



## COGEP ENJOYS GROWTH IN 2010

For 14 years, Cogep's revolutionary software program, Guide Ti, has provided world-class maintenance management and purchasing solutions to the world's mining industry; and if 2010 is any indication, the company plans on being an integral part of mining for many years to come.

Cogep's President **Michel Fournier** says, "2010 was a really good year for us. We started working on seven new mining projects, including gold mining ventures in Ontario (Detour Gold) and Quebec (Osisko), Hammond Reef (located three hours north of Thunder Bay) and the Semafo projects in West Africa. The

Semafo situation is unique in that we are utilizing Guide Ti's remote functionality wherein the mining operation in Africa is in real-time contact with the office in Montreal. We are looking to do the same with a mine in the Northwest Territories and its head office in Vancouver."



Michel Fournier, Cogep President

Guide Ti allows mining companies to manage all of a mine's strategic assets via a single software product. These assets include mobile, production and security equipment (and their maintenance), as well as surface buildings and underground installations – all this while meeting regional and national safety requirements. According to Fournier, "We developed Guide Ti so that finance, maintenance and procurement directors could share information, enabling them to make informed decisions while increasing the efficiency and availability of equipment, which maximizes mine profitability."

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Asked about Cogep's prospects for 2011, Fournier replies, "We will be involved in mining projects in the Northwest Territories, Nunavut and BC. We have a single client in Saskatchewan and are looking to grow our business in that province. In Manitoba, it appears that Alexis Minerals Corporation will be re-opening its mine in Snow Lake; and when that occurs, Cogep will be involved."

Representatives from Cogep are always readily available for troubleshooting if problems arise, but Guide Ti is so reliable that problems are very infrequent. After a month of operation, Cogep reps meet with the client customer to ensure everything is operating at optimum capacity. Regular surveys indicate customers are happy with the product and the personalized service they receive.

Cogep is a company with only 20 employees, yet it commits \$1 million annually to R&D because Fournier and his team are never satisfied and want to continually improve Guide Ti and its capabilities. Cogep's customer surveys ask what they like and dislike about Guide Ti and adjust the product accordingly. Once the next generation of

product is ready for market, Cogep provides it to existing customer partners at no further charge as a value-added service. That way, the mining operations always have the most up-to-date version of Guide Ti.

#### AHEAD OF THE PACK

Cogep prides itself in keeping ahead of the competition. Fournier said the key is that Guide Ti operates in real-time. "Our product is very flexible and manages a lot of information. For example, with a piece of equipment, the maintenance manager will receive data on hours of service,

torque, fuel consumption, maintenance schedule updates and more – all in real-time. Thus, this individual can make precise decisions quickly, even while the equipment in question is on duty."

In the future, Guide Ti will continue to lead the way. As mentioned, its telemetry capabilities (a technology that allows remote measurement and reporting of information) are continually improving. Soon, not only remote measurement will be possible, but remote forecasting as well, because the Cogep team refuses to rest on its laurels and is committed to continual improvement. ☐

#### TESTIMONIALS

"It's an excellent management and cost control tool for equipment, and useful for planning preventive and corrective actions."

- Denis Bluteau,  
Mechanical Planner, Aurizon Mines

"Since we chose Guide Ti, we have reduced more than 95% of the errors in our purchase requisitions and reduced 50% the time spent to prepare requisitions.

We now have better control over our inventories and procurement lead times. We've reduced the value of our inventories by 20%, money now accessible for investment to productivity improvement projects and security measures, which in turn will lead to a reduction in our production costs."

- Viola Stewart,  
Breakwater Resources



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