Customer Product Delivery Process

Comprehensive User Guide

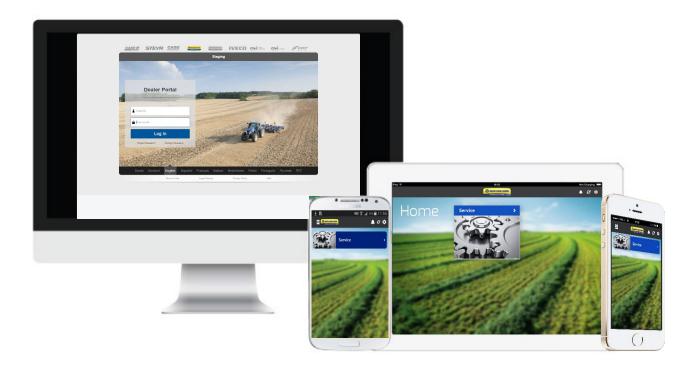


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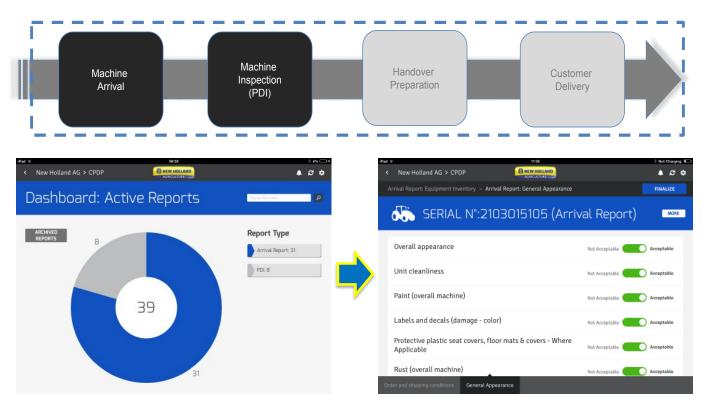
TRAINING 101: CPDP | PROJECT OVERVIEW

Project Overview

Customer Product Delivery Process (CPDP):

Product Arrival and PDI Procedure

Process:



Benefits:

- Delivery of a product subject to 100% dealer preparation and inspection
- Facilitate Dealer operation at Arrival and PDI removing paper copies
- Manage the process of Quality Checks for products that the Dealer receives and to capture accurate quality data
- Provide a tool to plant and quality managers to manage reporting on issues to improve product quality at an early stage of the product life-cycle

TRAINING 101: CPDP | TOOL BENEFITS

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Tool Benefits

- Perform Arrival and PDI reports on tablet, mobile or web.
- Checks can be done online / offline.
- The tool is user-friendly.
- Photos can be attached.
- PIP alerts and SN Data notifications are available on the device (where present in source systems).
- The collected data is digitally archived.
- Data is immediately visible to Plant and corrective actions can be taken quicker.

TRAINING 101: CPDP | SUPPORTED PLATFORMS

Supported Platforms

Apple

Operating System: iOS 7 or greater (iOS 8 recommended)

- Apple iPad 2 onwards
- Apple iPad Mini Tablet/Phone
- Apple iPhone 5/S/C onwards



Android

Operating System: 4.0 or greater for major Android brands

- Android Tablets
- Android Smartphones



Dealer Portal

Laptop and Desktop computers



*Future Supported platforms - Windows 8 Tablets

MDC Installation & Tool Access

Tool Access

Dealer Interface - Access Instructions

The new Customer Product Delivery Process app can be accessed through the Dealer Portal on web-platform (laptop and desktop computers) and through the MDC (Mobile Dealer Connect) app platform (Tablet, iPad, iPhone, Android). The app access conditions are the same as the web access condition, through dealer's credentials.

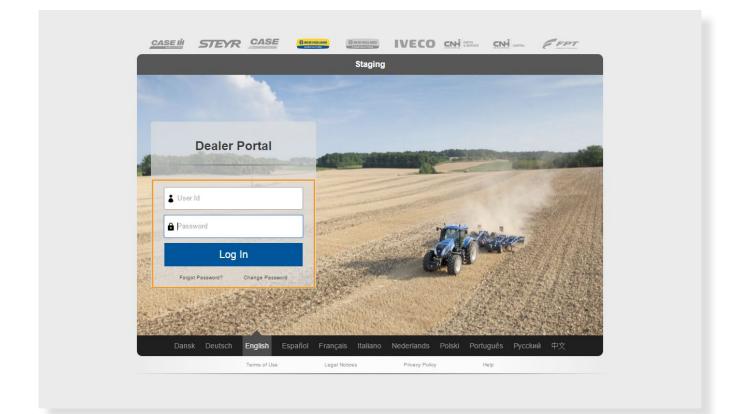


TRAINING 101: CPDP | HOME PAGE & DASHBOARD

Dealer Portal

Access CPDP through Dealer Portal

To access the CPDP application through Dealer Portal, log in to Dealer Portal using your DP User ID and Password.



