



# Digital Day

\_powered by Andrade Gutierrez



# REGULATION

Andrade Gutierrez S.A. (“AG”) hereby makes this REGULATION (“regulation”) public and invites all interested parties to register by completing and presenting the registration questionnaire in the terms established herein, whose acceptance is a prerequisite for participation in the DIGITAL DAY Program (“Digital Day Program”).

## **\_DEFINITIONS**

**\_Participating companies:**

Private companies applying to the Digital Day Program.

**\_Examination Board:**

Board formed by ANDRADE GUTIERREZ shareholders and executives, and guests appointed by the company to assess the solutions presented in Stage 6 (development) of the Digital Day event.

**\_Selection Committee:**

Committee formed by ANDRADE GUTIERREZ executives and specialized professionals appointed by AG to select the companies participating in Stage 4 (presentation) of the Digital Day event.

**\_MVP:**

MVP (Minimum Viable Product) – refers to a development solution that can be made available for testing through controlled use or even assessed through market distribution. In this phase, the solution has already been launched in initial pilots and is ready to be analyzed or perfected.

**\_Proposer:**

A startup or company offering a solution targeted by the program.

## **\_PROGRAM OBJECTIVE AND STAGES**

The Digital Day Program aims to place ANDRADE GUTIERREZ in contact with innovative companies that own technological solutions (“solutions”) applicable to the Engineering and Construction sector, with the purpose of establishing partnerships or contracts to apply them in ANDRADE GUTIERREZ projects.

### **\_The Program consists of:**

\_Public call to interested companies

\_Stage 1: Online registration on the Program’s website  
(v) – 08/01 to 08/22;

\_Stage 2: Selecting the best solutions for Stage 3 – 08/23 to 08/29;

\_Stage 3: Refining the information with AG executives – 08/30 to 09/12;

\_Stage 4: Presenting the solution on day of the Digital Day event – 09/12;

\_Stage 5: Assessing the business model’s adherence to the AG Compliance practices and selecting the solutions – 09/14 to 09/27;

\_Stage 6: Developing and piloting the selected solutions – 9/28 onwards.

The program will last 14 months from the date of this publication and may be extended at the sole discretion of ANDRADE GUTIERREZ, which reserves the right to decide whether or not to hire or partner with participating companies.

## \_THE CHALLENGES

Os desafios para o Programa Digital Day estão delimitados em 3 (três) áreas temáticas, para as quais Soluções podem ser apresentadas:

## \_MATERIALS

Enable the use of new materials and ways to produce and manage operations, enhancing managerial performance and application in engineering projects. Main challenges:

A - Critical materials: metallic structure and cables, materials for concrete foundations, labor inputs (meals, PPE, tools, etc.)

B - Sample challenges:

I .How to optimize the delivery and use of factory-assembled wind tower packages in the work fronts.

II .How to optimize the delivery and use of reinforced concrete inputs in foundations to avoid failures and waste.

III .How to optimize logistics to minimize waste in all the stages of the works.

IV .How to use emerging technologies to make worker accommodations and construction site solutions more efficient.

V .How to rationalize the delivery of meals.

B - Sample technologies: high-tech concrete, 3D printing to manufacture small parts on site, RFID to manage supplies, IoT to automate internal logistics.

C - What we do not want: solutions that alter the specifications of cables and structures. Solutions that fail to reduce the total construction costs.

## **\_ENGINEERING AND EXECUTIVE METHODOLOGY:**

Enable the implementation of collaboration tools and digitization processes focused on works management, and incorporate new ways of organizing work and methodologies to carry out engineering projects.

### A - Critical methodologies:

I .i. Transmission lines: foundation, assembly and stringing.

II .Civil works, electrical and electromechanical assembly, and commissioning of substations.

### B - Sample challenges:

I .How to optimize height-related activities like cable stapling.

II .How to rationalize tower crane assembly and cable stringing with puller tensioners.

III .How to optimize soil characterization.

IV .How to rationalize OPGW cable splicing.

V .How to rationalize commissioning inspection and management processes.

VI .How to optimize worker training, especially to perform high risk activities and to operate cranes.

VII .How to achieve greater precision in weather forecasts and minimize the impacts of storms.

VIII .How to optimize plant mapping for species classification.

C - Sample technologies: document and note management applications; digitizing inspection processes through apps; cable stringing with drones; using virtual reality in trainings; applying augmented reality in tower assembly; using sensors in weather forecasting.

D - What we do not want: Applications with generic processes (not customizable) to manage the works. Solutions that fail to reduce the total construction costs.

## **\_EQUIPAMENT**

Enable the deployment of new equipment and technologies that foster a substantial increase in tower assembly and cable stringing productivity. .

