

MEPNN Supplier Scouting Opportunity Synopsis

Section 1: General Information

Scouting Number	2024-296
Item to be Scouted	Refrigeration Engineering
Days to be scouted	60
Response Due By	11/17/2024
Description	Rockhopper is looking to build its first integrated prototype of their innovative commercial ice machine. The machine will be leveraged by restaurants to allow end consumers to choose the type of ice they want with their beverage. The first machine offers 4 types of ice: cube, nugget, flake, and a proprietary "3D ice". Rockhopper is seeking expertise in refrigeration engineering (having worked on/with ice makers is a plus). From creating the specifications/requirements of the Experience with traditional waterfall and/or auger ice makers is also a plus.
Notify Requester Immediately	
State item to be used in	Ohio

Section 2: Technical Information

Type of supplier being sought	Manufacturer
Reason	New product startup
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Rockhopper is seeking a partner who can help them build the first integrated prototype. Scaled manufacturing capabilities are a plus as there is already customer demand. Manufacturing a commercial ice machine (appliance) typically involves many capabilities: mechanical, electrical, refrigeration, controls, etc.; however, for the first integrated prototype Rockhopper is focused on building their multi-ice making head unit. This head unit will require sourcing the right components and assembling. Additionally, custom mechanical fabrication will be required to achieve the innovation Rockhopper has designed. Light system controls Programmable Logic Controllers (PLCs) will also be required.
Provide dimensions / size / tolerances / performance specifications for the item	The current head unit Rockhopper has designed is 40" x 29" x 24" and is capable of producing about 500 lbs. of ice per day. However, that is subject to change. Rockhopper is not as concerned about the specs of the machine at this point as they are with proving the capability of the innovation designed. This is a "works like" prototype that Rockhopper is seeking a partner to help them develop in the next phase. Subsequently, Rockhopper would be looking to line up additional phases of work for the "looks like, works like" machine, and the "looks like, works like, built like" machine.
List required materials needed to make the product, including materials of product components	Rockhopper will share a BOM with interested partners. Note: the BOM (Bill of Materials) does not have specific part requirements (i.e. part numbers), but rather has the needed part types (i.e. compressor, expansion valves, etc.).
Are there applicable certification requirements?	Yes
Certification(s) required	FDA
Details	The production version of the machine will require the appropriate certifications in the United States for food products. However, the integrated prototype does not need to be certified.
Are there applicable regulations?	Yes
Details	Needs to be compliant with FDA/EPA.

Are there any other standards, requirements, etc.?	No
NAICS 1	312113 Ice manufacturing
NAICS 2	
Additional Technical Comments	

Section 4: Business Information

Estimated potential business volume	Rockhopper has a conservative ramp-up plan which scales from about 2000 units in the first two years to about 40000 units in year ten.
Estimated target price / unit cost information (if unavailable explain)	Rockhopper anticipates that the unit cost for the machine will be less than \$4000.
When is it needed by?	Immediate.
Describe packaging requirements	Packaging for the prototype is not required (pending manufacturing location). Packaging for the production version will require traditional shipping packaging for a commercial appliance.
Where will this item be shipped?	Customer targets are within the United States.

Additional Comments

Is there other information you would like to include?	More detailed information (i.e. scope document, PRD, CAD) will be shared under NDA with interested parties.
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