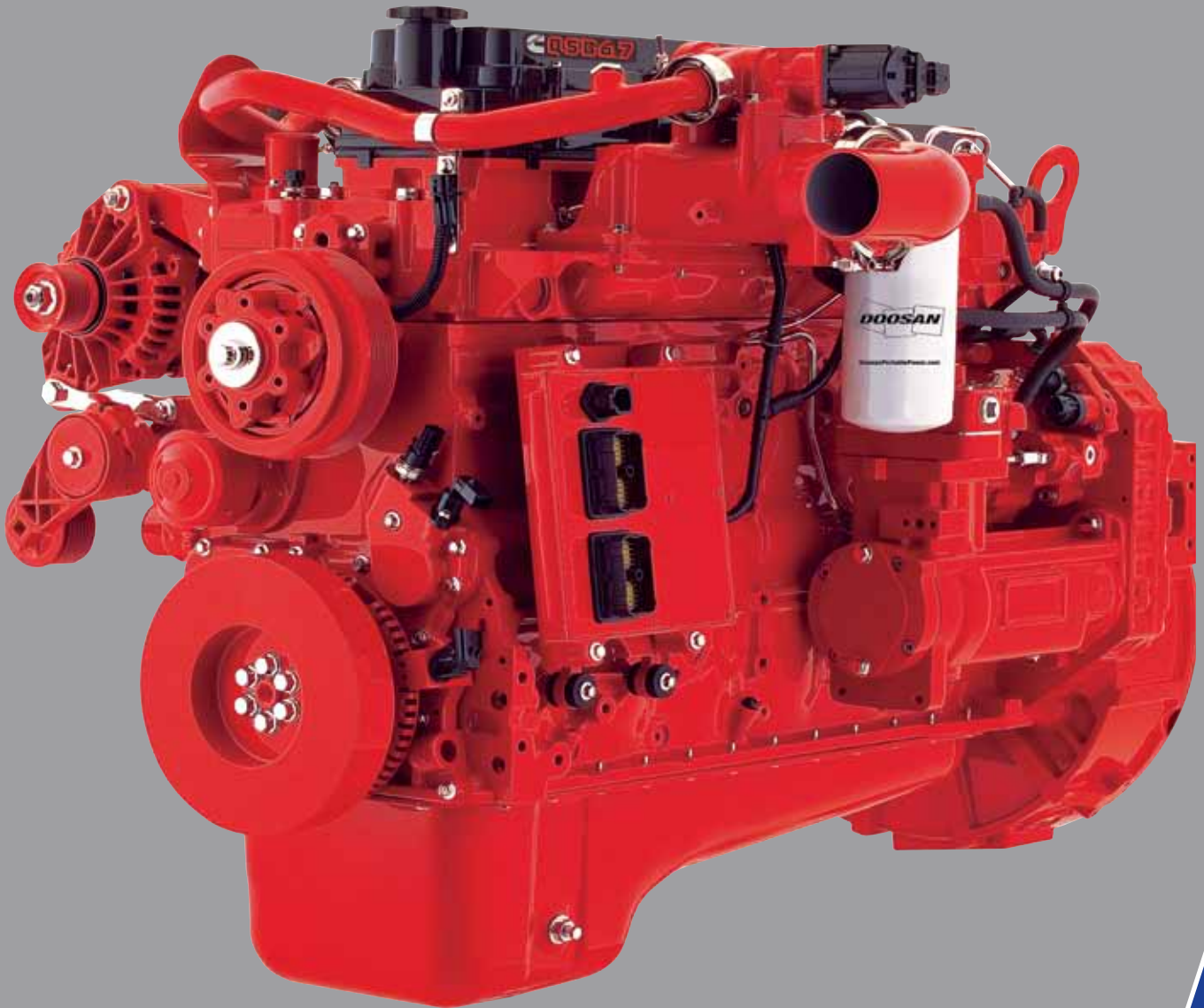




Doosan Infracore
Portable Power

Doosan Portable Power Dealer Certification Program

Cummins Engines



The key to optimum support of our customers is a strong relationship between Cummins distributors and Doosan dealers. Developing and implementing the right support plan is essential to meeting our customers' needs.

Cummins and Doosan collaborate to ensure excellent aftermarket support is available for our customers through the support of Doosan dealers by the Cummins distribution channel. We recommend Doosan dealers are certified as maintenance service providers for Cummins engines. The certification enables the Doosan dealer to present a single face to the customer as a one stop shop for parts, service and support.

Doosan dealers that are Cummins certified maintenance service providers establish a strong relationship with their local Cummins distributor, enabling best in class service and support. Certification allows access to information, training, tools and competitively priced parts that enable the Doosan dealer to respond to the customer with accurate fault diagnosis and engine maintenance that gets them back up and running quickly. When the engine maintenance or repair exceeds maintenance certification, Doosan dealers can rely on their local Cummins distributor to provide technical expertise and carry out the additional service work needed. Certified Doosan dealers may also participate in performance incentive programs with their local Cummins distributor to grow the aftermarket business.

