



Workshop Manual.

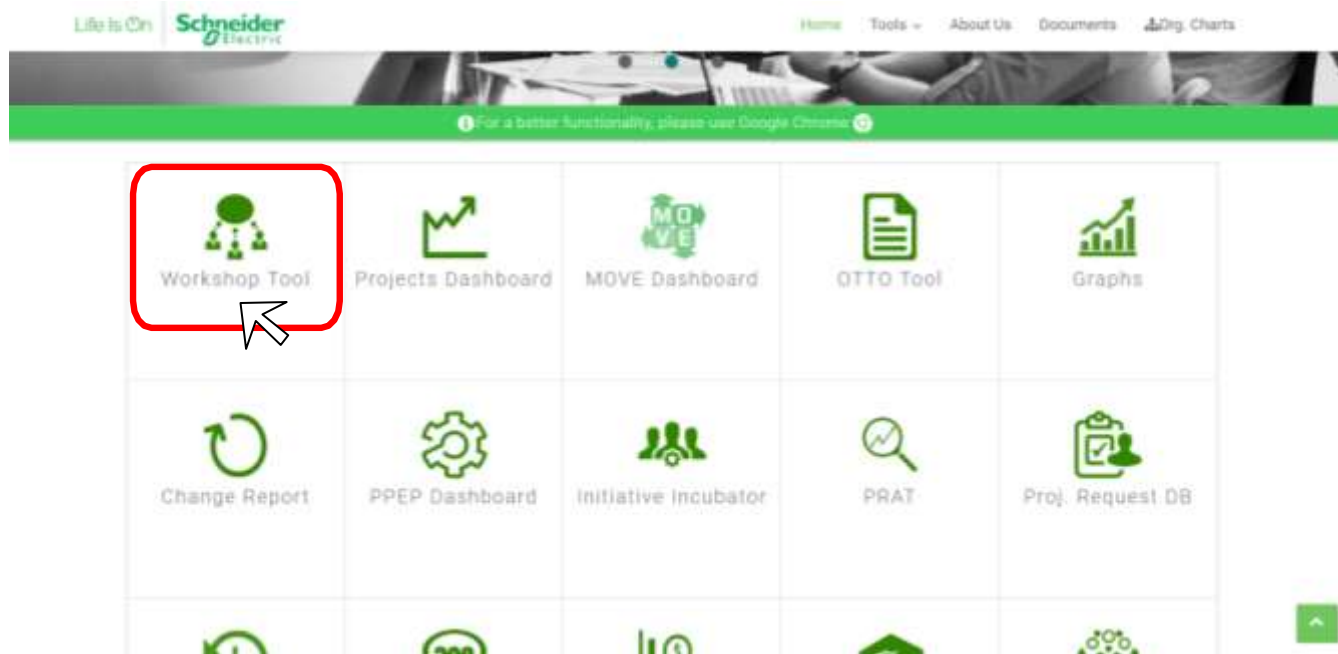
Step 1

Access to this link <http://10.166.11.230/SPPL/welcome.aspx>



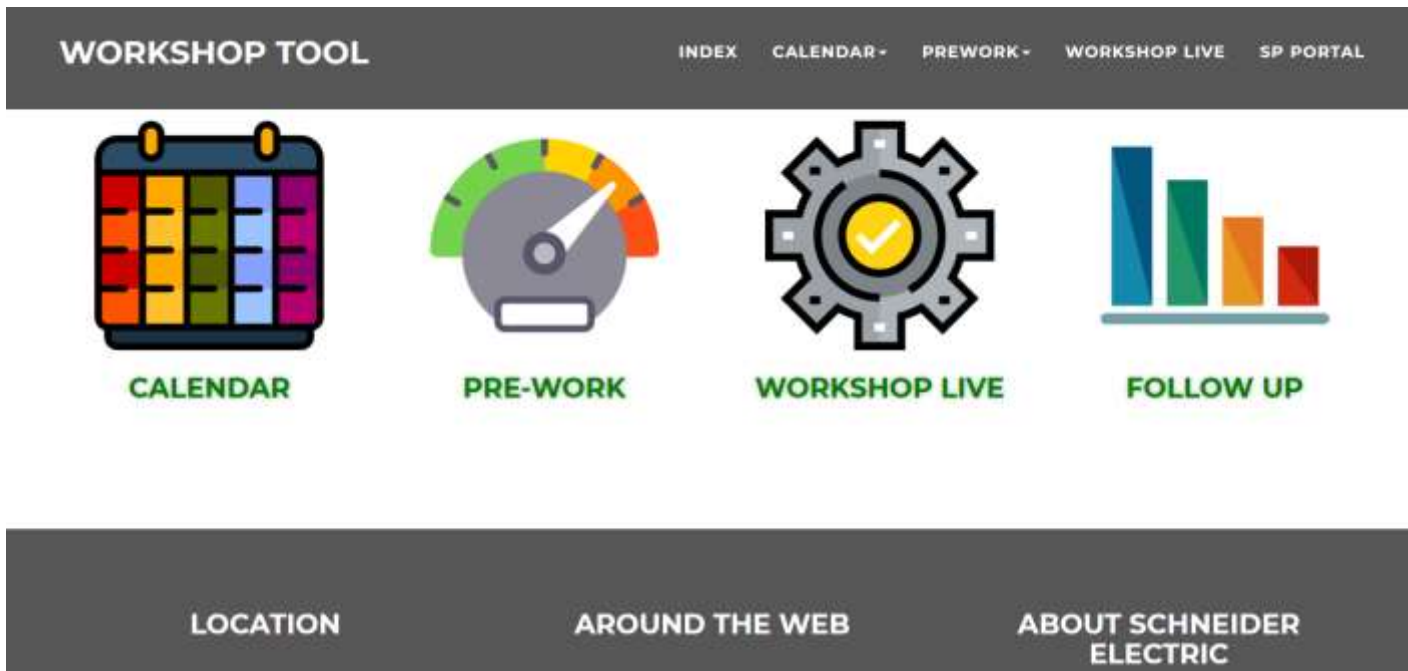
Step 2

Click on Workshop Tool image.



Step 3

Click on the image to start with...



Calendar.

Here you can see all the Workshops in the actual year, but if you want to see more specific use the other two filters to see the data.

- If you want to create a new workshop and add the calendar, click there

INDEX

CALENDAR

WORKSHOP CALENDAR

NEW WORKSHOP

WORKSHOP TYPE

INDEX

CALENDAR

PREWORK

WORKSHOP TOOL

YEAR

2018

MONTH

WORKSHOP TYPE

Refresh

New Workshop

Year	Month	Power Products	Heat & Distribution	Digital Energy	Process Power	Industry
January 2018		11-Jan-2018 Workshop Industrial & Process Refining	14-Jan-2018 Workshop Industrial & Process Refining	15-Jan-2018 Workshop Industrial & Process Refining	16-Jan-2018 Workshop Industrial & Process Refining	17-Jan-2018 Workshop Industrial & Process Refining
February 2018		19-Feb-2018 Workshop Industrial & Process Refining	20-Feb-2018 Workshop Industrial & Process Refining	21-Feb-2018 Workshop Industrial & Process Refining	22-Feb-2018 Workshop Industrial & Process Refining	23-Feb-2018 Workshop Industrial & Process Refining
March 2018		19-Mar-2018 Workshop Industrial & Process Refining	20-Mar-2018 Workshop Industrial & Process Refining	21-Mar-2018 Workshop Industrial & Process Refining	22-Mar-2018 Workshop Industrial & Process Refining	23-Mar-2018 Workshop Industrial & Process Refining
April 2018		19-Apr-2018 Workshop Industrial & Process Refining	20-Apr-2018 Workshop Industrial & Process Refining	21-Apr-2018 Workshop Industrial & Process Refining	22-Apr-2018 Workshop Industrial & Process Refining	23-Apr-2018 Workshop Industrial & Process Refining

WORKSHOP TYPE

Without Co-Innovation Event

CVE Workshop

Top 100

Process Workshop

Co-Innovation Event

Other

- If you want to see an specific type of workshop click on the filter an select one category.
- If you want to go or edit Pework click there
- When you Select a Month, the calendar shows the month that you choose from the year to the same month but from the next year.
- If you want to see an specific type of workshop click on the filter an select one category.