TRAINING 101: CPDP | HOME PAGE & DASHBOARD Dealer Portal (continued): Click on the SERVICE icon and then select CPDP on the right side of the page. Image: I

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TRAINING 101: CPDP | HOME PAGE & DASHBOARD Mobile Dealer Connect (MDC) Application

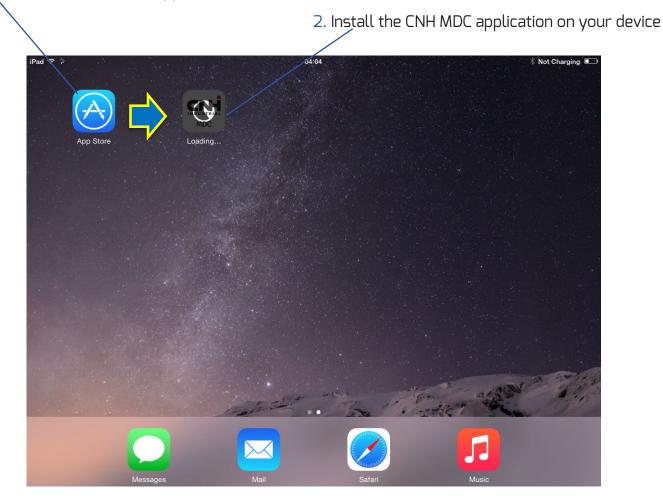
NEW HOLLAND

Application for iPad, iPhone Android Tablet, Android Smartphone

MDC App Installation:

To access the CPDP tool for any of the supported mobile devices, you will need to launch the previously installed CNH MDC application.

1. Locate CNH MDC on the App Store



Android users will need to locate the CNH MDC app on the Google Play Store,

TRAINING 101: CPDP | MDC INSTALLATION & TOOL ACCESS

AGRICULTURE

MDC Application (continued):

Secure Login:

- Accept the Privacy Policy
- Login to MDC using your Dealer Portal ID Username and Password

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|--|---|--|---|--|
| | | | _ | |
| | Privacy Policy | | | |
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| ENI Mobile Dealer Connect (along with all related da | O USER LICENSE AGREEMENT FO ata_documentation and content delivered there! | | | |
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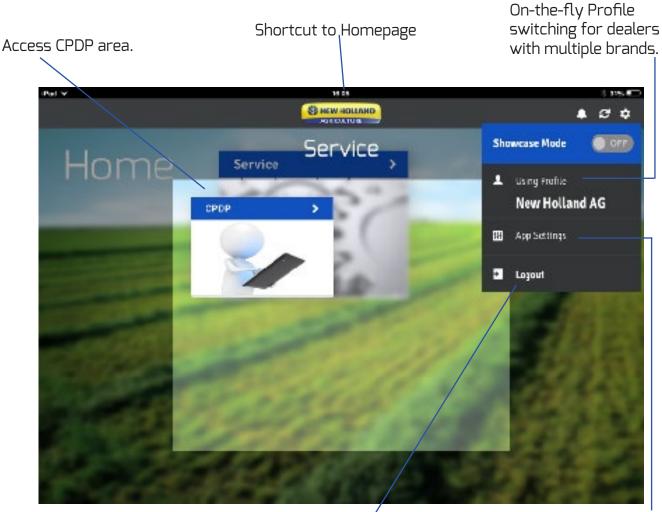
TRAINING 101: CPDP | HOME PAGE & DASHBOARD

Home Page & Dashboard

Home Page

Navigation Overview:

- Once you launch the CPDP app on your device you'll be shown the CPDP Homepage.
- Tap on Service and then CPDP to access your active Dashboard page



Manage the app settings to control content updates, security and storage.

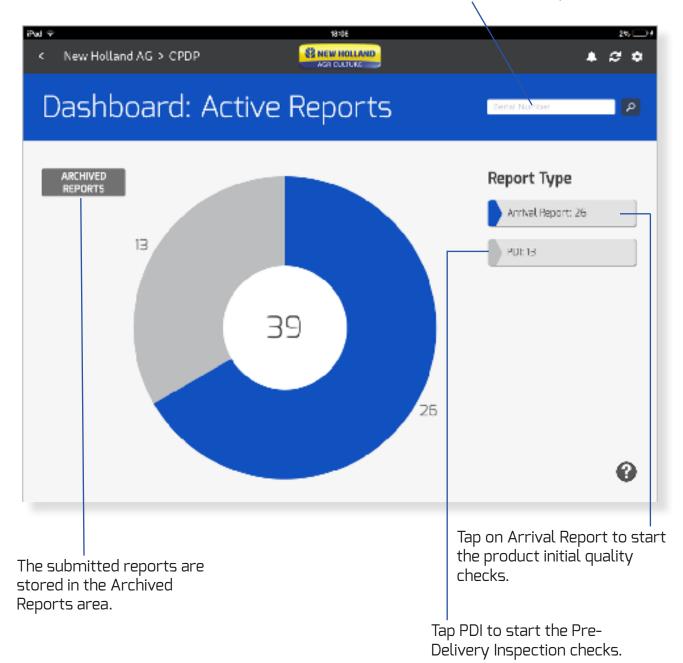
TRAINING 101: CPDP | HOME PAGE & DASHBOARD

Dashboard

Active Reports Page

The dashboard shows you a quick overview of products that are associated to your dealer ship-to code in various stages and need to be processed.

The search function gives you the possibility to look for a serial number in case you can't find the SN in the Arrival Report or PDI lists.



Arrival Report Main Scope of the Arrival Report

For the new Customer Product Delivery Process to work we will need all dealers to perform a thorough Arrival Report upon the Product Arrival at the dealership. The quicker feedback is provided the faster our plants can take corrective action on any defect that may be found.

