

36ZERO Vision POC Proposal

A) Objectives

- Demonstrate the technical feasibility and business case for automating selected steps of Knorr-Bremse's refurbishment production process using 36ZERO Vision.

B) Project Setup

- Start: July 2026
- Dedicated 36ZERO Vision Project Manager
- Remote meetings as required, plus a weekly jour fixe with the full project team
- Monthly project status meetings including sponsors/decision makers and the 36ZERO Vision Management

C) Project Scope

1. Identify refurbishment process steps suitable for full automation using 36ZERO Vision
2. Prove technical feasibility of the most critical process steps on three representative products
 - Phase 1: In lab
 - Phase 2: On site
3. Define a detailed technical solution concept and implementation timeline
4. Calculate total costs and develop a comprehensive business case for the complete solution (software & hardware)

D) Project Timeline and Phases – 60 days / 12 weeks

1. Definition of Process Steps for Proof of Concept (PoC) – 5 days

- Kick-off meeting (in person at Knorr-Bremse)
- Analysis of existing refurbishment process steps and their suitability for automation with 36ZERO Vision
- Selection of PoC process steps and definition of requirements and success criteria

2. Technical Feasibility – 45 days

Phase 2a: Software / AI Feasibility – 10 days

- Image generation in office/lab environment
- Model training in the cloud
- Validation of results

Phase 2b: On-Site Proof of Technology (PoT) – 35 days

- Installation of representative hardware setup on site
- Basic integration into the existing factory automation environment
- End-to-end feasibility validation

→ Presentation / written report of results

3. Detailed Solution Concept – 5 days

- Definition of the detailed technical solution
- Development of a realistic implementation roadmap and timeline

4. Business Case & Final Presentation – 5 days

- Detailed cost calculation covering software, hardware, and required resources
- Joint evaluation of operational impact and financial benefits
- Business case calculation
- Final presentation of results to Knorr-Bremse stakeholders