Calendar.

New Workshop.

Here you can fill the data to create the new workshop.



NEW WORKSHOP PROPOSAL INDEX CALENDAR+ PREWORK+

MANDATORY FIELD

WORKSHOP UPDATED BY

PRODUCT/PROCESS

ONE Workshop

DEFINE THE PROJECT

BUSINESS UNIT

PRODUCT LINE

SALES

PROPOSED DATE

*Date must be at least 5 weeks ahead!

WORKSHOP LEADER

NEW WORKSHOP PROPOSAL INDEX CALENDAR+ PREWORK+

WORKSHOP LEADER

WORKSHOP CO-LEADER

DATA UPDATE RESPONSIBLE

% TARGET GAIN

OBJECTIVES

SCOPE

Save

- Click here to save the New Workshop, then you will see your workshop on the calendar.

Pre-Work

This section is Pre-Work here you can see ...

If you want to see a specific Pre-Work select a filter.

PRE-WORK

INDEX CALENDAR - PREWORK -

WORKSHOP LEADER

DATA UPDATE RESP

WORKSHOP TYPE

STATUS

BUSINESS UNIT

YEAR

Without Owner

Refresh

Filter Mode

Workshop ID	Workshop Type	Addressable Speed	Business Unit	Date	Workshop Leader	Workshop Co-Leader	Data Update Responsible	Location	Confirmation Level	Scope Defined	SE Attendance Defined	PMs Defined	Supplier Attendance Defined	Design & Documents Ready	Host Location/Size Ready	Samples Ready	Marketing Information	Summary	General Status	Barrier/Exclosures	Comments	Comments/Status History
87	Co-Innovation Event		Power Products	04/06/2019	Mariana APAD		Mariana APAD	Montemayor										Summary				History
82	Co-Innovation Event		Power Products	04/15/2019	Pablo AGAR Martinez		Pablo AGAR Martinez	El Paso	On Going									Summary				History
88	Co-Innovation Event	\$4,237,500.00	Home & Distribution	04/29/2019	Selma Amalia Garzon	Barbara Adams	Selma Amalia Garzon	Montemayor	Ready									Summary				History
81	Co-Innovation Event		Home & Distribution	05/07/2019	Selma Amalia Garzon		Selma Amalia Garzon	Montemayor										Summary				History
83	Top 100	\$15,477,300.00	Digital Energy	06/18/2019	Madeleine Gutierrez	Raul Esguerra Martinez	Raul Esguerra Martinez	Orizaba	Ready									Summary				History
82	QVE Workshop	\$91,967,800.00	Home & Distribution	08/29/2019	Mariana APAD	Antonio APAD	Selma Amalia Garzon	Mexico City	Ready									Summary	OK	OK	Workshop including CEO and E2M products plus Top Suppliers. Around 1PM at spend.	History
89	Top 100		Secure Power	07/06/2019	Barbara Adams	José Angel MUNEZ	Barbara Adams	Ciudad Mexico	On Going									Summary	OK	OK	Workshop currently being scoped	History
74	QVE Workshop		Industry	07/15/2019	Oriselda Latorre		Oriselda Latorre	Reynosa	On Going									Summary				History
87	QVE Workshop		Digital Energy	07/29/2019	Dulce Gomez	Tatiana Oliveira	Dulce Gomez	Victoria	On Going									Summary	Low Risk	OK	RFC's in process, no very good response from our recommended suppliers. Workshop will be moved to July 29th due Engineering resources	History