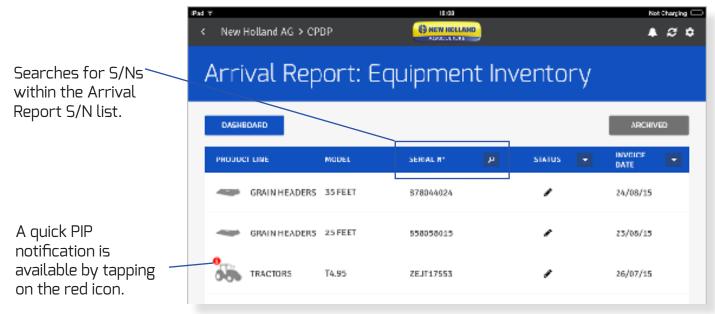
This report replaces the DRR paper form



The new process does not replace standard **Short Shipment and Damage form processes**

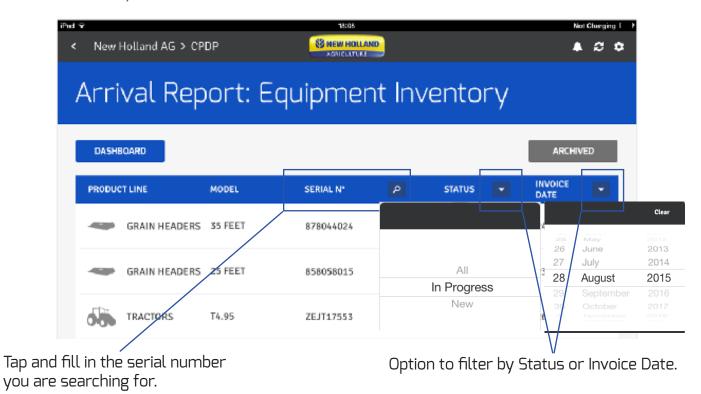
Equipment Inventory

After having launched the Arrival Report, you'll be shown a list of equipment associated with your dealer ship-to code. Select the equipment you need to perform the checks for or use the «search function» to locate the piece of equipment you are looking for. This search is local, and searches for S/Ns within the Arrival Report page.



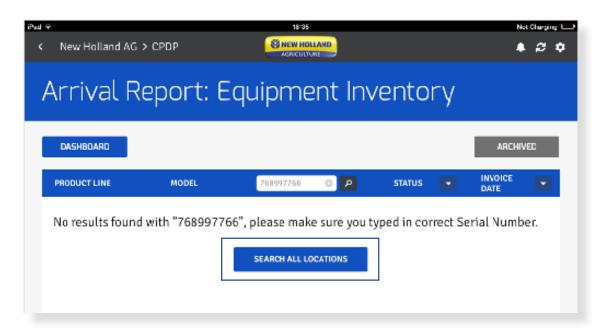
Arrival Report (continued):

Search filters by **STATUS** and **INVOICE DATE**



The Search Function

If the serial number you are looking for is not found, you will be given the opportunity to **SEARCH ALL LOCATIONS.**



The Search Function (continued)

If you select this option and your item is still not found you can choose to notify the service team.

| | S NEW HOLIAND | | 4 3 0 |
|------------------------------|--|------------------|-----------------|
| Arrival Report: | | | |
| DASHBOARD | Attention | | ARCHIVED |
| PRODUCT LINE MODEL | Equipment with a serial number: 768997766, could not be found | status 👿 | INVOICE DATE |
| No results found with "76899 | | ed in correct Se | rial Number. |
| | | | |

The service team will manage your request.

| DASHBOARD | | In Progress | | | |
|------------------------------|---------------|---------------------------------|----------------------------|---------|---------------|
| | MODEL | Service team has been notified. | STATUS | | |
| No results found with "76899 | | | ed in correct Serial Numbe | | |
| No results found | l with "76899 | | ed in com | ect Se | erial Number. |
| No results found | l with "76899 | ОК | ed in corr | rect Se | erial Number. |
| No results found | l with "76899 | ОК | ed in corr | ect Se | erial Number. |

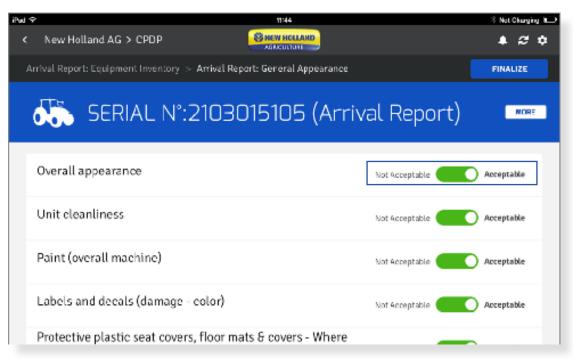
Arrival Report (continued):

How to fill out an Arrival Report

Once you locate the piece of equipment you were searching for, tap on it to start the product quality checks.

| iPul ♥ | | 11-35 | | 🖇 Not Charging 🔛 |
|--------------------|---------|---------------|----------|------------------|
| < New Holland AG > | CPDP | S NEW HOLLAND | | ▲ 2 ≎ |
| Arrival Re | port: E | iquipment Ir | iventory | |
| DASHBOARD | | | | ARCHIVED |
| PRODUCT LINE | MODEL | SERIAL Nº 👂 | STATUS 💌 | SHIP DATE |
| TRACTORS | BMR 40 | 2103015105 | 1 | 30/06/15 |
| TRACTORS | BMR 50 | 2105014413 | , | 26/06/15 |

The Arrival Report application is not meant to be a deliberate equipment check. It has been designed as a tool to allow to capture deficiencies with pieces of equipment as they arrive from the plant. By default, all items are set to acceptable. When something is identified as **Not Acceptable**, simply tap on the button and the status changes to not-acceptable.



