

# Installation Services for Project Design and Build

Rockwell Automation Installation Services (RAIS)

## The challenge

Three out of every four large/complex projects face schedule delays. And more than half are completed over budget. Yikes!

And yet, large/complex projects have become a way of life. Industrial companies seek ways to minimize CapEx and OPEX costs, prepare for scalable growth, and diversify their portfolios – all while avoiding schedule overruns and managing risk.

Minimize your project risk with our Capital Planning and Installation Services.

## Who we are

As part of the Systems and Solutions Business (SSB) of Rockwell Automation, our goals are to maximize project effectiveness and minimize risk for our customers by managing, planning, engineering, and executing the installation scope of the complex project execution.

## What we do:

Project success is a direct result of quality planning early in the project and up-front risk mitigation. Our Installation Engineering team has been helping industrial customers plan and implement large, complex projects for 30+ years. Let us help you:

- Maximize capital expenditure with detailed, up-front project review that eliminates scope gaps.
- Minimize production interruptions and maximize pre-outage work so you can reduce your project's impact on operations. Time is of the essence.
- Reduce installation risks that come with engaging multiple vendors. As a total solution supplier, we manage your project by being the best in our field at project management, design, build, test, install, startup and commission.
- Design for startup through intense planning, coordination and a comprehensive task schedule.
- Develop and manage your project schedule to meet the critical path requirements of your project.

## How we do it:

Capital Planning and FEED Study Assistance for Project Installation—Estimate installation scope, cost, and schedule during the feasibility and conceptual stages of a project.

Installation Services – Source, plan, and coordinate the physical electrical and mechanical installation during the definition and execution stages of a project.

## **Capital Expenditure Planning Services**

Capital Planning and Front-End Engineering Design (FEED)  
Study assistance for project installation. CapEx planning services are quoted at three levels:

### **Rough Order of Magnitude (ROM)**

- 50% defined hardware solution
- Installation estimate (+/- 50%) based on top down estimate and peer-to-peer review
- High-level scoped project definition that includes assumptions, clarifications, and exceptions

### **Budgetary**

- 75% defined hardware solution
- Installation design and estimate (+/- 20%) based on bottom up estimate and peer-to-peer review
- Direct customer input, existing drawings, pictures, plant, or machine drawings
- High-level scope that includes durations for pre-outage and outage work
- Deliverables are customer owned

### **Fixed price**

- 95%+ defined hardware solution
- Detailed Request for Quotation Packages (RFQs)
- Installation proposal based on peer-to-peer review and contractor bids
- Installation schedule provided: equipment arrival through commissioning
- Detailed scope, map drawings, cable list
- Deliverables are customer owned

## **Installation Services**

Flexible Levels of Installation Project Management, Design, and Construction. RAIS offerings are quoted at three levels:

### **Level 1 – Package Development**

- Site audit
- Package definition: demolition, installation, system diagram, connection diagrams, cable list

### **Level 2 – On-site Assistance**

- Includes Level 1
- Scheduling and coordination assistance for customer-hired contractor
- On-site technical support
- RFQ package to support accurate and competitive bidding
- Stakeholder coordination: customer, installer, equipment suppliers

### **Level 3 – Contractor Services**

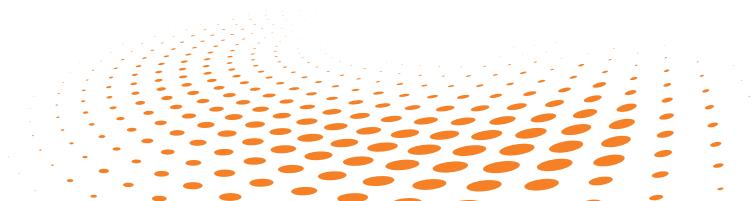
- Includes Level 1 and Level 2
- Single source installation responsibility: hire, schedule, manage contractor
- Supply all installation materials
- Perform electrical and mechanical construction
- Complete installed solution
- Optional mechanical, civil/structural scope

## **Projects Type:**

- Retrofits
- Migrations
- Greenfield
- Brownfield
- Medium Voltage
- 24V DC-35KV

