

# Magic 35 Qualification

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| <b>Date:</b>          | 02-Jun-2023 09:45:44                   | <b>Client:</b>       | Industrial IOT |
| <b>Company:</b>       | Packaging and Containers Manufacturing | <b>Phone Number:</b> | XXXXXXXXXX     |
| <b>Address:</b>       | XXXXXXX                                | <b>Website:</b>      | XXXXXXXXXX     |
| <b>Town/City:</b>     | XXXXXXX                                |                      |                |
| <b>Postcode:</b>      | XXXXXXX                                |                      |                |
| <b>Contact Title:</b> | Group Operations Director              |                      |                |
| <b>Contact Name:</b>  | XXXXXXX                                |                      |                |
| <b>Email Address:</b> | XXXXXXX                                |                      |                |
| <b>DDI/Mobile:</b>    | XXXXXXX                                |                      |                |

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| <b>PROJECT SCOPE:</b>   | [Contact] are looking into reducing energy consumption across sites and is scoping out projects currently with actionable targets for each site. But would firstly like to focus on Monmouth site where the corrugator is |
| <b>Number of Sites:</b> | 6   |

| M35 Scoring:        | Detail uncovered so far  | Understanding score<br>0 - 5 (low to high) |
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| <b>Budget</b>       | Finance director will eventually sign off on the budget side of things once everything is in place.  | 1  |
| <b>Defined Need</b> | They are looking into reducing energy across the business, with the Monmouth site being the main area of focus due to the corrugator being on this site and this being the largest site. They bought some steam recovery systems and water recovery system on the triple wall corrugator, which gave them some data but nothing was actioned with the data provided through these devices. Site was targeted with a 5% energy reduction, but their consumption actually went up by 15%, but the number they were given they had no metrics being this. So currently [Contact] are planning achievable energy saving targets for all sites, with these new targets if a site already has a 5% reduction they will set them a target of 7.5% so the realistic target would be a 2.5% reduction within the next 12months and incorporate this into their site budgets. They also have two steam boilers on site which [Contact] have said need replacing, they also mentioned on the call that equipment had been replaced or planned to be replaced but had not been commissioned. | 3  |

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| <b>Decision Maker</b>    | The Finance Director who [Contact] said usually "waters the plant that's growing the most", but also they are all about numbers and money. Also the Ops Director (From [Company Name]) who is fairly new to the business, who [Contact] and themselves work together. With the sites they each have a GM who they have to propose these projects to, as much as they dictate things to them. The sites are mainly the GMs responsibility, but the site GM for Monmouth has briefly spoken to us before and [Contact] want to get him on the call, that's why the date and time has been chosen as [Contact] will be on site. | 2 |
| <b>Decision Criteria</b> | More in depth detail to what we offer and costings so [Contact] can put a proposal together to all site GMs, but Monmouth will be the key site due to it having the corrugator. Would like to go back to the GMs with how much we roughly expect things to cost, what we can offer and how it will happen and when. Would like to see potential cost savings.  | 2 |
| <b>Compelling Event</b>  | They are looking at cost efficiency across the business, especially energy. Also they are currently looking into a new corrugator and new site, but [Contact] informed me that this sort of project will not be for a few years.   | 2 |
| <b>Timescales</b>        | Due to the targets and KPIs [Contact] is in the process of creating for everything they want to take things one step at a time as they don't want to pile too much onto the the GM/Site Managers. [Contact] also mentioned they will dictate the timeframes for projects like this   | 1 |
| <b>Competition</b>       | In discussion with their energy supplier to subscribe to them for circuit level monitoring, one monitor has been bought to look at some of the energy. They have also bought some steam recovery systems and water recovery system on the corrugator.  | 2 |

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| <b>Next Step</b>                                 |
| Date: 19-Jun-2023                                |
| Meeting booked with [Industrial IOT] at 10:30am. |