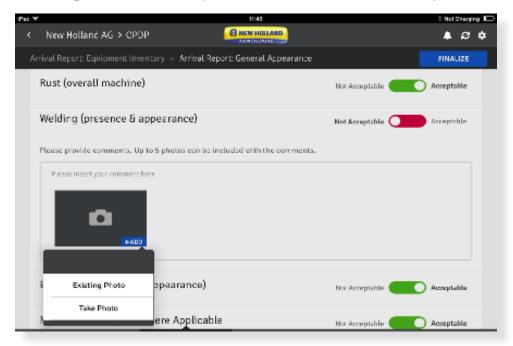


How to fill out an Arrival Report (continued)

Once you change an item status to not-acceptable, you'll be required to provide more information, such as a comment or a picture. You are required to add a comment even if you choose not to add a photo. To add a photo simply tap on the «add» icon. You can add up to 5 photos per check and 25 photos per report.

| Pud : | * | 11:37 | | # Not Chan | , ng 💶 |
|-------|---|--------------------------------|----------------|------------|--------|
| < | New Holland AG > CPDP | S NEW HOLLAND | | . € | ۵ |
| 1 | wrival Report: Equipment Inventory > Arriv | al Report: General Appearance | | FINALIZE | |
| | Rust (overall machine) | | Not Acceptable | Acceptable | |
| | Welding (presence & appearance) | | Not Acceptable | Acceptable | |
| | Please provide comments. Up to 5 photos car | be included with the comments. | | | |
| | Please insert your comment here | | | | |

You can choose to add an existing photo or take a new photo. Tapping on existing photo, will open the photo gallery and you can select an existing photo. Tapping on **take photo** will open the camera. Once you take a picture of the issue you can choose to either retake the photo or use the photo. You can remove an already attached photo as well. When you have finished adding the comment, tap **next** to continue the Arrival Report.

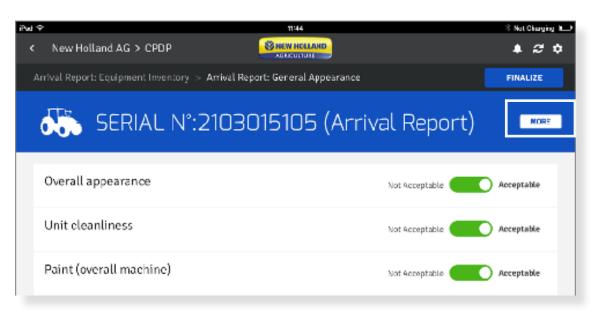


How to fill out an Arrival Report (continued)

Scroll through the list and identify any issues that are not-acceptable. Move sections as you notice issues while doing your walk around of the machine.

| iPwi≪ < N | mt44 ew Holland AG > CPDP | | S Not Chargin | • • |
|--------------|---|----------------|---------------|--------|
| Arriva | l Report: Equipment Inventory > Arrival Report: General Appearance | | FINALIZE | |
| đ | 🐎 SERIAL N°:2103015105 (Arriva | al Report) | NORE | |
| Ov | erall appearance | Not Acceptable | Acceptable | |
| Un | it cleanliness | Not Acceptable | Acceptable | |
| Pai | int (overall machine) | Not Acceptable | Acceptable | |
| Lat | bels and decals (damage - color) | Not Acceptable | Acceptable | |
| | otective plastic seat covers, floor mats & covers - Where plicable | Not Acceptable | Acceptable | |
| | st (overall machine) nd shipping conditions General Appearance | Not Acceptable | Acceptable | |

Tap on **MORE** to see Product Order Specifications and PIP details. These details are available only from active source data.



How to fill out an Arrival Report (continued)

Product Order Specifications and PIP Info is available only if provided from SAP Revenue cycle.

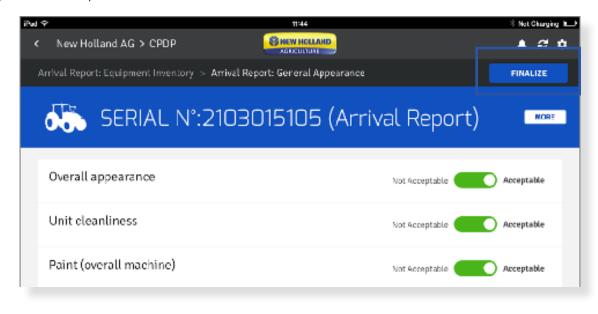
| • | | 11:48 | | Not Charging | • |
|---|-----------------------------------|----------------|-----------------|--------------|-------------|
| New Holland AG > (| срор 🧕 | NEW HOLLAND | | A 2 1 | • |
| SERIA | AL N°:2103015 | 5105 (Arriva | l Report) | × | Tap X to cl |
| Product Line:TRACTORS Model:BMR 40 | | Report Type | Report Status | Date | |
| Order Type:Dealer Stock | | Arrival Report | A | - | |
| Expected Delivery Date:12/0 | 15/15 | PDI | - | - | |
| Technician:EUR-TST 100A De E-mail:eur100test@cnh.con | | | | | |
| PRODUCT ORD | ER SPECIFICATIONS + | | PIP INFORMATION | + | I |
| and the state of the | The PERFECT PROPERTY AND | | | | |
| Characteristic for "Camperi | No camperista | | | | |

The tabs on the bottom of the screen, allow you to move in between any of these sections at any time.

| Arrival Report: Equipment Inventory > Arrival Report: General Appearance | FINALIZE |
|---|------------|
| SERIAL N°:2103015105 (Arrival Report | |
| Overall appearance Not Acceptable | Acceptable |
| Unit cleanliness Not Acceptable | Acceptable |
| Paint (overall machine) Not Acceptable | Acceptable |
| Labels and decals (damage - color) Not Acceptable | Acceptable |
| Protective plastic seat covers, floor mats & covers - Where Applicable | Acceptable |
| Rust (overall machine) Not Acceptable | Acceptable |
| Order and shipping conditions General Appearance | |

How to fill out an Arrival Report (continued)

When you finished your checks click on **FINALIZE**.