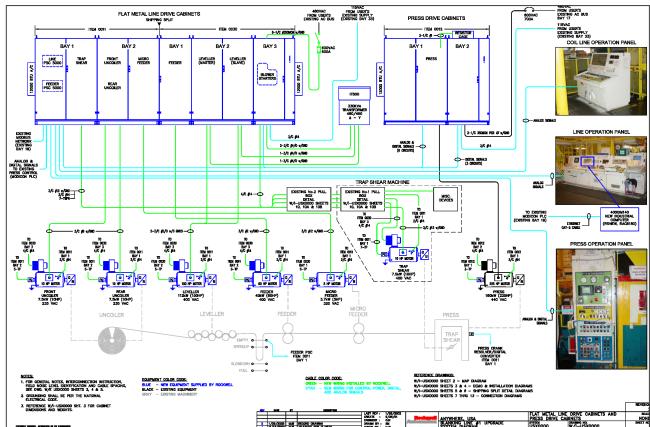
## **Industries:**

- Automotive
- Building Automation Systems
- Converting
- Food/Beverage/Beauty and Personal Care
- Forest Products
- Print
- Industrial Combustion
- Power Generation
- Infrastructure
- Life Sciences
- Metalforming
- Machine Safety
- Metals
- Mining, Aggregates and Cement
- Oil and Gas
- Power and Energy Management



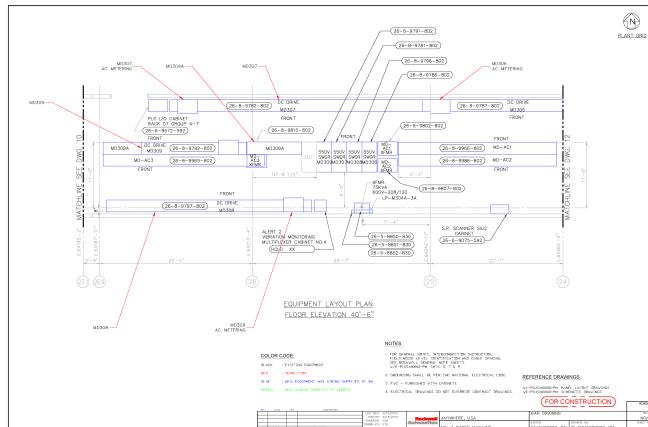
# RAIS Installation Engineering Documentation

Take a deep dive to understand how RAIS can assist with installing Rockwell Automation supplied electrical equipment, mapping equipment locations, managing demolition and installations, and detailing new and existing connections.



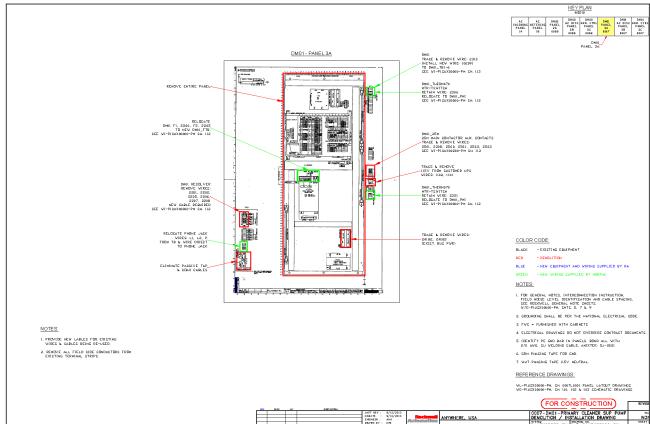
## System Drawing

A graphical representation of the major pieces of electrical equipment in the system, and their primary interconnections for a total overview of the installation.



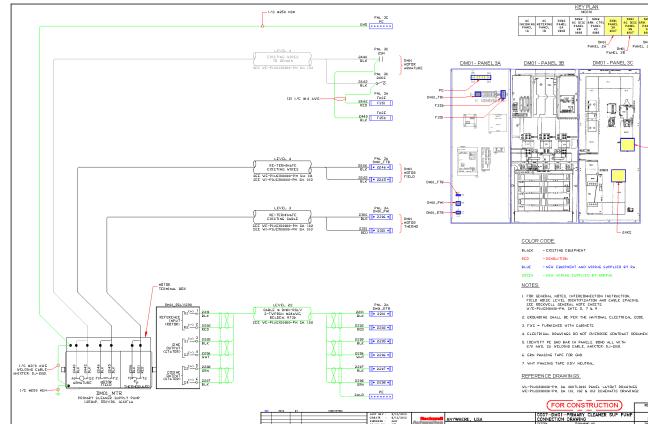
# Map Drawing

Drawing that indicates the physical location of the equipment affected by the project. This includes the new Rockwell Automation supplied equipment and existing equipment locations where installation or demolition work will occur.



## Demo & Installation Drawing

Provides instructions to aid in the removal of equipment no longer required and for the mounting of new equipment. Also, notes are provided for wiring that is to be re-used or removed.



## Connection Diagram

Diagrams for each specific piece of electrical hardware supplied by Rockwell Automation that detail the termination points for the interconnecting cables and wires. Cables/wires are identified to indicate new vs. existing, cable number, cable size and manufacturer information.

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