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OPTMIZING CAPITAL EXPENDITURES:
INVEST IN A STRATEGY BEFORE
INVESTING IN YOUR BUSINESS.

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WELCOME

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BEFORE YOU INVEST IN A CAPITAL PROJECT FOR YOUR BUSINESS,

HAVE YOU INVESTED IN A STRATEGY?

WHAT DO WE MEAN BY STRATEGY?

- Defining the scope of work
- Financial justification
- Functional requirements
- Selecting the right partners
- Managing schedules & budgets

CAPITAL INVESTMENTS

ATTRIBUTES

- Long-term Financial Investment
- Improving an Existing Capital Asset
- New Capital Asset
- Large Scale
- Requires Extensive Planning & Resources

INDUSTRIAL MANUFACTURING

- Greenfield Facility (New)
- Brownfield (Expansion)
- Modernization (Upgrade or Technology)

WHY ARE CAPEX PROJECTS OVER-WHELMING?

- Complex
- Lack of Defined Scope
- Limited Project Management Experience
- Volatile Market Dynamics
- Lack of Specifications
- Lack of Specification Adherence
- Stranded Technologies or Systems
- Partner Execution Challenges
- Schedule Challenges
- Technology Evaluation & Owners

WHAT IF YOU COULD GET WHAT YOU WANT?

ON SCHEDULE

ON BUDGET

KEY COMPONENTS FOR SUCCESS

- Specifications
- FEED Studies
- Scope Development
- Realistic Budgetary Numbers
- ROI Analysis
- Cost Mitigation
- Procurement Plan
- Project Oversight
- Project Methodology
- Technical Resolution Process
- Issue Resolution Process
- Capable Execution Partners

How do you Reduce the Risk?

Specification Modernization and Development

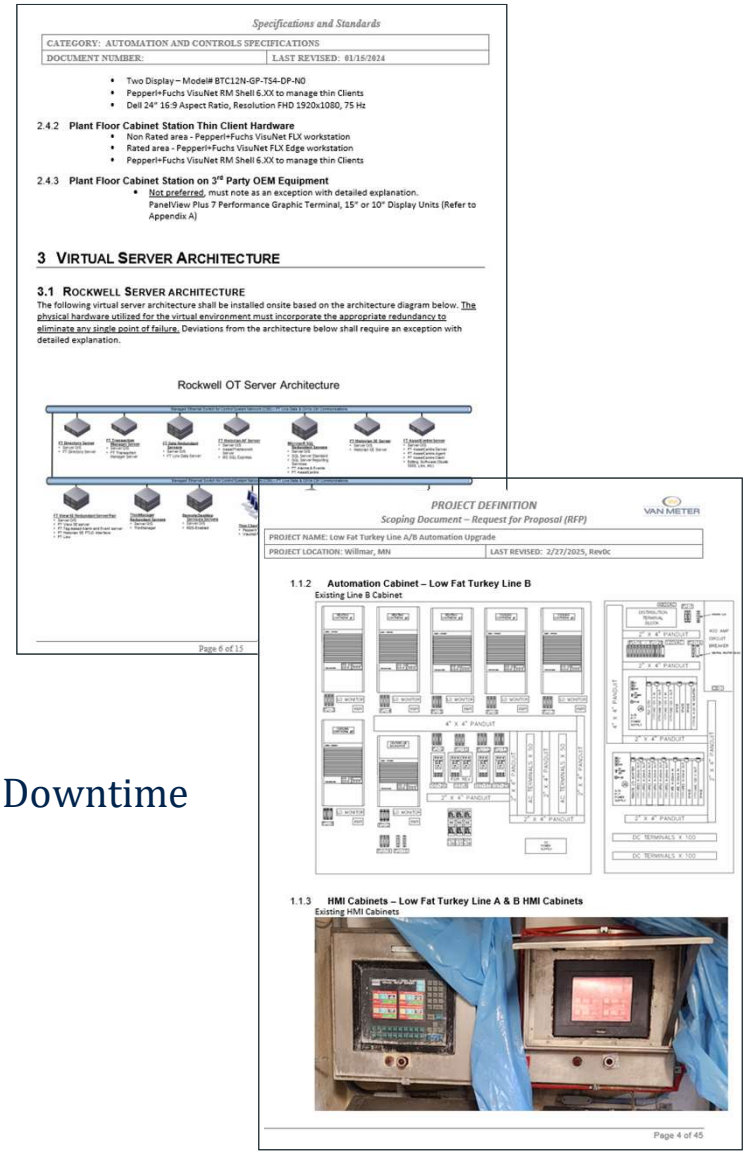
- Weak Project Execution
- Schedule & Budget Overruns
- Non-specified Systems & Components
- Outdated Requirements
- Lack of Vendor Alignment