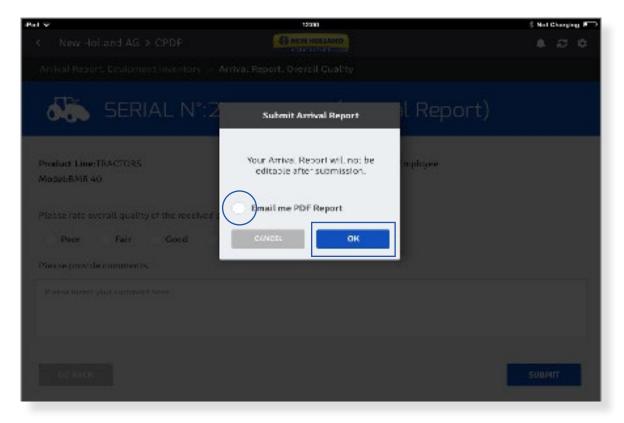
You'll be then asked to give an overall quality rating of the received product. You can also add a comment. Tap on **SUBMIT**.

| Pud 👻 | 11/86 | ‡ Not Charging 🚛 |
|-------|---|------------------|
| < | New Holland AG > CPDP | ▲ 2 ¢ |
| Arrit | val Report: Equipment Inventory > Arrival Report: Overall Quality | |
| 6 | SERIAL N°:2103015105 (Arrival Repor | t) |
| | | |
| Prod | duct Line:TRACTORS Technician:EUR-TST100A Dealer Employee | |
| Mod | lel:BMR 40 Ship Date:30/06/15 | |
| | | |
| Plea | ise rate overall quality of the received product | |
| 0 | Poor Fair Good Very Good 🖌 Excellent | |
| Plea | ise provide comments. | |
| Plea | ase insert your comment here | |
| | | |
| | | |
| | | |
| | GO BACK | SUBMIT |
| | | |



How to fill out an Arrival Report (continued)

You can choose to send a copy of the report by email. The email will be sent to your email address. It will include a link from which you can download the Arrival Report including comments and photos in a pdf format. Note, you need to be logged in the Dealer Portal to download the PDF.



By tapping on **OK** your Arrival Report will not be editable and will be submitted.

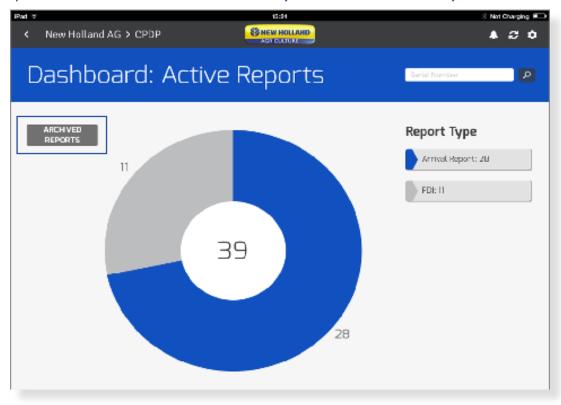
Arrival Report (continued):

What happens after the submission

After submitting the Arrival Report, you'll be taken back to the Arrival Report page.

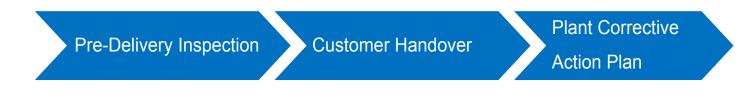
| iPed ⊽ ≮ New H | iolland AG > CP | DP | 13:26 | | | | Not | Charging 📼 |
|-------------------|-----------------|---------|------------|-------|--------|----|-----------------|------------|
| Arriv | val Rep | ort: Ed | quipmen | t Inv | /entoi | ry | | |
| DASHB | DARD | | | | | | ARCHIVE | Ð |
| PRODUCT | LINE | MODEL | SERIAL Nº | ٩ | STATUS | • | INVOICE DATE | |
| -140 | GRAIN HEADERS | 25 FEET | 858058015 | | 1 | | 23/08/15 | |
| 00 | TRACTORS | BMR 25 | 2199012925 | | 1 | | 26/06/15 | |
| - | GRAIN HEADERS | 40 FEET | 888064009 | | 1 | | 25/06/15 | |

The Arrival Report you have just submitted has moved from the Arrival Report section to the PDI section. A copy of your submitted Arrival Report is also stored in the Archived Reports area and **the data is immediately visible to Plant Quality Teams**.



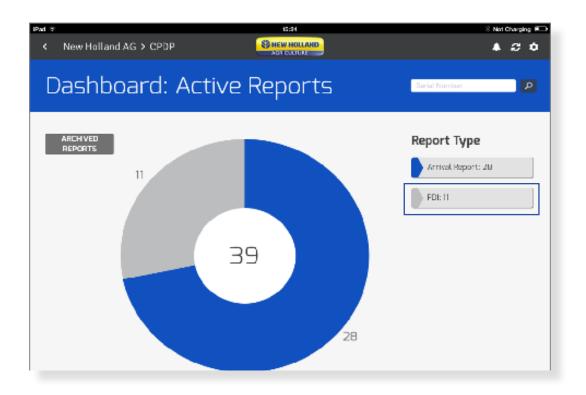
PDI Report PDI Main Scope

The main scope of the pre-delivery inspection is to deliver our products in the highest possible quality to our customers and thanks to the PDI feedback take appropriate corrective actions. The dealers inspection checks are then validated by our Plant Qulity Teams who then put in place the required action plan. So far this was done through paper work, fax, mail and through the online Dealer Portal PDI tool link.



