

1. Section 2.1 : Variable pulse width MOPA is a very specific technical description - may I ask if you are already in contact with a laser marking supplier who has confirmed, via production of samples perhaps, that this type of laser marker is fully fit for purpose?

Yes we have been in contact with another manufacturer who has sent us samples. This requirement may be very specific to them but we will accept options that are equivalent. Yes it is fully fit for our purpose. We are predominantly looking for a laser marking machine that we can use on metals.

2. Section 2.2 : XXXXX can offer 120mm x 120mm as a standard minimum, but also up to 240mm x 240mm as an upgrade to our standard benchtop laser marker.... Is larger marking field a potential benefit to you?

Yes a larger marking field is a potential benefit for us. The figure quoted is a **minimum** requirement.

3. Section 2.5: Laser class rating. Due to the power, wavelength and potential for harm, our laser marker system is rated **Class 1**, which is the correct allocation. Class 2 is not usually associated with laser marking systems.

We don't have the knowledge on industry standards to answer that. But are happy to be led by you. Please put a suitable response in the matrix.

4. Section 7 : Typically we see tender scoring defined within the tender documents. For example, tech specs may score a higher weighting/scoring than the non-tech items like leadtime or warranties. Are you able to give an insight into how you rank/weight/score the tender submissions?

We will compare tenders received on a compliance basis only. The lowest compliant tender will be the preferred supplier.