Request for Proposal (RFP) Generation

- Limited Internal Resources
- Capex Funding Approved but not Scoped/Executed
- Antiquated Systems & Equipment that are Obsolete – Increased Downtime

FEED (Front-End Engineering Design) Study

- Lack of Internal Engineering Resources
- Vision Developed, Unable to Create Detail Scope Development
- Extended Build Times



Specifications and Standards

CATEGORY: AUTOMATION AND CONTROLS SPECIFICATIONS

DOCUMENT NUMBER: | LAST REVISED: 01/15/2024

- Two Display – Model# BTC12N-GP-T54-DP-N0
- Pepperl+Fuchs VisuNet RM Shell 6.XX to manage thin Clients
- Dell 24" 16:9 Aspect Ratio, Resolution FHD 1920x1080, 75 Hz

2.4.2 **Plant Floor Cabinet Station Thin Client Hardware**

- Non Rated area - Pepperl+Fuchs VisuNet FLX workstation
- Rated area - Pepperl+Fuchs VisuNet FLX Edge workstation
- Pepperl+Fuchs VisuNet RM Shell 6.XX to manage thin Clients

2.4.3 **Plant Floor Cabinet Station on 3rd Party OEM Equipment**

- Not preferred, must note as an exception with detailed explanation. PanelView Plus 7 Performance Graphic Terminal, 15" or 10" Display Units (Refer to Appendix A)

3 VIRTUAL SERVER ARCHITECTURE

3.1 ROCKWELL SERVER ARCHITECTURE

The following virtual server architecture shall be installed onsite based on the architecture diagram below. The physical hardware utilized for the virtual environment must incorporate the appropriate redundancy to eliminate any single point of failure. Deviations from the architecture below shall require an exception with detailed explanation.

Rockwell OT Server Architecture

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PROJECT DEFINITION

Scoping Document – Request for Proposal (RFP)

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PROJECT NAME: Low Fat Turkey Line A/B Automation Upgrade

PROJECT LOCATION: Willmar, MN | LAST REVISED: 2/27/2025, Rev0c

1.1.2 **Automation Cabinet – Low Fat Turkey Line B**

Existing Line B Cabinet

1.1.3 **HMI Cabinets – Low Fat Turkey Line A & B HMI Cabinets**

Existing HMI Cabinets

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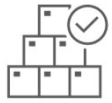
CAPITAL INVESTMENT SUPPORT & CONSULTATION

VISION CREATION & JUSTIFICATION

- Scope Refinement
- Gap Analysis
- Budget Development
- Technology Selection
- ROI Development
- Risk Assessment

DESIGN/ ENGINEERING

- Specification Development
- RFP Development
- Issue Resolution
- Network Design/Drawings
- Electrical Design/Drawings
- Standards



PROJECT EXECUTION (BUILD IT)

- Onsite Lean Construction Coordinator
- Onsite Inventory Management
- Project Management
- Vendor Coordination
- Dedicated Logistics
- Value Engineering
- Project Methodology
- Commodities Cost Containment

OPERATIONS ADOPTION (RUN IT)

- Training, Competency
- Operational Effectiveness
- Operational Strategies
- Customer Success

OPTIMIZE

- Data Visualization & Business Intelligence
- Machine Learning
- AI Deployment
- Software Analytics
- Loop Tuning
- Alarm Management
- Advanced Process Control

MAINTAIN IT

- Asset Prioritization
- Asset Management
- Spare Parts Assessment/ Management
- CMMS
- Online Vibration Monitoring
- Modernization
- Repair/ Remanufactured
- Inventory Management

CORPORATE ELECTRICAL SPECIFICATION MODERNIZATION

Background

- **Challenge:** Outdated and incomplete electrical and automation specifications.
- **Outcome:** Modernized specifications with expanded sections to include more detail around requirements. Added sections for each plant within their portfolio.

