# BOTTLE PACKAGING SYSTEM – BAP002

Kick-Off Meeting

# SCOPE & TARGET

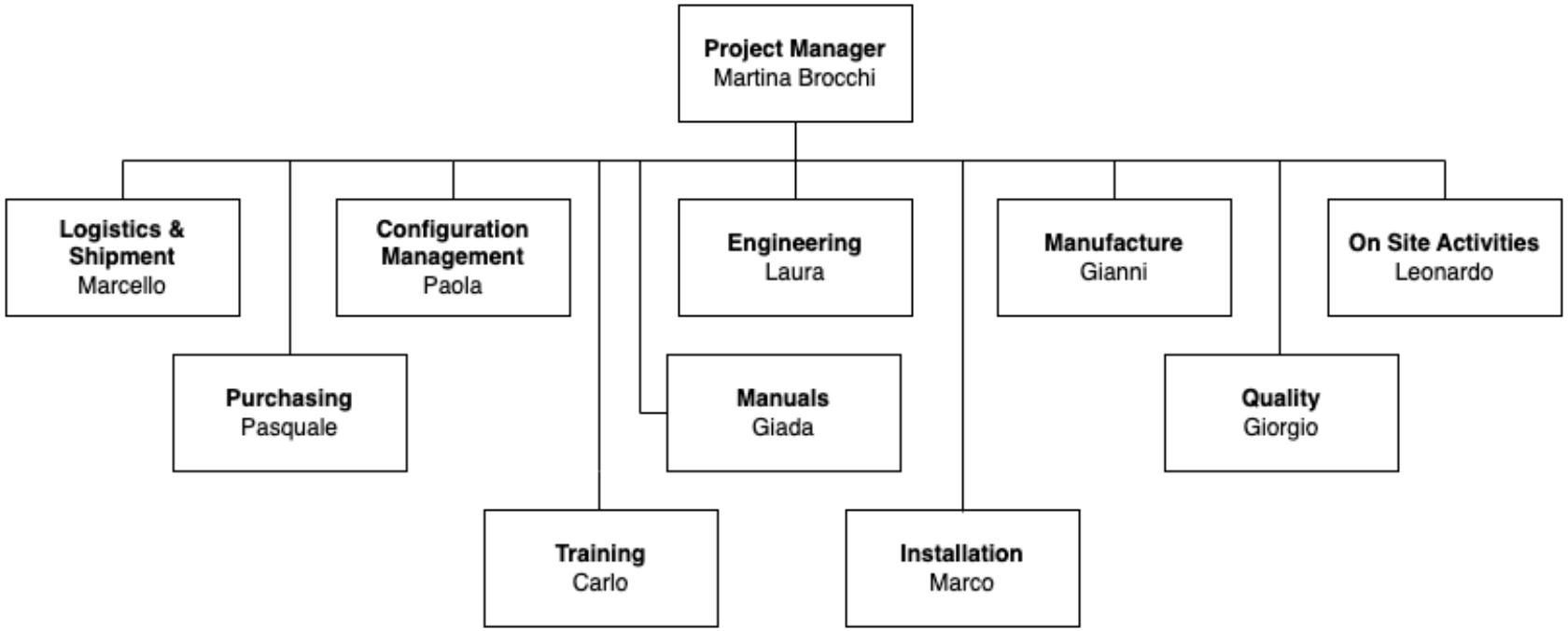
Design, Produce and Deliver the BAP002, a complete Bottle Packaging System capable of:

- Feeding bottles one by one from a pallet to the packaging equipment
- Moving the bottles to the packaging station
- Packing the bottles in a cardboard box
- Sending the box to the palletizing machine (not included in the delivery)

# CUSTOMER

- Lurisia Premium Beverages
- Italian company specialized in the production of natural mineral water and beverages, located in the province of Cuneo
- Committed to sustainability and environmental responsibility, employs eco-friendly practices throughout its production process

# PROJECT TEAM



# GOALS

- **Strategic**: enhance the client's market competitiveness by elevating the quality and efficiency of their packaging process
- **Technical**: design and produce a reliable and efficient bottle packaging system
- **Economic**: complete the project within the client's allocated budget while offering a cost-effective solution

