



Quotation

BPO Nederland bv
Scheepsmakerij 11
2628 AA Delft

City : Zegveld
Date : 19-05-2020
Concerns : 200514 5105_Cartridge_packaging_th
Our reference : Q00548

Promatrix B.V.
Nijverheidsbuurt 13c
3474 LA Zegveld
Netherlands
Phone 0348 (10)(2e)
E-mail (10)(2e)@promatrix.nl
Website www.promatrix.nl
VAT NL001387406B01
CoC 30088605
IBAN N (10)(2e)

Dear Mr. (10)(2e) (10)(2e)

Thank you for your request, hereby you receive our quotation:

Article no. Client article no. Description	Qty.	Unit	Unit price	Total amount
A701463 200514 5105 Processing-Cartridge	50.000	Pcs	6,45	322.500,00

The productprice is based on the BPO document; 200514 5105_Cartridge_packaging_th and a minimum of 50.000 parts.

The productprice is put together from a view elements:

- The production of the part is € 4,00 for each part. This is based on the cycle time of the machine, 1,5 person needed during the production (for the handling, quality control, packaging etc.), the material, packaging and labelling material.
- We also add a surcharge of € 1,25 on each part for the mould costs. We quoted the mould for € 45.000,- but the real costs are around € 100.000,- and still counting. We add € 1,25 on each part for the additional mould costs.
- We also need to add a surcharge for making the cleanroom and automation of the production area. We suspect the costs are around € 60.000,-. For 50.000 parts this means € 1,20 for each part.

At this moment we think the cleanroom with production area will contains a robot that pick the product from the machine. We will have to make some adjustments to the machine and the current robot. The robot will pick the part from the machine, put the part in a leak tester and place it in a buffer zone. A employee will take the part and weight the part and add a label. After the production of 3 correct parts place them in a bag and place the bag in a box.

Total : € 322.500,00
Lead time : 4 to 6 weeks
Delivery condition : EXW (Ex Works)
Payment condition : Payment within 30 days after invoice date
Payment terms : Based on delivery

We trust to have informed you sufficiently and will execute the order with care.



Quotation

Kind regards,
Promatrix B.V.

(10)(2e) (10)(2e)