



# **Kraft Heinz – Fremont, OH Pallet Manifest – Preliminary Engineering Proposal**

Presented To: Brian Flynn  
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## 1.1 Revision History

Date	Rev.	Description	Author
01-NOV-2023	0	Initial Issue	Alex Ricica

## 1.2 Referenced Documents

Document Number	Document Name	Rev.
N/A	N/A	N/A

## 1.3 Contact Information

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## 1.4 Proprietary Notice

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## 2 Introduction

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### 2.1 Executive Summary

Kraft Heinz has requested to assess implementing Pallet Manifest system at its Fremont, OH facility.

This proposal includes costs for assessing the current state of the equipment and hardware. Grantek will create a mechanical and electrical scope of work outlining the modifications to the existing panel and equipment. Grantek will also generate a Bill of Material (BOM) and updated electrical drawings for new hardware required to upgrade the system.

This proposal is focusing on the Fremont, OH facility palletizer systems throughout the plant.

Grantek is the original integrator that designed and commissioned the Pallet Manifest systems at Fremont, OH. Grantek has extensive experience working with Pallet Manifest/AutoPRN projects across many Kraft Heinz facilities. Our many successful implementations along with our deep bench of skilled engineers ensures that Grantek is well-suited to complete this project successfully.

We thank you for the opportunity to provide you with this proposal and look forward to the successful completion of this project.

Respectfully Submitted,

Alex Ricica

Project Manager

Grantek Systems Integration

## 2.2 Grantek Systems Integration Overview

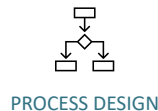
Grantek is a leading provider of integrated manufacturing automation services. Our innovative solutions are designed to increase our customers' return on investment and reduce time to market through improved manufacturing productivity, product quality, asset utilization and integrated technology.

Our customers are among the most respected manufacturers of global brands, as well as niche manufacturers seeking improved performance and competitive advantage. Since 1980, top manufacturers in Food & Beverage, CPG and Life Sciences/Pharmaceuticals have called upon Grantek to solve their most complex business and manufacturing challenges. Grantek helps enable greater profits to customers by creating better processes for them in:

- New Plant Installations
- Continuous Improvement Initiatives
- Business Intelligence and Enterprise Manufacturing Intelligence
- Conversion of Non-Automated Facilities
- Support, Maintenance and Troubleshooting

Grantek is a system integrator and business solution partner with over 40 years of experience, we have 200 employees and deliver solutions to manufacturers in the United States and Canada. Through our total system solution approach and the dedication of our professional staff, the Grantek team guarantees a manufacturing facility, line, or process that has been skillfully designed, professionally engineered, and executed for a vertical start-up.

Grantek provides services to the manufacturing community in the areas of:



Grantek has offices located in California, Illinois, Ontario, Pennsylvania, Quebec, Ohio, British Columbia, Florida, and Bangalore, India.

### 3 Scope of Work

Kraft Heinz has requested to assess implementing Pallet Manifest system at its Fremont, OH facility.

This proposal includes costs for assessing the current state of the equipment and hardware. Grantek will create a mechanical and electrical scope of work outlining the modifications to the existing panel and equipment. Grantek will also generate a Bill of Material (BOM) and updated electrical drawings for new hardware required to upgrade the system.

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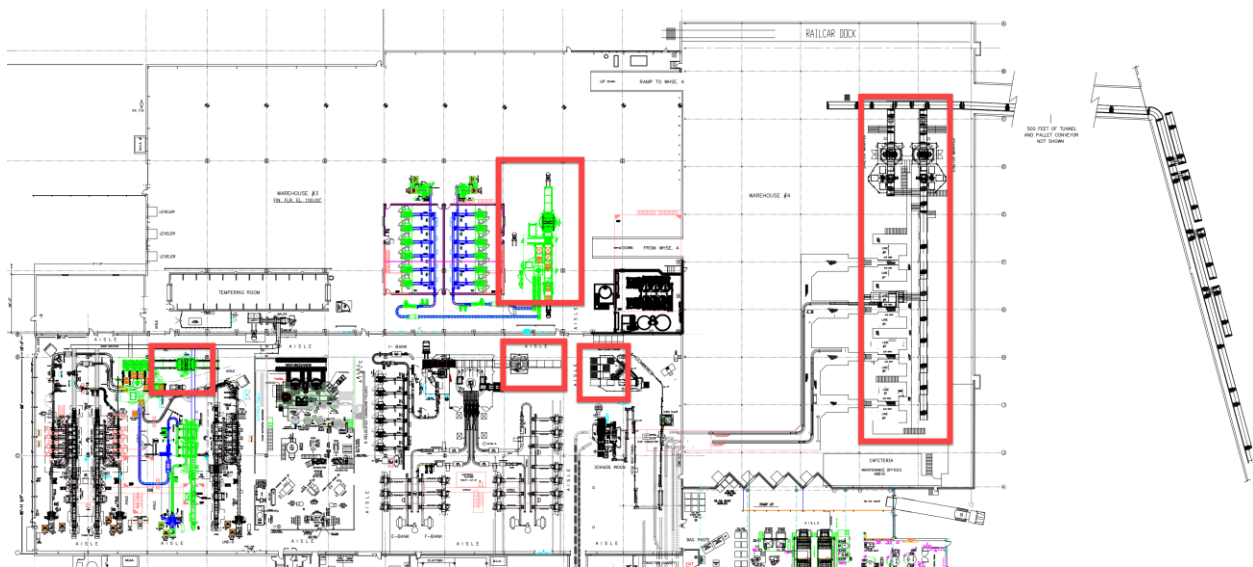