Certification Process

Go to www.cummins.com and click on Service Locator to find your local Cummins distributor. Or you can contact Stefanie O'Daniel, Cummins Aftermarket Parts Account Manager for Doosan at stefanie.odaniel@cummins.com or 812.377.9257.



Prior to Certification

- Identify primary engine population – current and forecasted
- Cummins distributor will provide contact matrix and escalation plan
- Establish line of credit with Cummins distributor

Working toward Certification

- Work with distributor to select engines for certification
- Distributor develops and submits certification proposal with parts, information, tools and training requirements

Parts

- Purchase parts and stock minimum inventory for selected certified engines
- Parts stocking list and replenishment is determined by the Doosan dealer and Cummins distributor

Information

- Subscribe to QuickServe Online (QSOL)
- Annual subscription per location, unlimited users, covers all engine platforms
- QSOL includes parts queries, service documents, and promotional programs

Training

- Undergo technical and warranty training
- Must have at least 1 qualified technician and 1 warranty administrator

Tools

- Purchase electronic, diagnostic and productivity service tools
- QuickCheck 5200 electronic service tool for fault code diagnosis

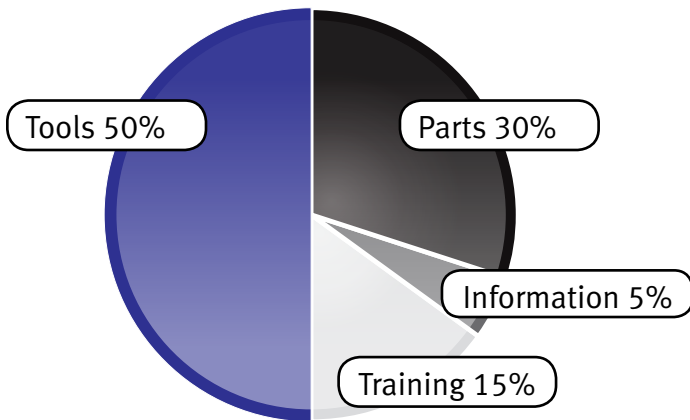
Maintaining Certification

- Annual re-certification audit performed by Cummins distributor
- Continue any required technical and warranty training
- Replenish and maintain appropriate parts stocking
- Continue to communicate current and forecasted engine population information to Cummins distributor

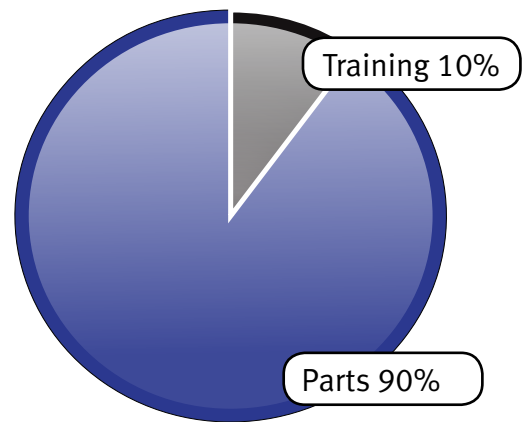
Maintenance Certification Investment

The initial purchase of parts, information, tools and training for certifying the first Cummins engine is the dealer's largest investment. Doosan dealers can add an engine platform to their maintenance certification at anytime with relatively low incremental costs. The incremental costs include parts stocking and training for the additional engine. Maintaining dealer certification year over year requires only parts stock replenishment and annual QSOL subscription.

Start up costs for certifying 1 engine approximately \$7,500



Costs for certifying an additional engine approximately \$2,500



Cummins global distribution channel consists of more than 600 company-owned and independent distributor locations. Cummins distributors strive to offer our customers competitive marketplace prices. Prices for parts, information, training and tools for Doosan dealer maintenance certification are set by the Distributor and may vary across regions.

Maintenance Certification Parts Stocking List

Doosan dealers and Cummins distributors work together to determine the initial parts stocking list, quantities and year over year parts stock replenishment, based on the engines certified and the population within each Doosan dealer's territory. Warranty information is available on quickserve.cummins.com under the warranty section.

Recommended Spare Parts Stocking List

Exhaust Manifold	Water Transfer Tube
Front Cover	Vent Tube
Exhaust Manifold Gasket	Thermostat
Front Cover Gasket	Valve Cover
Alternator	Fuel Filter Head
Belt Tensioner	Valve Cover Gasket
Alternator Bracket	Hoses
Starter	Clamps
Oil Filler Cap	Vibration Damper
Dipstick	Dipstick Holder/Oil Gauge Tube
Water Pump	

*Remember to order your genuine fluids and filters from Doosan Portable Power.