Pre-Work

Summary

PRE-WORK

INDEX

CALENDAR

PREWORK

WORKSHOP LEADER

DATA UPDATE RESP

WORKSHOP TYPE

STATUS

BUSINESS UNIT

YEAR

Julia Oltmans

Refresh

12th Month

Workshop ID	Workshop Type	Add'l available Spend	Business Unit	Date	Workshop Leader	Workshop Co-Leader	Date Update/Preparation	Location	Confirmation/Lead	Scope/Definit	SE/Attorneys/Definit	File/Definit	Supplier/Attorneys/Definit	Drawings & Documents/Ready	Host Location/Site/Ready	Samples/Ready	Marketing Information	Summary	General Status	Barriers/Outcomes	Comments	Community Status/History
1	Other	\$13,016,500.00	Digital Energy	11/16/2023	Julia Oltmans	Luiz Pereira	Enrico Mazzucco	Oscar Raposo	Open									Summary	OK	OK	THIS WORKSHOP IS NOT REAL. THE LINE WAS CREATED FOR TESTING PURPOSES ONLY	History

Pre-Work

PRE-WORK INDEX CALENDAR PREWORK 

WORKSHOP LEADER: DATA UPDATE RESP: WORKSHOP TYPE: STATUS: BUSINESS UNIT: YEAR:



Workshop ID	Workshop Type	Addressable Asset	Business Unit	Date	Workshop Leader	Workshop Co-Leader	Data Update Responsible	Location	Confirmation Level	Scope Defined	IE Attended	PIA Attended	Supplier Attended	Drawings/ Documents Ready	Host Location/ Site Ready	Samples Ready	Marketing Information	Visual Information	Summary	General Status	Barriers/Exclusions	Comments	Full	Comments/Details History
1	Other	\$75,472.00	Digital Energy	02/06/2025	Julia Oliveira	Luiz Pereira	Sherry Mazzilli	Order Request	Open									Visual Information	Summary	OK	OK	THIS WORKSHOP IS NOT A REAL THING - WAS CREATED FOR TESTING PURPOSES ONLY		

This colors shows the status of the Pre-work about the information.

To update this section click on.

This is the information that you can update here.

PRE-WORK INDEX CALENDAR PREWORK 

WORKSHOP LEADER: DATA UPDATE RESP: WORKSHOP TYPE: STATUS: BUSINESS UNIT: YEAR:



Workshop ID	Workshop Type	Addressable Asset	Business Unit	Date	Workshop Leader	Workshop Co-Leader	Data Update Responsible	Location	Confirmation Level	Scope Defined	IE Attended	PIA Attended	Supplier Attended	Drawings/ Documents Ready	Host Location/ Site Ready	Samples Ready	Marketing Information	Visual Information	Summary	General Status	Barriers/Exclusions	Comments	Full	Comments/Details History
1	Other	\$75,472.00	Digital Energy	02/06/2025	Julia Oliveira	Luiz Pereira	Sherry Mazzilli	Order Request	Open									Visual Information	Summary	OK	OK	THIS WORKSHOP IS NOT A REAL THING - WAS CREATED FOR TESTING PURPOSES ONLY		

If you want to see more detail click on.

Edit Pre-Work.

Upload Information section.

Here you can see the confirmation level status and you can change just click on the circle.

WORKSHOP DETAIL WORKSHOP TITLE: OTHER QWE (X)

BACK TO PRE-WORK

Confirmation Level Status: **Done**

On Hold On Going Ready Done

WORKSHOP DETAIL WORKSHOP TITLE: OTHER QWE (X)

BACK TO PRE-WORK

REQUIRED FIELD VALIDATOR

WORKSHOP UPLOADED BY: Julia Olivares

PRODUCT/PROCESS: Other

DEFINE THE PROJECT: Test

BUSINESS UNIT: Higher Energy

PRODUCT LINE: 0000

ENTITY: Cedar Rapids

PROPOSED DATE: 01/06/2020

END DATE: 02/20/2020

Here can change the information of Scope Define.

Upload Information section.

Here you can defined a part number or see that you have on the project.