A - Critical equipment: puller tensioners, cranes, automatic concrete mixer, transportation equipment.

B - Sample challenges:

I .i.How to structure a system to collect and analyze data in remote locations without telephone or internet access.

ii.How to use information generated by geolocalization equipment to increase productivity.

iii.How to automate a customized rigging plan.

iv.How to optimize the use of tower cranes.  
What new solutions can optimize this activity.

v.How to optimize the relocation of labor and equipment.

C - Sample technologies: predictive maintenance using sensors (IoT); automated equipment regulations control; using analytics to optimize relocations; using autonomous vehicles for transport.

D - What we do not want: Solutions that fail to reduce the total construction costs.

## **\_1-DIGITAL DAY PROGRAM ADMISSIBILITY REQUIREMENTS**

The Digital Day Program is open to all companies that meet the requirements of this Regulation, namely:

1 - Be a private company with at least one solution in MVP version to demonstrate, and entitled to share confidential information; and

2 - Have a dedicated team and at least one representative to participate in the selection, refining and presentation to ANDRADE GUTIERREZ stages during the Digital Day Program.



## \_REGISTRATION

The registration questionnaire must be completed electronically through the online form available at the [www.agdigitalday.com](http://www.agdigitalday.com) hotspot. Registration forms received after this date and time will be automatically disqualified.

Upon registering, participating companies agree to observe the [ANDRADE GUTIERREZ Code of Ethics and Conduct](#) attached to this Regulation unconditionally.

Proposers will receive electronic confirmation that their registration was received. Each proposer may register up to 3 solutions in one same registration.

Once the registration questionnaire is submitted, any information added after the first submission will not be considered.

ANDRADE GUTIERREZ reserves the right to ask proposers to provide additional or new information. Proposers are fully responsible for the accuracy of any information they provide, including but not limited to financial information, intellectual property, patents and software.

Registration is free of charge and the registration period may be extended at the sole discretion of ANDRADE GUTIERREZ.

## **\_ANALYSIS AND JUDGMENT OF THE REGISTRATION**

### 1 - STAGE ONE

In state one proposers will register as defined in Item 5 of this Regulation.

### 2 - STAGE TWO

In stage two the Selection Committee formed by ANDRADE GUTIERREZ executives will analyze the online questionnaires to determine their value generation potential and their apparent ability to deliver the solution.

After analyzing the information presented by the participating companies the Selection Committee will classify the proposals according but not limited to the pre-defined qualification criteria, namely:

- a) Value Generation Potential
- b) Ability to Deliver

Depending on its commercial, operational and strategic interests, ANDRADE GUTIERREZ reserves the right to establish parameters to analyze and select the proposers at its sole discretion.

### 3 STAGE THREE

Stage three will consist of a set of meetings with the Selection Committee and selected expects in which the participating companies will clarify technical implementation aspects and refine the solutions proposed to ANDRADE GUTIERREZ.

This stage will last 2 weeks and may be extended at the sole discretion of ANDRADE GUTIERREZ.

#### 4 - STAGE FOUR

In this stage the companies selected will present their solutions to the Examination Board during the Digital Day event following the schedule defined by ANDRADE GUTIERREZ. Companies must emphasize the expected final solution and how it reflects the challenges set forth in this Regulation. The companies must also present the estimated investment to develop the solution and the project's expected return.

After the above-referred presentation, Andrade Gutierrez may invite selected companies to develop a business partnership. Nothing in this regulation obliges Andrade Gutierrez to contract a participating company. Furthermore, Andrade Gutierrez may desist from moving forth with a contract at any moment at its sole discretion.

- a) Value Generation Potential
- b) Innovation Potential
- c) Ability to Deliver
- d) Applicability in Transmission Lines

#### 5 - STAGE FIVE

After Digital Day, ANDRADE GUTIERREZ will invite the company or companies selected to present a business proposal or develop a partnership, as appropriate. In this stage the companies will be assessed in terms of observance of the ANDRADE GUTIERREZ Compliance practices. Depending on the type of partnership agreed by the parties, ANDRADE GUTIERREZ will draw up a contract to be signed in order to formalize the partnership.

#### 6 - STAGE SIX

At the exclusive discretion of both parties, the selected company or companies may be hired as suppliers or become business partners to apply the chosen solutions in projects developed by ANDRADE GUTIERREZ, provided they meet the ANDRADE GUTIERREZ supplier homologation criteria.

## **\_Financial Resources and Infrastructure**

ANDRADE GUTIERREZ waives all responsibility for any costs related to the participating companies' participation or stay in the Digital Day Program. Each participant will be fully responsible for the costs associated with participating in the program.

Under no circumstances will the Digital Day Program offer cash prizes or subsidies to participating companies.