Figure 1 - Fremont Palletizer Locations

## 4 Deliverables

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### 4.1 Grantek Deliverables

#### 4.1.1 Documentation

- All documentation shall be in English.
- Electrical Scope of Work (SoW) will be generated around system installation. The SoW document will be used for contractor bid purposes.
- Mechanical Scope of Work (SoW) will be generated around system installation. The SoW document will be used for contractor bid purposes.
- One “review / revise” iteration for each released document is included in this proposal. Additional revisions of the documentation will be charged on a time and expense basis, at standard Grantek rates.
- All programming will be completed in a well-documented manner.
- Soft copies of all documentation will be provided.

#### 4.1.2 Electrical Design

- Site Reviews as required, determining project electrical requirements and hardware required for replacement and/or upgrades.
- Develop electrical schematic diagrams set to meet the requirements of the project. All drawings will be provided in soft and hard copy, in AutoCAD format. The electrical design package will include:
  - Template PLC Architectural drawings
  - Template Electrical Schematic Drawings
  - Estimated Bill of Materials
  - Template Panel Layout drawings
- Provide an electrical as-built drawing set upon completion of project.

#### 4.1.3 Commissioning

- Grantek will provide two (2) trips of one (1) Electrical resource for two (2) 8-hour consecutive weekdays on-site for onsite investigation.
- Grantek will provide two (2) trips of one (1) Project Manager for two (2) 8-hour consecutive weekdays on-site for onsite investigation.
- Grantek will provide one (1) trip of one (1) System resource for one (1) 6-hour weekdays on-site for contractor walkthrough and construction management.
- Grantek will provide one (1) trip of one (1) Project Manager for one (1) 6-hour weekdays on-site for contractor walkthrough and construction management.
- Additional travel will be charged on a time and expense basis, at standard Grantek rates. Grantek employees will travel home every weekend, unless otherwise agreed to in writing.

- Hours in excess of eight hours, or hours occurring outside of normal business hours will be charged at time and a half. Work completed on Saturdays not including holidays will be charged at time and a half. Work completed on Sundays and holidays will be charged at double time.

#### **4.1.4 Meetings**

- Grantek has provided for 8 hours of remote meetings in this proposal. Additional meetings will be charged on a time and expense basis, at standard Grantek rates.



## **4.2 Customer Deliverables**

- Coordinate and provide electrical contractor contact information
- Coordinate and provide mechanical contractor contact information
- Access to local team for system infrastructure information
- Access to latest programs of systems worked on.
- Access to the facilities

### 4.3 Summary of Deliverables

The following table summarizes the split of key responsibilities this proposal aligns with.

Deliverables	Grantek	Client/Others	Not In Scope
<b>Preliminary Engineering</b>			
Updated CAD of Line Showing All Customer Supplied Equipment		<input checked="" type="checkbox"/>	
Access to the customer facility and access to the line		<input checked="" type="checkbox"/>	
CAD for palletizer and other line components		<input checked="" type="checkbox"/>	
Latest Fully Accessible PLC/HMI code for palletizer and other line components		<input checked="" type="checkbox"/>	
<b>Documentation</b>			
Electrical Scope of Work for AutoPRN systems	<input checked="" type="checkbox"/>		
Document review and approvals		<input checked="" type="checkbox"/>	
AutoPRN Control panel CAD package	<input checked="" type="checkbox"/>		
<b>On-Site</b>			
Coordination of contractors	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	

*Table 1 – Division of Responsibilities Matrix*

## 5 Schedules

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Granttek is currently booking out resourcing approximately 4-6 weeks after receipt of PO.