How to fill out a PDI Report

Access PDI on your active dashboard page.





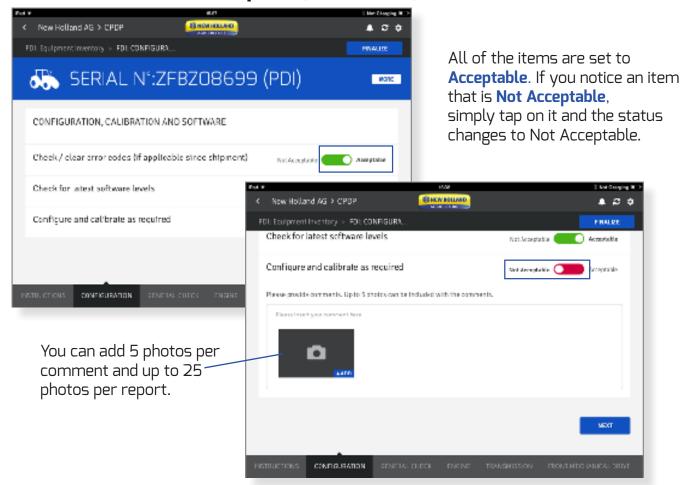
How to fill out a PDI Report (continued)

You can scroll through the list or use the search function to indentify the serial number you need to do the checks for. Once you locate the serial number tap on it.

| Pant ≍ < New Holland AG > 0 | CPDP | 15 25 | | | 8 Net Changing 🎮 |
|--------------------------------|-----------|------------|---|--------|------------------|
| PDI: Equip | ment Ir | nventory | | | |
| DASHBOARD | | | | | ARCHIVED |
| PRODUCT LINE | MODEL | SERIAL N° | P | STATUS | SHIP DATE |
| TRACTORS | T7.235 PC | ZF3Z08699 | | , | 16/07/15 |
| TRACTORS | T4.95 | 107361 | | , | 16/07/15 |
| COMBINES | CR9.90 | 1962005 | | 1 | 30/06/15 |
| TRACTORS | BMR 40 | 303015104 | | 1 | 30/06/15 |
| TRACTORS | T7.235 PC | 2-BZ13204 | | 1 | 30/06/15 |
| TRACTORS | BMR 40 | 2103015112 | | , | 30/06/15 |



How to fill out a PDI Report (continued)



You can attach a photo and describe the issue in the comments area. You are required to write a comment even if you don't add a photo. Tap **NEXT** to move to the next section.

| Configure and calibrate as | required | | Not Acceptab | le 🚺 | Acceptable |
|------------------------------------|-------------------------|---------------|--------------|-----------|---------------|
| Please provide comments. Up to 5 p | iotos can be included v | with the comm | ents. | | |
| Please insert your comment here | | | | | |
| +ADD | | | | | |
| | | | | | NEXT |
| ISTRUCTIONS CONFIGURATION | GENERAL CHECK | ENGINE | TRANSMISSION | FRONT MEC | HANICAL DRIVE |

How to fill out a PDI Report (continued)

Some items, such as engine oil level, have a slider option. Use your finger to slide the slider to match the fluid level.

| < New Holland AG > CPDP | | | |
|---|--------------------------------|--------------------|---------------|
| PDI: Equipment Inventory > PDI: GENERAL C | | | FINALIZE |
| Coolant and antifreeze | | Not Acceptable | Acceptable |
| Engine oil | Low | | |
| Zero | | | Full |
| Please provide comments. Up to 5 photos can | be included with the comments. | | |
| Please insert your comment here | | | |
| + ADD | | | |
| Final drive hub oil level | | Net Acceptable | Acceptable |
| INSTRUCTIONS CONFIGURATION GENER | ALCHECK ENGINE TRAN | SMISSION FRONT MEC | HANICAL DRIVE |

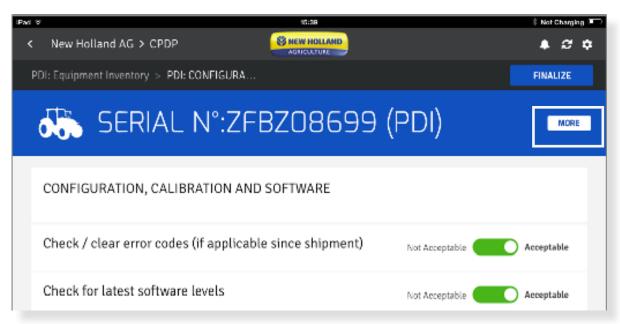
| iPad 🐨 | 15:43 | | 8 Not Charging 🖦 | |
|---|-----------------------|--------------------|------------------|----------------------------------|
| < New Holland AG > CPDP | SHEW HOLLAND | | ▲ 2 ≎ | |
| PDI: Equipment Inventory > PDI: GENERAL C | | | FINALIZE | |
| Tracks | | Not Acceptable |) Acceptable | Other items, such as the |
| Transmission oil | Less than 12 12.10 | | Acceptable | battery level, have selection |
| Battery 1 (voltage) | 12.20 12.30 | 12.30 | • | menus. |
| Battery 2 (voltage) | 12.40 12.50 | 12.50 | T | |
| Rear axle oil / reduction hubs | | Not Acceptable | Acceptable | |
| Hydraulic fluid | | Not Acceptable | Acceptable | |
| Tyres (pressure) | | Not Acceptable | Acceptable | |
| INSTRUCTIONS CONFIGURATION GENERAL | CHECK ENGINE TRANS | SMUSSION FRONT MED | CHANICAL DRIVE | |