## **\_CONFIDENTIALITY**

Pursuant to this Regulation and provided the parties sign a confidentiality agreement, “Confidential Information” is understood as any and all information disclosed, transmitted and/or disseminated by any means (oral, written, mechanical, electronic or magnetic), including but not limited to discoveries, ideas, concepts, know-how, techniques, designs, specifications, drawings, copies, diagrams, models, samples, flowcharts, computer programs, disks, tapes, marketing plans, client names and information, and other technical, financial and/or business information supplied by one party to the other party. Such information will be considered secret, confidential, restricted and exclusively owned by the party that transmitted it.

The receiving party is understood to be the one that receives confidential information from the disclosing party, whether the information is owned by that party or by a third party.

The disclosing party is understood to be the party that shares its own confidential information or that of a third party.

The parties undertake to refrain from using the referred information from data, materials, details, documents, technical and commercial specifications for their own benefit or for third parties for any reason at any time, including after the termination of the program.

The parties undertake to return any and all materials and documents, including copies, that have been delivered to them and/or that have been generated by either party under the program.

All confidential information that the parties become aware of by themselves, through their employees or their representatives, through the employees or representatives of their subcontractors, or through any person they appoint to perform services under this program, will be used exclusively for its faithful implementation and will be treated and guaranteed as private and confidential.

Each party expressly acknowledges that such confidential information is and will remain the property of the disclosing party, and that they have not been granted any specific rights, implied or otherwise, copyrights or industrial property rights in relation to this information, and consequently undertakes to refrain from taking any action that might hinder or impede the exercise of such rights, unless specifically stated otherwise in a written contract between the parties.

The parties acknowledge they may not disclose, assign, donate or transfer the information, fully or partially, at any time to any person, without prior express written consent of the other party, except where the confidential information, or part of it, may be disclosed to their employees or professional advisers who need to know it to carry out the program.

In the event that the publication or disclosure of confidential information is required by law or by any supervisory or regulatory body whose requirements the contracting parties and related persons have to obey, the receiving party shall notify the disclosing party in writing and the parties shall together decide

what procedures will be adopted, to the extent permitted by such law or by such rules, so that the disclosing party may take the appropriate judicial measures and/or be exempted from observing the provisions of this Regulation.

The parties undertake not to discuss with third parties, publish, transmit, disseminate, disclose, assign or negotiate under any pretense or in any form, in the Brazilian territory or abroad, with any natural person, legal entity or personalized entity, or otherwise make use of the confidential information for any other purpose not expressly authorized in this Regulation. They furthermore agree to observe the appropriate care and precautions to prevent it from being misused by any person who has had access to it for any reason.

The obligations assumed by the parties are independent of any others incurred in any other confidentiality agreements entered into by the parties and any other parent, subsidiary, and/or affiliate company of the party, as well as any act or fact related to said agreement.

Excluded from this confidentiality agreement is information that:

- (a) Is available to the public through means other than through the parties; and
- (b) is proved to have been known by one or both parties before they had access to the confidential information under the program.

The confidentiality obligations assumed by the parties will remain in force forever, even after the termination or end of the program, for any reason whatsoever.

Failure to observe the provisions of this clause will result in legal sanctions imposed pursuant to civil and criminal law.

## **\_PRIVILEGES OF ANDRADE GUTIERREZ**

ANDRADE GUTIERREZ neither promises nor is obligated to hire services related to the solutions presented by the selected companies.

ANDRADE GUTIERREZ may cancel this Regulation and program in any of its stages according to its commercial, operational and strategic interests at any time and at its sole discretion, without resulting in compensation, penalties or indemnification.

ANDRADE GUTIERREZ reserves the right to establish its own criteria to select the participating companies according to its commercial, operational and strategic interests.

ANDRADE GUTIERREZ reserves the right to settle any omissions or situations not foreseen in this Regulation.

## **\_DISQUALIFICATION AND CANCELLATION**

ANDRADE GUTIERREZ may, at its sole discretion, disqualify any participating company, at any time for any reason, including but not limited to any non-compliance with the conditions defined in this

Regulation or in the confidentiality agreement, as well as for reasons of serious fault or suspicion, such as violations of the [ANDRADE GUTIERREZ Code of Ethics and Conduct](#).



## **\_GENERAL PROVISIONS**

Any other clarifications will be posted in the hot site [www.agdigitalday.com](http://www.agdigitalday.com) and disseminated through a channel identified as “Let’s chat”.

Participating Companies are forbidden to disclose the terms and conditions of this Regulation and program in any of its stages, as well as to use the

image, name, brand and/or logo of ANDRADE GUTIERREZ, any companies of its Organization, any of its premises, employees and/or representatives for any purposes, including but not limited to publicity, without prior express written authorization by ANDRADE GUTIERREZ.