[illegible]

SESA Team Member (Mandatory)	Team Member (Mandatory)	Function	Location	Email	Action
SESA6666	Julio Ojeda	Other	Athens Warehouse	carlos.garcia@desi.com	
SESA223334	Julia	Buyer	ASCO-IRE	carlos.garcia@desi.com	 
SESA456712	Luis	Buyer	Ann Arbor	luis@desi.com	 
SESA1111	Brenda	Buyer	Ann Arbor	brenda@desi.com	 
SESA9999	test	Buyer	Ann Arbor		 
SESA40700	Julia	Buyer	Ann Arbor		 
SESA13249	Juan Hernandez	Project Specialist	NPP_MEXICO_GLOBAL ACTIONS	juan.hernandez@desi.com	 
SESA2222	Karla	Buyer	Ann Arbor	karla@desi.com	 
		Buyer *	Ann Arbor *		

You can modify or deleted if you want.

On this part are the Supplier Attendees defined, here you can define how assist to your workshop.

Upload Information section.

This part is for the location and more details about the workshop.

If you have some documents or drawings you can upload.

WORKSHOP DETAIL

WORKSHOP TITLE: OTHER

QVE ID: 1

BACK TO PRE-WORK

Confirmation Level

Scope Defined

SC Attendees Defined

PMs Defined

Supplier Attendees Defined

Drawings and Documents

Host Location

Samples Ready

Marketing Information

Agenda

Executive Summary

Note: If you need to upload 2 or more files, they should be uploaded in a Zip folder

Note: You can attach files with the next extensions: .doc, .docx, .mp3, .pdf, .xls, .xls, .pptx, .avi, .wmv, .zip, .png, .gif, .css, .mov, .txt, .pptm, .7z

SELECT FILE

Choose File

No file chosen

Upload

FileName	File Size	Actions
1\Reporte Recursos.docx	159392	

Edit Pre-Work.

Upload Information section.

If you need Samples, you can fill here.

WORKSHOP DETAIL WORKSHOP TITLE: OTHER QWE ID: 1 BACK TO PRE-WORK

Confirmation Level | Scope Defined | **W. Attendance Defined** | PNs Defined | Supplier Attendance Defined | Drawings and Documents | Host Location | Samples Ready | Marketing Information | Agenda | Executive Summary

Do you need Samples? ☐

Catalog	Quantity	Competitor	Distributor/Supplier	Price	Est Price	Due Date	Actual Delivery Date	Comments (Tracking #)	Actions
88888	45	EDR	EDR	\$2	\$340	JAN 2019	AUG 2019	456134	 
8C3042H200R	2	Schneider	Mexico City	8	8				 

W. Attendance Defined | PNs Defined | **Supplier Attendance Defined** | Drawings and Documents | Host Location | Samples Ready | Marketing Information

Marketing Information

Category CR Analysis ☒

Who Are Our Customers ☐

Annual Sales in Each ☐

Who Are Our Competitors ☐

Define the Marketing Strategy and Goals ☐

Describe Long and Short Term Market Trends ☐

How is Market Share Distributed? ☐

Competitive pricing strategy ☐

Product enhancements for ease of use, reliability and safety of operation and for life. Customer Contact ☐

SELECT FILE

Choose File | No File Chosen | Upload

File Name | File Size | Actions

No Data Found

This section you can fill the information about the marketing.

WORKSHOP DETAIL WORKSHOP TITLE: OTHER QWE ID: 1 BACK TO PRE-WORK

W. Attendance Defined | PNs Defined | **Supplier Attendance Defined** | Drawings and Documents | Host Location | Samples Ready | Marketing Information | **Agenda**

Other

Center Rapids

Start Date: 1/6/2020 12:00:00 AM

End Date: 2/20/2020 12:00:00 AM

Plant Address:

Conference Room: Julia

Save Agenda

Here you can see the agenda about the workshop and make changes.

Workshop Live.

In this area, you can see workshops events or search a specific workshop event.

If you know the QVE ID can look for it here.

WORKSHOP EVENT

INDEXCALENDARPREWORKWORKSHOP LIVE

ENTER QVE ID

1

Search

QVE ID	Business Unit	Date	Workshop Leader	Location	Confirmation Level	Capture Idea	Idea Summary
1	Digital Energy	01/2020	Julio Olivares	Cedar Rapids	Done	Capture idea	Idea Summary

Here appears the workshop event.