How to fill out a PDI Report (continued)

The tabs on the bottom of the page allow you to move from one section to the other at any time. Simply swipe it to the right or to the left.

| Kew Holland AG > CPDP | NEW HOLLAND | | <i>♣ ₽</i> ¢ |
|--|-----------------|----------------|--------------|
| PDI: Equipment Inventory > PDI: GENERAL C. | | | FINALIZE |
| Front hubs / final drive oil (LH, RH) | | Not Acceptable | Acceptable |
| Front PTO oil | | Not Acceptable | Acceptable |
| Lubricate all grease points | | Not Acceptable | Acceptable |
| Steering Clutch fluid | | Not Acceptable | Acceptable |
| Idler and Roller hub oil | | Not Acceptable | Acceptable |
| Tracks | | Not Acceptable | Acceptable |
| Transmission oil | | Not Acceptable | Acceptable |
| | AL CHECK ENGINE | TRANSMISSION | ICAL DRIVE |

For more information of the serial number you are processing your checks for, tap on **MORE**.





How to fill out a PDI Report (continued)

Once you finished your checks tap on **FINALIZE**.

| iPad で | | 45:44 | | 🖇 Not Charging 💻 🗎 |
|-----------------------|---------------------------------------|-------------------------|------------------|--------------------|
| < New Holland AG | > CPDP | | | ▲ ♂ ☆ |
| PDI: Equipment Invent | ory > PDI: TRANSMI | ISSI | | FINALIZE |
| SEF | RIAL N°:2 | ZFBZO8699 | (PDI) | MORE |
| CHECK INSTALL | ATION (VISUAL (| CHECK), OPERATION, ROU | JTING & LEAKS | |
| Oil cooler | | | Not Acceptable | Acceptable |
| Oil filter & housi | ing | | Not Acceptable | Acceptable |
| Oil pipes / hoses | 5 | | Not Acceptable | Acceptable |
| Transmission ho | ousing | | Not Acceptable | Acceptable |
| | ar axle ioint / cor TRICAL SYSTEMS | PLATFORM, CAB, BODYWORK | OPERATIONAL TEST | DYNAMOMETER TEST |

How to fill out a PDI Report (continued)

You can write an additional comment and/or submit your report.

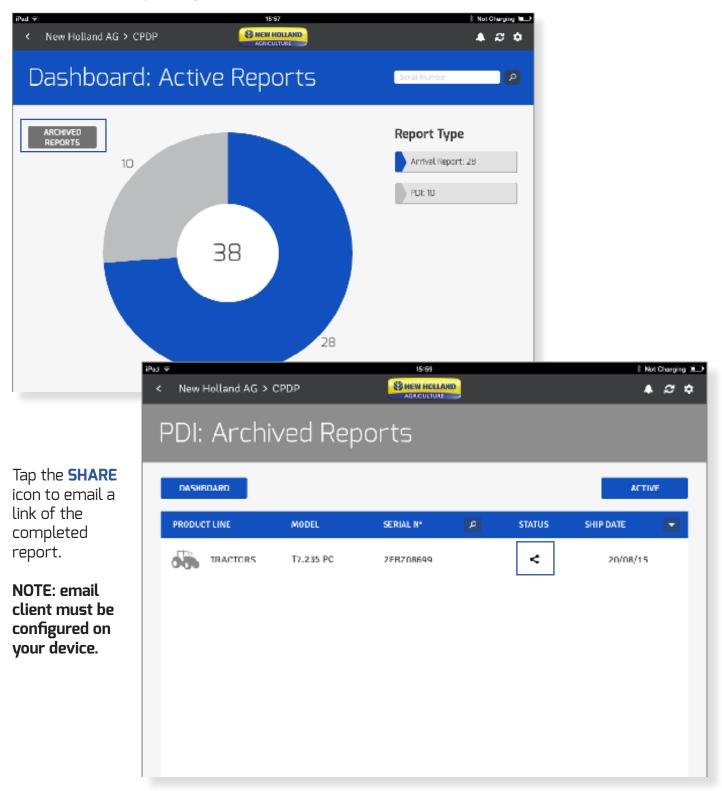
| iPad 👻 | 15:48 | 8 Not Charging |
|-------------------------------------|---|----------------|
| New Holland AG > CPDP | | |
| PDI: Equipment Inventory > PDI: FIN | ALIZE | |
| | | |
| SERIAL N | 1°:ZFBZ08699 (PDI) | |
| | | |
| Product Line:TRACTORS | Technician: EUR-TST100A Dealer Employee | |
| Model:T7.235 PC | Ship Date:16/07/15 | |
| | | |
| Please insert any other comments | | |
| 🔵 Yes 🕜 No | | |
| Please provide comments. | | |
| Please insert your comment here | | |
| | | |
| | | |
| | | |
| go back | | SUBMIT |
| | | |
| | | |
| nment area. | | Submit y |
| | | report. |

You have the option to send a copy of your PDI report by email. By pressing on **OK** your report will not be editable and will be submitted.

| PLIE Equipment Inventory -> PLIE FINAL | | |
|--|---|---------|
| SERIAL N | Submit PDI | PDI) |
| Product Line:TRACTORS Model:T7.235 PC | Your PDI will not be editable after submission | mployee |
| Plesse insert any other comments Yes 🖋 No Please provide comments. | Email ma PDF Report | |

How to fill out a PDI Report (continued)

After submission, your report is stored in the **ARCHIVED REPORTS** PDI section.



