



MXPV 2025 APL #4

Business Case

Classification: INTERNAL USE ONLY

Apr 2025



Project name: MXPV 2025 APL #4

Executive summary

Situation (problem statement, context and rationale)	Equipment needed to increase our current capacity for shelling, improving 25% our shipping time. One of our critical key performance indicators depends on the time we can process our plots and how this impact the next process step. Delivery time has been challenged considering the increase of seed processing needs. If we keep or increase processing requirements, MXPV site capacity could be exceeded.
Target	Automatic Process Line (APL) #4 to be ready for WN 25-26 season, in order to increase our capacity and improve our shipping time.

#	Solution	Strength (consider timelines, financial and non-financial benefits)	Weakness (consider risks, assumptions, investments, etc)
1	New APL4	Improve Seed Delivery Time, Increase Shelling Capacity	CAPEX required: USD 335k
2	Extend shift to delivery seeds on time	No CAPEX required	Increase OPEX costs due to overtime Safety risk due extended shifts
3	Do nothing	No CAPEX required	Risk for not meet the demand planned for MXPV HSE risks

Proposal (Soluton #1)

CapEx investment request to purchase and install the equipment for a new automatic processing line for shelling operations at MXPV site as well as services adaptations for installing.



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Problem Statement

- MXPV insufficient capacity for seed processing demand
 - KPI is 4 days for shelling time. Current shelling waiting time is up to 6 days
 - Seed delivery time with the risk of being shipping late
- Safety risk due extended shifts
 - Shelling supervisors extend their work time up to 14 hours during 2nd or 3rd shift, due limited capacity in current APL's

Proposed Solution

- Install APL 4
- CapEx investment request to purchase the equipment for a new automatic processing line for shelling operations at MXPV site as well as services adaptations for installing

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ND1 Problem statement = Explain WHY

Proposed Solution = Project deliverables = Provide a brief description of the project scope.

de Paula Santos Natalia USRS, 2025-04-07T14:52:14.998

MXPV 2025 APL #4 | Benefits

Productivity Savings

- Plots processed <4 days
- APL would increase 25% our hybrid shelling process
- Processing >30K plots / week in APL
- Cost avoidance:
 - 3rd shift staff cost WN 24-25: 40k USD

Non-Financial Benefits

- Ensuring to cover our future demand
- Guarantee quality standards
- Work-life balance improvements

MXPV 2025 APL #4 | Project Costs

Cost Element	Description	Capital
Machinery	VMEK, Seed Treaters, Control System, Lean Rack	\$250,000.00
Installation & Services	Electric, Pneumatic, Frame Structure Design & Manufacture	\$15,000.00
IT	Desktops, Printer, Video System	\$17,000.00
Shipping & Import	Freights & Customs Fees	\$28,000.00
Internal Engineering	Testing and Start-up support	\$10,000.00
Contingency	Automation and interfaces, extended time to test and stat-up	\$15,000.00
Total		\$335,000.00

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ND1 Provide quotes

Contingency?

Internal engineering?

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Risks

- Bottleneck in current processing lines, extending seed delivery time.
- Requiring of third shifts to meet the capacity during all the season, increasing labor costs and HSE risks.
- Inflexibility in changes in planned demand

Alternatives

- Extended operational hours during peak season (additional OPEX costs not included in current budget)

Project Team & Timeline

Project Team

Project Sponsor Miguel Gutierrez

Project Owner Enrique Pena

Project Manager Juan Pablo Gonzalez

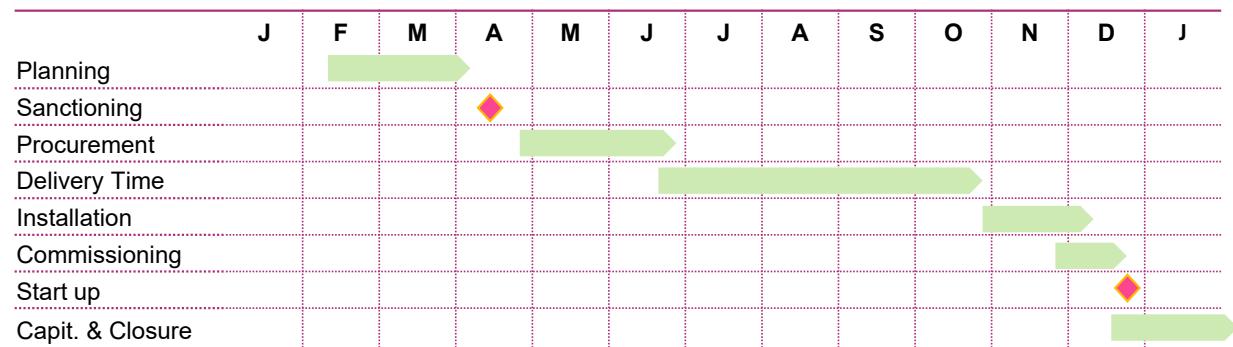
Engineering N/A

A&E Daniel de Jesus Silva

Procurement Alain Sanchez

HSE Mayra Hernandez

Adm Almendra Sanchez



HSE Statement

To be filled out

Procurement Statement

To be filled out

A photograph of a dirt road winding through a lush green cornfield. The road is dark brown and appears to be made of packed earth. The corn plants are tall and healthy, with many ears visible at the tops. The sky above is a clear, vibrant blue with wispy white clouds. In the distance, a small white tractor is driving away from the camera, adding a sense of depth and scale to the scene.

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