If you click on capture idea, you can capture the detail of the idea.

WORKSHOP LEADER

BUSINESS UNIT

YEAR

Refresh

If you don't know the QVE ID, you can look for it, with those filters.

If you click on Idea Summary, shows you the summary of the idea .

ALL QVES

QVE ID	Business Unit	Date	Workshop Leader	Location	Confirmation Level
91	Power Systems	05/2019	Marlene Ileana GARZA	Rioja Gomez	Done
89	Power Products	05/2019	Nancy Maria Amaya	Huntington	Done
88	Power Products	04/2019	Sonia Inesma Arzola	Monterrey 3 (Controls)	Done
80	Home & Distribution	04/2019	Selene Annalia Galvan	Monterrey 8	Ready
79	Industry	03/2019	Alan Rashid Marroquin	Posiboro Cocasset IA Factory	Done
78	Industry	03/2019	Alan Rashid Marroquin	Posiboro Nupurmet M&I factory	Done

Capture idea-Workshop Live.

*When you are here you can't return to Workshop Event.

Return to Potential Savings

DO YOU HAVE THE PART NUMBER?

Part Number

DO YOU WANT TO ADD MULTIPLE PART NUMBERS?

PART NUMBER IS NOT ON THE DATABASE?

PNS ADDED

Part Number	Part Description	Current Unit Cost	Current Unit Vol	New Unit Cost	New Unit Vol	Savings	Current Commodity	New Commodity	Actions
No Data Found									

Click to add a new part number.

Click to see the List of part number.

IMPLEMENTATION COSTS

	Hrs	Cost (\$)
Engineering Hours (development)	<input type="text"/>	<input type="text"/>
Plant Adaptation	<input type="text"/>	<input type="text"/>
ETO Software Adaptation	<input type="text"/>	<input type="text"/>
Plant Quality	<input type="text"/>	<input type="text"/>
Plant Purchasing	<input type="text"/>	<input type="text"/>
Expenses	<input type="text"/>	<input type="text"/>
Technical Certification Costs	<input type="text"/>	<input type="text"/>
Operations Expenditures	<input type="text"/>	<input type="text"/>
Capital Expenditures	<input type="text"/>	<input type="text"/>
Total		<input type="text"/>

ENGINEERING CRITICAL ACTIONS

OTHER COMMENTS

WHAT OTHER PLANTS ARE INVOLVED? (ENGINEERING & OPER. MANAGEMENT TO FILL IN)

CAPTURE IDEA IDEA SUMMARY

QVE Event: Other Product Line: SISAS Country Zone: NORTH AMERICA Business Unit: Digital Energy

Business Unit Partner: Alejandro Romero Cluster: Closed Site Brand Label workshop?: No Plant: Cedar Rapids BoC: Systems Product Range: 3500 series

Type of Idea: Category of Idea: Adjust if change Type of Idea Project Idea Idea Description: Engineering Conf Factor: Idea Complexity:

Potential Savings (\$):

IMPLEMENTATION COSTS

	Hrs	Cost (\$)
Engineering Hours (development)	<input type="text"/>	<input type="text"/>
Plant Adaptation	<input type="text"/>	<input type="text"/>
ETO Software Adaptation	<input type="text"/>	<input type="text"/>
Plant Quality	<input type="text"/>	<input type="text"/>
Plant Purchasing	<input type="text"/>	<input type="text"/>
Expenses	<input type="text"/>	<input type="text"/>
Technical Certification Costs	<input type="text"/>	<input type="text"/>
Operations Expenditures	<input type="text"/>	<input type="text"/>
Capital Expenditures	<input type="text"/>	<input type="text"/>
Total		<input type="text"/>

Idea Summary-Workshop Live.

*When you are here, you can't return to Workshop Event.