TRAINING 101: CPDP | OFFLINE MODE



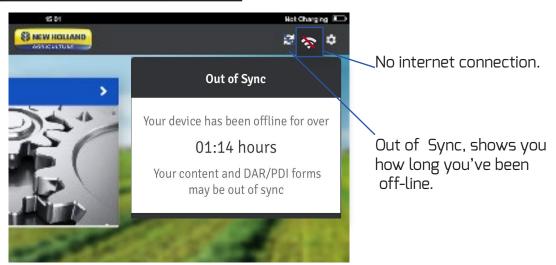
Offline Mode

Prerequisites

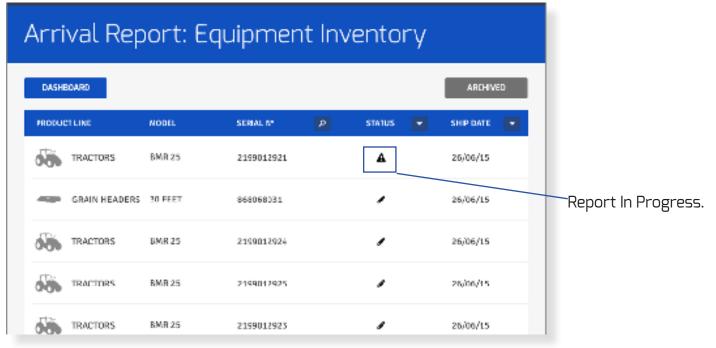
The pre-requisites to be able to work off-line on the app are:

- 1. MDC CPDP app needs to be installed on your device
- 2. You have logged in and accessed the CPDP section

In case of Internet interruption your checks done so far will be saved at the very point where you have left them. The advantage of the off-line mode when using the CPDP app is that you can continue with your checks even in these circumstances.



The status of your work **In Progress** is marked with a triangle icon. Identify it, do your checks and submit your report. It will be then moved to the archived reports page.



TRAINING 101: CPDP | OFFLINE MODE

Offline Mode (continued)

Reports that were submitted in offline mode are marked with an unsynchronized sign.

| iPed K New Holland AG > | СРОР | 1514 | | Not Charging N |
|--------------------------|----------|-------------|--------|-----------------|
| Arrival Re | eport: A | rchived Rep | orts | |
| DASHBOARD | | | | ACTIVE |
| PRODUCT LINE | MODEL | SERIAL N° 🔎 | STATUS | SUBMISSION DATE |
| TRACTORS | BMR 50 | 2105014413 | < | 20/08/15 |
| TRACTORS | BMR 25 | 2199012921 | 题 | 20/08/15 |
| TRACTORS | BMR 40 | 2103015105 | < | 20/08/15 |

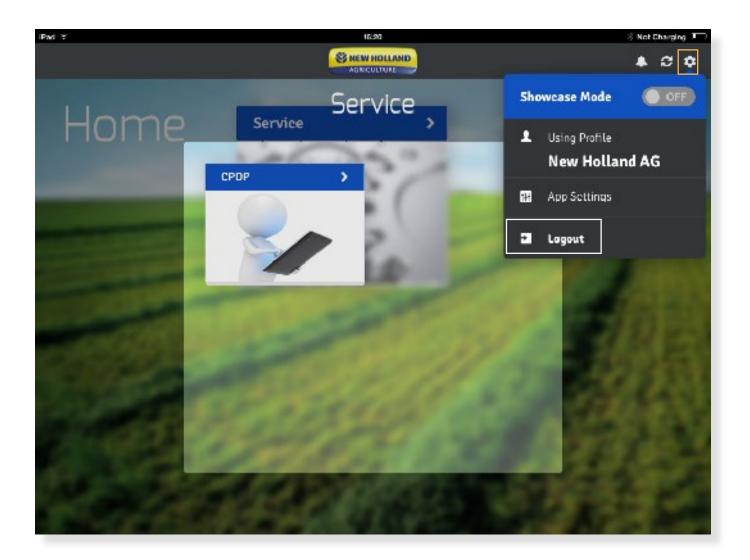
Once the internet connectivity has re-established the data will be automatically synchronized.

Established Internet Connectivity.

| ar ↔ < Naw Holland AG > | CPDP | 15 21 | | \$ Not (| Cramping III 27 🕈 |
|----------------------------|----------|-------------|--------|-----------|--------------------------------------|
| Arrival Re | eport: A | rchived Re | ports | | Data is synchronize and report |
| DASHBOARD | | | | ACTIVE | can be |
| PRODUCT LINE | MODEL | SERIAL Nº 🖉 | STATUS | SHIP DATE | |
| TRACTORS | BMR 50 | 2105014413 | < | 20/08/15 | |
| TRACTORS | BMR 25 | 2199012521 | < | 20/08/15 | |
| TRACTORS | BMR 40 | 2103015105 | ~ | 20/08/15 | |

Log Out

To logout from the application press the Logout button in the app settings.



Support

For any application issues or concerns please contact your Dealer Portal Help Desk