



[Date]

ATT: Mr. XXXX

(Company Name)

RE: Expression of interest to tender

Dear Sir,

Architects Integrating Industry [AI2SA] is an independent control and production systems company who specialize in scoping and managing industrial systems projects. AI2SA has been commissioned by our client to draw up an enquiry for the Furnace and Blending PLC's Upgrade Project. As part of this AI2SA have been asked to propose a short list to our client of suitable System Integrators who is perceived as competent to perform the said works. We are happy to inform you that your company has been selected to be placed on the closed tender short list. Please note that AI2SA has already performed some limited research on your company based on public information available and it is based on this that you have been selected. Please note this is not a letter of intent.

Hereby hence we invite you to respond to AI2SA in writing if you are willing and able to tender on the said works presently scheduled for start early 2008 and completion middle 2008. AI2SA while still in the process of completing the scoping exercise has identified the following components (in no specific order, still to be weighted) as key selection criteria to be met by the proposed System Integrator to ensure a successful risk free migration project:

1. Extensive process knowledge of specifically electric furnaces
2. Exposure to advanced process control (APC) expertise due to the fact that control philosophy will be changed. This will require interfacing with the APC supplier.
3. Strong Electrical competency (preferably "in house") to trace and reroute all untidy cabling
4. Strong Instrumentation competency to be able to design and supply new and additional instrumentation for the furnace.
5. PLC experiences preferably gained on projects where IO count is in excess of a **1000 signals**. (Rough estimate of PLC's combined).
6. SCADA Competency since scope calls for mainly modifications to the existing system as well new projects.
7. Ability (and references) to perform the migration on mainly a "live change over" philosophy with very limited short shuts over a period of +/- 4 to 6 months.
8. Capacity to take on the project in the allotted time frame.
9. A certain level of maturity is expected in terms of making use of internationally recognized best practices, standard, systems, templates and methodologies.
10. Finally to be cost effective and to show innovative methods where client can derive benefits.
11. Willingness to work with AI2SA who may assume semi or full project management and QA/QC responsibility for this project from a client perspective.
12. Compliance to standard client safety, health, security and other policies along with commercial terms to be communicated in the enquiry.

If you wish to receive an enquiry enabling you to tender on the said works then please could you answer briefly to the points listed above to enable us to gain a better understanding of how you rate against these requirements. Please provide only a small paragraph on each point above along with a copy of our company profile electronically. If you wish not to tender please could you be so kind as to list a reason for our records.

Should you have any queries please feel free to contact the author.

Petrus Kloppe