QWE DOCUMENTS

REFERENCES AND DOCUMENTS

Fullname	File Size
Abstract: Quantum Machine	447020

RELATED REFERENCES

Fullname	File Size
Abstract: Quantum Machine	447020

NO RELATED REFERENCES FOUND

Fullname	File Size
No Data Found	0

Done

Use for more specific search.

Service Input Type
Output Name
Service Cluster

If you want to download.

The diagram shows a flow starting from a red dashed arrow pointing to a green circle with an 'X' and the text 'DOWNLOAD IDEAS'. This leads to another green circle with an 'X' and the text 'DOWNLOAD IDEAS'. From there, the flow goes to a blue rectangle labeled 'System' and then to a green rectangle labeled 'New Idea'. A red dashed arrow also points from the 'New Idea' box to a red rectangle labeled 'Idea Development'.

Shows like you want to see.

[illegible]

Follow up

WORKSHOP FOLLOW UP

INDEX CALENDAR PREWORK ALL IDEAS

For specific search.

WORKSHOP LEADER: BUSINESS UNIT: YEAR:



Refresh

Hide/Unhide

From **MOVE**.

Go to the idea summary.

Workshop ID	Workshop Type	Business Unit	Date	Workshop Leader	Location	Confirmation Level	Savings Pending to Prioritize	Potential Savings	Percentage to MOVE	Potential Savings to MOVE	Not Possible Savings/Count	On Hold Savings/Count	Cancel Savings/Count	MOVE in Progress Savings/Count	MOVE Initiative Savings/Count	MOVE Project Savings/Count	MOVE Cancel Savings/Count	More
30	QWE Workshop	Power Systems	11/27/2018	Brian SMITH	Sejima	Cancel	\$169,230	\$169,230	0%	\$0/0	\$0/0	\$0/0	\$0/0	\$0/0	\$0/0	\$0/0	\$0/0	More
15	Top 100	Power Products	01/28/2019	Rene Updegr	Altoona	Cancel	\$963,993	\$2,429,843	40%	\$1,465,948.00/6	\$0/0	\$0/0	\$0/0	\$315,116.00/4	\$0/0	\$0/0	\$929,142.00/2	More
36	QWE Workshop	Power Products	01/28/2019	Dulce Gomez	Columbia	Cancel	\$50,1736	\$1,254,682	20%	\$1,027,206.00/9	\$120,642.00/3	\$1,475,245.06/12	\$70,000.00/5	\$794,848.00/5	\$0/0	\$0/0	\$0.00/1	More
34	Process Workshop	Home & Distribution	01/29/2019	Raige BLANCHARD	Lincoln	Cancel	\$0	\$458,273	34%	\$409,575.00/3	\$490,370.37/11	\$0/0	\$336,137.12/10	\$61,544.00/2	\$0/0	\$0/0	\$0.00/3	More
22	QWE Workshop	Power Products	02/04/2019	Alejandro Canillas	Seneca	Cancel	\$270,700	\$758,419	64%	\$487,719.00/30	\$0/0	\$0/0	\$0/0	\$0.00/1	\$0/0	\$0/0	\$0.00/3	More
27	QWE Workshop	Digital Energy	02/11/2019	Dulce Gomez	Victoria	Cancel	\$277,230	\$1,601,808	33%	\$848,305.16/4	\$0/0	\$460,804.09/18	\$0/0	\$219,121.00/1	\$0/0	\$0/0	\$0.00/2	More
9	QWE Workshop	Digital Energy	02/19/2019	Arleida Rodriguez	Portland	Cancel	\$0	\$76,252	74%	\$76,252.00/9	\$34,200.00/3	\$0/0	\$0/0	\$53,849.00/9	\$0/0	\$0/0	\$0/0	More
58	QWE Workshop	Power Products	02/26/2019	Alejandro Canillas	Monterrey 2 (Control)	Cancel	\$345,789	\$430,409	83%	\$585,120.00/4	\$0/0	\$0/0	\$1,345.00/2	\$125,425.00/1	\$0/0	\$0/0	\$-10,027.02/2	More
13	Other	Home & Distribution	02/26/2019	Jan UDE	Lexington	Cancel	\$234,765	\$1,089,765	70%	\$653,000.00/3	\$0/0	\$0/0	\$0/0	\$409,340.00/3	\$0/0	\$0/0	\$0/0	More
56	Top 100	Home & Distribution	02/03/2019	Fernando Rodriguez	Flintville	Cancel	\$0	\$805,877	69%	\$245,895.85/8	\$344,831.80/20	\$36,900.00/3	\$42,060.00/2	\$290,190.00/7	\$0/0	\$0/0	\$0.00/1	More
29	QWE Workshop	Power Products	02/13/2019	Dulce Gomez	Order Kaishi	Cancel	\$0	\$1,387,699	33%	\$737,112.50/15	\$750,127.93/15	\$648,973.98/9	\$19,000.00/2	\$724,474.00/10	\$0/0	\$0/0	\$0/0	More
34	Top 100	Power Products	02/19/2019	Alexis QUEZADA	Monterrey 3 (Control)	Cancel	\$0	\$2,031,192	0%	\$0/0	\$0/0	\$2,027,880.05/74	\$0/0	\$67,370.00/1	\$0/0	\$0/0	\$385,185.00/3	More
39	Top 100	Power Products	02/21/2019	Cesar Galvan	Monterrey 2 (Transformer)	Cancel	\$502,118	\$759,921	24%	\$237,814.92/4	\$0/0	\$0/0	\$0/0	\$181,711.00/3	\$0/0	\$0/0	\$0/0	More