Hardware deliverables with current environment of supply chain issues require PO to be in hand 6 month ahead of Start-Up date to allow adequate time to procure and receive. Delays caused by hardware are not the responsibility of Granttek.

## 6 Pricing

### 6.1 Time & Material: Pallet Manifest: Preliminary Engineering

Item	Role	Hours				Total
		Regular	OT	Holiday	Travel	
Project Management	Project Manager	39.5	0	0	0	\$ 7,188.61
Systems Design	Sr Designer	108	0	0	0	\$ 17,977.68
Electrical Design	Sr Engineer (Electrical)	97	0	0	0	\$ 13,886.52
Commissioning	Project Manager	22	0	0	7.5	\$ 5,368.71
Commissioning	Engineer (Electrical)	16	0	0	5	\$ 2,680.02
Commissioning	Sr Designer	6	0	0	2.5	\$ 1,414.91
Total Expenses						\$ 1,155.58
Total Materials						\$ -
Total Sub-Contracts						\$ -
<b>Total Price</b>						<b>\$ 49,672.02</b>

*Table 2 –Pallet Manifest: Preliminary Engineering*

This project will be completed on a **Time and Materials basis**. The final project cost is subject to change based on scope refinements and design detail changes.

### 6.2 Travel and Premium Time

Grantek has accounted for four (4) on-site trips. Additional travel will be charged on a time and expense basis, at standard Grantek rates. Grantek employees will travel home every weekend, unless otherwise agreed to in writing.

Hours in excess of eight hours, or hours occurring outside of normal business hours will be charged at time and a half. Work completed on Saturdays not including holidays will be charged at time and a half. Work completed on Sundays and holidays will be charged at double time.

## 7 Commercial Terms

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### 7.1 Payment Schedule

#### 7.1.1 Time & Material Services:

- Cost to be billed monthly as costs on the project are accrued.

### 7.2 Payment Terms - Services

- All prices in this document are in USD.
- All prices in this document are FOB Solon, OH, USA.
- This proposal is valid for thirty days.
- Taxes are not included in any prices listed in this document.
- Net ninety (90) days from end of month, 1.5% per month on overdue accounts.
- This quotation is valid for thirty (30) days.

### 7.3 Ownership

All software and hardware purchased under this order will become the property of and registered to the customer. Grantek reserves the right to use any source code and other developments produced by this order on any future Kraft Heinz projects.

### 7.4 Terms and Conditions

- Refer to Kraft Heinz and Grantek MSA.

## 7.5 Assumptions, Clarifications, and Exclusions

### 7.5.1 Project Specific

Reference	Description
<b>Assumptions</b>	
PSA0	The current installed version of Rockwell Automation software from the previous project will be used for all programming.
<b>Clarifications</b>	
PSC0	N/A
<b>Exclusions</b>	
PSE0	N/A

Table 3 – Project Specific Assumptions, Clarifications, and Exclusions

### 7.5.2 Clarifications

Reference	Description
<b>Clarifications</b>	
General	
CG1	In the event that any of the assumptions, exclusions or limitations specified in this proposal are not satisfied, these situations will be re-evaluated on a case-by-case basis and Grantek is not responsible for affected related scope.
CG2	If Grantek is not supplying the hardware in question, the Customer is responsible for ensuring that all existing field devices that are in use, or that are to be reused, are in good working order, or will be repaired or replaced by the Customer when required. Grantek is not responsible for the repair and/or replacement of damaged existing field devices.
CG3	Any changes to the BOM may result in a Change Order.
CG4	All prices in this document which are referred to as “time and expense”, “time and material”, or “estimate” or in a related spirit thereof, are subject to changes in accordance with future contractual rate agreements between Grantek and the Customer. In the case where the costs associated with this proposal are incurred during a future period where Grantek’s associated billable rates have changed, those costs will be charged to the Customer at the billable rates in place at that time.

Table 4 – Clarifications

### 7.5.3 Exclusions

Reference	Description
<b>Exclusions</b>	
General	
EG1	Grantek makes no performance guarantees concerning third-party equipment. Grantek will guarantee the performance specified in the proposal's acceptance criteria and agreed-upon deliverables.
EG2	Software licenses not specifically outlined in this proposal are not included.
EG3	Training not specifically outlined in this proposal is not included.

Table 5 – Exclusions