



CATERPILLAR®



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WHY CATERPILLAR COLLABORATES

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COLLABORATION

- Pro:**
- Lower Cost**
 - Faster Development**
 - Decreased Risk**
 - Wider Technology Scope**
 - Broader Business Perspective**
- Con:**
- Confidentiality**
 - Less Focus**



CURRENT RELATIONSHIPS

- **Universities**
- **National Laboratories**
- **Corporations**
- **Government Agencies**
- **Department of Defense**
- **Trade Associations**



EXAMPLES

- **Alliance for Innovative Manufacturing**
- **Private Sector Partners of NCSA**
- **Twenty-First Century Truck Partnership**
- **FASIP**



WHAT WORKS BEST

- **Non-Competitive**
- **Pre-Competitive**
- **Mutual Interest**
- **Highly Leveraged**



DIFFICULT RELATIONSHIPS

- **Competitive**
- **Unresolved Intellectual Property**



FUTURE TRENDS

- **Shorter Product Lifetimes**
- **Faster Technology Implementation**
- **Scarce Resources**
- **Increasing Business Opportunities**
- **GREATER COLLABORATION**



Caterpillar works with many other companies and organizations. We seek strong, mutually rewarding business relationships with those who can enhance the quality of our products and services. We look for suppliers and business allies who demonstrate strong values and ethical principles and who support our commitment to quality. We avoid those who violate the law or fail to comply with the sound business practices we promote. No supplier is required to buy Caterpillar products in order to compete for business or to continue as a supplier. We encourage fair competition among our potential suppliers, contractors, and other vendors, and deal equitably and reasonably with all.

***CATERPILLAR CODE
OF WORLDWIDE BUSINESS CONDUCT***