Follow Up – Idea Summary.

Download a Massive template

Look for something specific.

If you want to download.

From **MOVE.**

Shows a columns between Savings and Estimated Project Cost.

Follow Up – All Idea Summary.

Download a Massive template

Look for something specific.

If you want to download.

From MOVE.

Shows a columns between Savings and Estimated Project Cost.

Workshop ID	Workshop Name	Plant	Class	Type of Idea	Category of Idea	Project Title	Max Description	Product Range	PLC	Engineering Critical Review	Other Comments	Engineering Cost Factor	Area Components	Other Plants Involved	Status	Product	Savings	Estimated Project Cost	Initial Budget	Next Meeting	Prior to Commission	Go Software	Buy Device	IEA: Buy Device	How Many	How Many	How Many
10	10-000000-0000	Bruma	10-0000	000	Other	Building automation component for Greenhouse	Building automation component	Waterloo (HCC) (HCC)	Yes	Yes	Waterloo (HCC) (HCC)	High	Low	10	Bruma (HCC)	Waterloo	\$10,000	\$10,000			Waterloo (HCC) (HCC)						
10	10-000000-0000	Bruma	10-0000	000	Other	Building automation component for Greenhouse	Building automation component	Waterloo (HCC) (HCC)	Yes	Yes	Waterloo (HCC) (HCC)	High	Low	10	Bruma (HCC)	Waterloo	\$10,000	\$10,000			Waterloo (HCC) (HCC)						
10	10-000000-0000	Bruma	10-0000	000	Other	Building automation component for Greenhouse	Building automation component	Waterloo (HCC) (HCC)	Yes	Yes	Waterloo (HCC) (HCC)	High	Low	10	Bruma (HCC)	Waterloo	\$10,000	\$10,000			Waterloo (HCC) (HCC)						
10	10-000000-0000	Bruma	10-0000	000	Other	Building automation component for Greenhouse	Building automation component	Waterloo (HCC) (HCC)	Yes	Yes	Waterloo (HCC) (HCC)	High	Low	10	Bruma (HCC)	Waterloo	\$10,000	\$10,000			Waterloo (HCC) (HCC)						
10	10-000000-0000	Bruma	10-0000	000	Other	Building automation component for Greenhouse	Building automation component	Waterloo (HCC) (HCC)	Yes	Yes	Waterloo (HCC) (HCC)	High	Low	10	Bruma (HCC)	Waterloo	\$10,000	\$10,000			Waterloo (HCC) (HCC)						

Life Is On



Schneider
Electric