

FILTRATION TECHNOLOGY CONSULTANTS PROPOSAL FOR SERVICES TO XXXXXX

DATE: 1ST MAY 2017

OVERVIEW

FILTRATION TECHNOLOGY CONSULTANTS is pleased to submit this proposal for services to support to YOU THE CLIENT in achieving its goals for improving customer satisfaction by providing training and post-sales support for your belt filter operation. We have partnered with dozens of small businesses throughout the industry assisting them to achieve maximum production at lower costs.

Outline:

This three-day course will assist both mechanical and operational staff with an in-depth understanding of both mechanical as well as process conditions. With and ultimate optimization of the tailing belt filter and flocculent dosing plant

Personnel whom will benefit from the training

- Process Engineers
- Mechanical Foreman's
- Operators
- Mechanical Engineer
- Metallurgical engineers
- Technical Managers

The optimization of the flocculent plant and tailing belt filter plant

- Process conditions evaluation
- Dosing conditions
- Filter belt operation
- Filter belt maintenance
- Preventative maintenance
- Optimizing of HBF overhaul operation

Observations

Objective

- Improve de watering procedure - counter current washing and procedures and improvements
- Improve vacuum pumps and overhaul vacuum –wear belts etc...
- Rapid training for staff operational and engineering on the overhaul operation of the belt filters and critical areas

The Opportunity

- Train all engineering and process operators on belt filters two days on site training both practical and theoretical
- Integrate training of washing procedure operating staff
- Modify and do alterations to existing belt filter with minor adjustments one –two days
- Evaluation of current belt filter cloth and laboratory test simulating plant conditions
- Minor modification to be implemented from Engineering

The Solution

- Evaluate present losses on belt filter and optimize
- Correct dosing of flocculants
- Testing of different filter cloth to ascertain better washing and filtration
- Testing of vacuum pumps
- Alignment of rollers
- Washing sprays
- Tracking debris/correction and set up
- Wash water feeding trays

OUR PROPOSAL

YOU THE CLIENT has a well-deserved reputation for quality customer service. However, faced with changes in technology YOU THE CLIENT faces the challenge to prove to YOU THE CLIENT that with synergy US can save YOU THE CLIENT money on both product recovery, by decreasing Au losses with efficiently and effectively washing of the filter cake.

We have developed solutions to help businesses stay ahead trends and propose that YOU THE CLIENT implement a full training and assistance solution focused on cake washing –filtering operations on the entire plant. With the experience and cooperation of YOU THE CLIENT decreased losses will be minimized. Our solution easily integrates with a wide range of filtration solutions assisting YOU THE CLIENT to fully realize the benefits of improved productivity throughout the entire process most importantly, we provide the training and support for this solution that ensures your staff can ramp up quickly and realize concrete improvements

Rationale

- Good knowledge of both the process and process equipment faced with challenges worldwide we are in a position to offer solution on both equipment and filter fabrics due to our worldwide network and experience
- Alignment with mission
- Current resources/technology

Execution Strategy

Our execution strategy incorporates proven methodologies, extremely qualified personnel, and a highly responsive approach to managing deliverables. Following is a description of our project methods, including how the project will be developed, a proposed timeline of events, and reasons for why we suggest developing the project as described.

Technical/Project Approach

Our approach is simple with workable and tangible solutions, and within a time frame. The objective to partner with YOU THE CLIENT, assisting and developing of correct operation methods, implementing specifically designed filter fabrics that suits YOU THE CLIENT needs and requirement with a specific time frame

- Day one a full evaluation of the operating conditions of the belt filters ,including mechanical problems for example vacuum pumps and roller alignment and general operation washing as well as dosing procedure
- Day two a report back to management with solution and recommendations
- Day three a brief presentation to all engineering and metallurgical staff on general operation of equipment with areas of concern, after which the implementation and modifications that will improve filtration efficiencies as well as assistance from Engineering personnel in order to achieve these results
- Final day evaluation of improvement and result with a report back to management

Resources/Requirements

- YOU THE CLIENT to make engineering and technical staff available for short introduction to equipment –both covering operation and maintenance
- Adjudication of process staff to train and assist onsite training morning session
- Availability of engineering personnel to observe and implement small modifications (enable more efficient operating procedures)
- Anonymous decision from management to reasonable modifications

Project Deliverables

Following is a complete list of all project deliverables:

Deliverable /Improvements	Description
Assessment	Assessment and overhaul operations of belt filter –Both Mechanical and efficiency
Training	Introduction to HBF operation, filter operation, belt performance/washing procedure, alignment clean procedures etc...
Implementation	Rectify vacuum problems , alignment , washing procedure , spray bars – dosing procedures cloth washing water and general operation of the units with minor modifications

EXPECTED RESULTS

We expect our proposed solution from YOU THE CLIENT to provide the following results:

Financial Benefits

- To improve the tailings dewatering
- To minimize maintenance Cost per annum with preventative maintenance and correct operating procedures

- To implement correct filter fabrics with improved performance and life that can have an estimated saving on cloth replacement value on all units

Technical Benefits

- Improved filtration
- Improved belt life performance with a longer life
- Less maintenance cost , down time and downstream problems due to correct filtration efficiency preventing pumps and pipes due to more effective washing
- Saving on operational cost of both the Flock plant and belt filters

Other Benefits

Filtration Technology Consultants a Filter cloth supplier with solutions
Agreed supply chain agreement to supply, and keep stock levels as required by YOU
THE CLIENT

PRICING

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 30 days from the date of this proposal:

Training Cost –Consulting Fees	Price
Training - consulting - inclusive all travelling cost ,meals and accommodation	R
**Training -consulting both on and off site extra	R
Total cost maximum 4 days	R
Total with extras	

Disclaimer: The prices listed in the preceding table are an estimate for the services discussed. This summary is not a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before a contract is executed. PriUS exclude unforeseen extra charges not listed above

QUALIFICATIONS

FILTRATION TECHNOLOGY CONSULTANTS is continually proven to be an industry leader for high quality/guaranteed product/s the following ways:

- World Wide experience
- Khosla Textiles agent
- In house Process and Textile engineers
- Fully integrated laboratory facilities
- Finding solutions for our customers

CONCLUSION

We look forward to working with YOU THE CLIENT and supporting your efforts to improve your filtration operation. We are confident that we can meet the challenges ahead, and stand ready to collaborate with you in delivering an effective and supported solution.

Thank you for your consideration,

Bennie Botha
Consultant