems	Producer of OESM systems, sensors for many type of vehicles. Can install and be responsible for the options.	Subcontracting or make the mine to buy the options by themselves
Additional features	Waterpump, gas monitoring, full cycle fuel monitoring etc.	No
KPI for headquarters	YES	NO
Reporting	System provides the wide range of reports, diagrams and plots. The users are able to make and customize reports in the web-interface as well as the IT team of the mine can make their own.  Flexible and fast development of the reports if required.	Only basic reports and the access to database. The mine has to develop their reports.



Feature	VG Karier	Competitors
Turn key solution	Full turn key solution including installation of all components without the personal of the mine/ Also all the additional systems and sensors are being installed as well as warranty obligations.	Only chief –installation requires the personal form the mine, additional sensors are the subject for other subcontractors, no warranty for the additional sensors by one supplier.
Implementation and customization	Developing and customizing for the mine requirements.	Low flexibility and long period of development.
Reporting development	Build- in reporting customization tool, fast development of the additional ones.	The most of the reports should be developed by own IT team of the mine – the price and period are very high.
Integration with EPR (SAP and others)	Directly without any additional SW	Usually requires some additional SW from the mine.
Implementation period	6-12 months	10-12 months
Audit of mining activities and performance of VG Karier system	Yes with the global reporting	No



Feature	VG Karier	Competitors
Phone support 24/7	Yes	Not for all
Remote diagnostics and fixing 24/7	Yes, can be provided by the qualified team	Not for all suppliers
SLA with engineers on-site	Yes, possible	Usually not possible
Reliability of equipment	High	Usually high
New updates and developments and	Continuous development	Sometimes very old systems without new features
Spares	All parts, including additional sensors.	Only on-board kits – computer and GPS



## 4. COST OF THE SYSTEMS AND MAINTENANCE

## 5. RETURN OF INVESTMENTS

Feature	VG Karier	Competitors
Cost of implementation	15-20% less, fixed prices for implementation	Many additional things are not included in the initial offers and contracts.
Maintenance and technical support	Different levels of SLA, flexible for mine requirements and budget.	Usually high cost and no features
Cost of owning	Usually for 3 years is 25-40% less	
<b>Credit for the system by the bank</b>	<b>Available</b>	<b>Usually not</b>
ROI	6 to 12 months	n\a
Payment terms related to productivity	Yes, the mine pays 100% only of the results are achieved.	No, the mine pays more that 100% if the mine achieve the productivity



**Thank you for your attention!**

## **VIST Group**

107078, Dokuchaev pereulok, 3/1, Moscow, Russia

Tel.: + 7 (499) 975-2217, 975-3394,  
Fax: + 7 (499) 975-1846

<http://eng.vistgroup.ru/>

e-mail: [info@vistgroup.ru](mailto:info@vistgroup.ru)