# DELIVERY

- One piece of equipment for the automated packaging of bottles, **BAP002**, including a **compressor**
- One **spare parts kit** for the warranty period (1 year)
- **Training**, in class and on the job, for:
  - Up to 10 operators: one session of 5 hours (1 day)
  - Up to 3 supervisors: one session of 12 hours (two days)
  - Up to 4 maintenance technicians: one session of 24 hours (four days)
- A **complete set of manuals** in electronic format: technical, maintenance, and troubleshooting (3 copies of each manual)

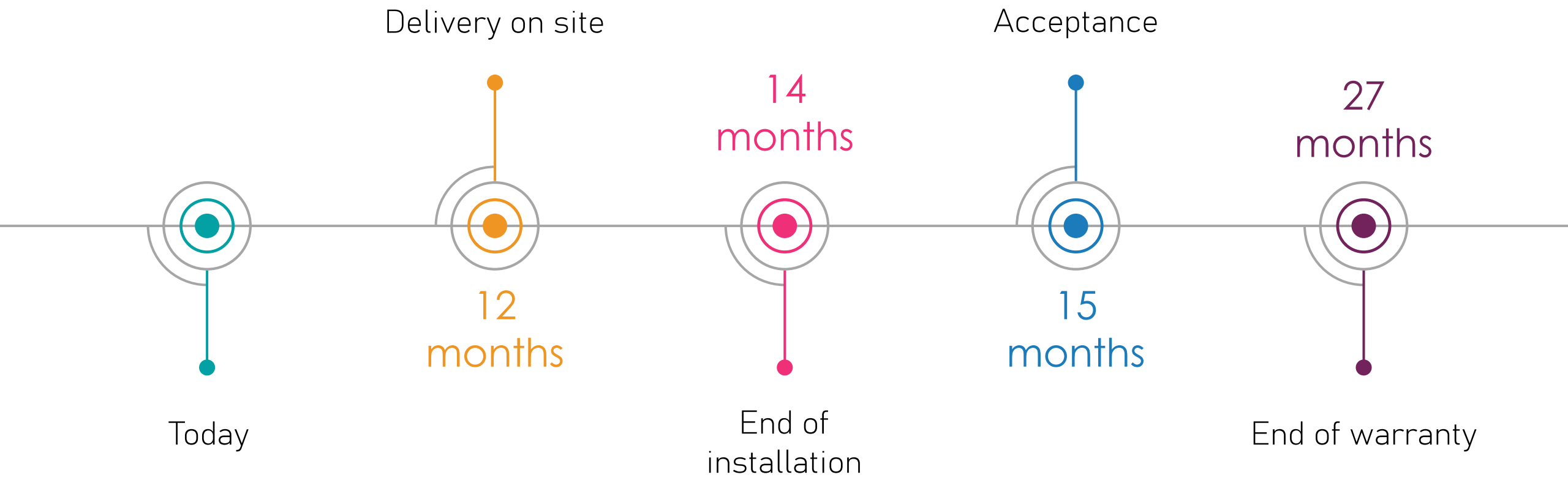
# TECHNICAL SPECIFICATIONS

The bottle packaging system should be capable of handling 200 ml, 750 ml, and 1000 ml bottles with a speed of 1000 b/h (200 ml), 600 b/h (750 ml), and 400 b/h (1000 ml).

The customer will make available:

- An area of 20x50 m, flat, and lighted with 300 lux/m2
- A main electrical line: 75 KVA, 380 V ± 7% for the BAP002 and the compressor

# SCHEDULE


Today
Delivery on site
12 months
14 months
End of installation
Acceptance
15 months
27 months
End of warranty

# RISK CLASS B

The project is associated with a **moderate level of risk**

Identifiable risks could affect the project but may not pose an extremely high or critical threat level

- **Schedule Delays**: delays may arise due to dependencies on external factors, delays in the delivery of equipment or services, or unexpected obstacles encountered during the project execution
- **Technical Challenges**: The project may face difficulties resulting from limitations in technology or compatibility issues between different components or systems involved

# COSTS & EVA

- **Total estimated cost**: € 1 080 620
- **Price**: € 1 450 000

- **Payment schedule**
  1. 20% at the order
  2. 20% at the delivery on site
  3. 20% at the end of the installation
  4. 40% at the final acceptance

| | |
|---|---|
| Price / Revenue | 1 450 000 € |
| Total costs | - 1 080 620 € |
| EBIT | 369 380 € |
| Taxes | - 348 000 € |
| **Net Income** | **21 380 €** |

# Q&A

Thank you for your time and attention

For questions or further information, please feel free to reach out to me

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