Solution Content

- Complete Specification Sections for MCCs, Automation, Networking, High/Medium/Low Voltage Electrical Equipment, Instrumentation, Hazardous Area Requirements

Value Achieved

- Defined Technology Requirements & Insures Complete Integration
- Modernized Hardware & Software to Current Standards
- Drives Consistency and a Final Product that meets Expectations
- Levels the Playing Field for Bid Analysis and Comparison

Customer Personas Engaged

- Plant Managers
- Engineering Managers
- Electrical/Maintenance Managers
- IT Managers

Midwest Agricultural Company Specification Update

Solution:

- Electrical Specification
- Automation Specification
- Network Specification
- Instrumentation Specifications

LOW FAT TURKEY LINE A/B MODERNIZATION

Background

- **Challenge:** Obsolete PLC-5 Control Hardware and Drives. HMI is unreliable. Difficult to support as items fail.
- **Outcome:** Modernized controls, HMI, starters and drives. Replace control cabinets and consolidate starters/drives into one cabinet with control hardware in the other cabinet.

Solution Content

- ControlLogix PLC hardware, 525 Drives, View SE HMI with and Option for FT Optix

Value Achieved

- Customer is struggling to execute on the roughly $400MM of capex projects planned. Approximately half of the projects planned for in a fiscal year are executed due to limited resources. Provide support, resources, and partners to help scope and execute projects.
- Improve communication between corporate and the plants. Support and promote alignment between corporate and the plants, specifically around consistency and standards.
- Effective partner analysis and selection for a long-term partnership and support.

Customer Personas Engaged

- Corporate Engineering
- Plant Managers
- Engineering Managers
- Electrical/Maintenance Managers
- IT Managers

Large Food & Beverage Company
Low Fat Turkey Line A/B
Controls Modernization

Solution:

- Controls Modernization
- Update Starters & Drives
- Upgrade HMI

OEM GENERATOR SET - SETUP WIZARD FEED STUDY

Pursuit Background

- **Challenge:** The Customer's Generator sets consists of 1-32 diesel or gas generators. Customer is interested in FactoryTalk Optix for their HMI and data logging package. They want the HMI and data acquisition package to be configurable based on the parameters of the generator set package. Adjust the HMI/data logging solution from 1 to 32 generators by going through a setup wizard.
- **Outcome:** Easily configurable HMI and data logging system for different sized generator sets to minimize setup time and allow for the adding and removing generators to accommodate future needs of the customer.

Solution Content

- FactoryTalk Optix, SQL database (for data logging) and Industrial Panel PCs.

Value Achieved

- Provide a configurable solution to accommodate easy deployment of FactoryTalk Optix along with Industrial Panel PCs. Customers sells 40-50 generator sets a year.
- Developed a functional specification for a requirement their engineering group articulated but could not completely define utilizing their internal resources.

Customer Personas Engaged

- Engineering Managers
- Engineering
- Sales & Marketing

OEM
Generator Set
HMI Setup Wizard FEED Study

Solution:

- FEED Study for FactoryTalk Optix HMI and Data Logging Solution
- FactoryTalk Optix & Industrial Panel PCs

FOUNDATIONAL CONSIDERATIONS

HOW DO YOU GET STARTED

- Scope Development
- Financial Justification
- Specifications
- Partner Selection
- Schedule & Budgeting Support

Let Van Meter or our Partners help with next steps!

THE RIGHT EXPERTISE

We are all empowered to find the best solution for your needs, whether it comes from finding the right product or creating an entirely new service. We have dedicated teams to develop custom innovative solutions, empowered employee-owners encouraged to make decisions, and a shared purpose to succeed with, and for, our clients.

Three wire distribution facilities

WIRE & CABLE/ COMMODITIES

Maggie McGurk, Tim Baumgartner, Nick Cary, Tyler Graybill

FIELD SERVICES

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PROJECT MANAGEMENT / COORDINATOR

Charles Dix, Josh Geigle, Tom Giorgi

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Jackie LaFleur, George Rovolis

AUTOMATION

Jeff Spadaro Mark Kraft

LIGHTING

Charles Dix, Joe Rollins, Peter Ridley

MOTOR CONTROL CENTER (MCC), MEDIUM VOLTAGE

Tom Giorgi

CUSTOMIZED SOLUTIONS

Patrick McQueen

ELECTRICAL GEAR

Josh Geigle

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QUESTIONS?

THANK YOU!