



Otto Künnecke

Ideas create solutions

Quotation for a Desktop Laser Engraving – DPS-SMART

for

Republic of Moldova



Otto Künnecke GmbH • Postfach 15 62 • D- 37595 Holzminden

Public Institution "Public Services Agency"
Chişinău
Republic of Moldova

Otto Künnecke GmbH
Bülte 1 • D-37603 Holzminden
Postf. (P.O. Box) 15 62 • D-37595 Holzminden

Tel.: +49 (0) 55 31 / 93 00 0
Fax: +49 (0) 55 31 / 93 00 903

Internet: www.kuennecke.com
E-mail: sales@kuennecke.com

Our file

Moldova_33230049.1_DPS-SMART

Date

10. February 2024

Your enquiry – Desktop Laser Engraving Machine

Our Project Number 33230049.1 (Please use this number in any related correspondence)

Quotation for a Desktop Laser Engraving Machine – DPS-SMART Card

Dear Sirs,

We refer to your inquiry and thank you for your interest in our product range of secure card and passport processing systems. We are sending you on the following pages our **quotation** for

Otto Künnecke DPS-SMART - Desktop Laser Engraving Personalisation Machine for ID

Otto Künnecke offers a range of Secure Card and Passport desktop Laser Engraving Personalisation Systems, Passport Desktop Laminators and secure mailing systems. Our DPS Laser Engraving Personalisation solutions cover all personalisation needs with their options and different productivities.

We hope that our quotation fulfils your requirements and would be very happy to receive your order.

Please do not hesitate to contact me if you have any questions. The Künnecke Sales Team would be delighted to assist you with any further advice you may need.

Kind regards,

Otto Künnecke GmbH

Lindsay Orr
- Vice President Sales Europe -

Otto Künnecke GmbH
Amtsgericht Hildesheim • HRB 111000
USt-Ident-Nr.: DE 313 230 018
Geschäftsführer / Managing Director:
Carl-Otto Künnecke

VerbundVolksbank OWL eG
BLZ 472 601 21
swiftcode: DGPBDE3M
Konto-Nr.: 2053 4000 00
IBAN: DE87 4726 0121 2053 4000 00

VR Bank in Südniedersachsen eG
BLZ 260 624 33
swiftcode: GENO DE F1 DRA
Konto-Nr. : 8008906
IBAN: DE90 2606 2433 0008 0089 06

Persönlich haftender Gesellschafter / Partner liable to unlimited extent:

Künnecke Verwaltungsgesellschaft mbH & Co. Holding KG, Holzminden • Amtsgericht Hildesheim • HRA 110472 • Ust-Ident-Nr.: DE 206 032 899
(Umsatzsteuerlicher Organträger der Firmengruppe Künnecke • Finanzamt Holzminden • Steuer-Nr.: 31 / 201/ 01682)

Ein Unternehmen der Otto Künnecke-Gruppe Holzminden • A Company of the Otto Künnecke Group Holzminden



Otto Künnecke

Ideas create solutions

page **3** of **13**/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

1 Contents

1	Contents	3
2	Benefits of Otto Kuennecke solutions:	4
3	General description of the DPS-SMART:	5
3.1	Customer's requirements	5
3.2	Selected Machine	5
3.3	General Description	5
3.4	Features of the DPS-SMART	6
3.5	Technical data:	7
3.6	Software and Integration	7
3.6.1	DIALok System Control	7
4	Description of the quoted system configuration:	8
4.1	Layout of the quoted machine configuration – DPS-SMART C – Card	8
5	General	9
5.1	Design Changes	9
5.2	Documentation	9
5.3	Guards and safety covers	9
5.4	General Comments	9
6	Service	10
6.1	Spare Parts	10
6.2	Delivery and Packaging	10
6.3	Installation	10
6.4	Training	10
6.5	Support	10
7	Price overview	12
8	Delivery Time	13
8.1	Delivery Time	13
8.2	Test Material	13
9	Commercial Terms	13
9.1	Payment Conditions	13
9.2	Validity of Quotation	13
9.3	Extension of Deadlines	13
9.4	Reservation of Ownership	13
9.5	Warranty	13



page 4 of 13/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

2 Benefits of Otto Kuennecke solutions:

Industrial design – you can run our equipment 24 hours a day, 7 days a week. You are not limited on throughput. During busy periods, you can run the machine around the clock if necessary. The machine does not need to “rest” after several hours of production, unlike some office-design machines which can overheat. All our equipment is industrially designed.

Support, service and training – we have a team of specialists who are available to support your team over the telephone and we have a team of engineers who are available to travel to site when necessary to perform maintenance or help with any problems. Our training enables even an inexperienced operator to carry out basic service tasks and the vast majority of issues can be solved over the telephone. Our warehouse in Holzminden stocks thousands of parts which can be dispatched same day to enable you to carry out your own maintenance and repairs.

Upgradeability – our machine hardware and software are fully upgradeable. Plug-n-play modular Solutions can be easily updated introducing new modules, field upgrades or factory upgrades are possible on all systems. Our machines will always be “fit for the future”.

Security and Flexibility – all our DPS Laser Engraving Personalisation solutions support the industry standard security features: CLI, Tactile Effects, MLI, Micro-text. A wide range of Laser sources can be installed on the machines to reach the best quality and speed combination for every project.

Software Integration – our DPS systems have a Software Development Kit based on Microsoft .NET which allows a simple and fast integration of the machines in any software issuing platform. Software integration training are available to further facilitate the machines adoption and improve the integration process.



Otto Künnecke

Ideas create solutions

page 5 of 13 / Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

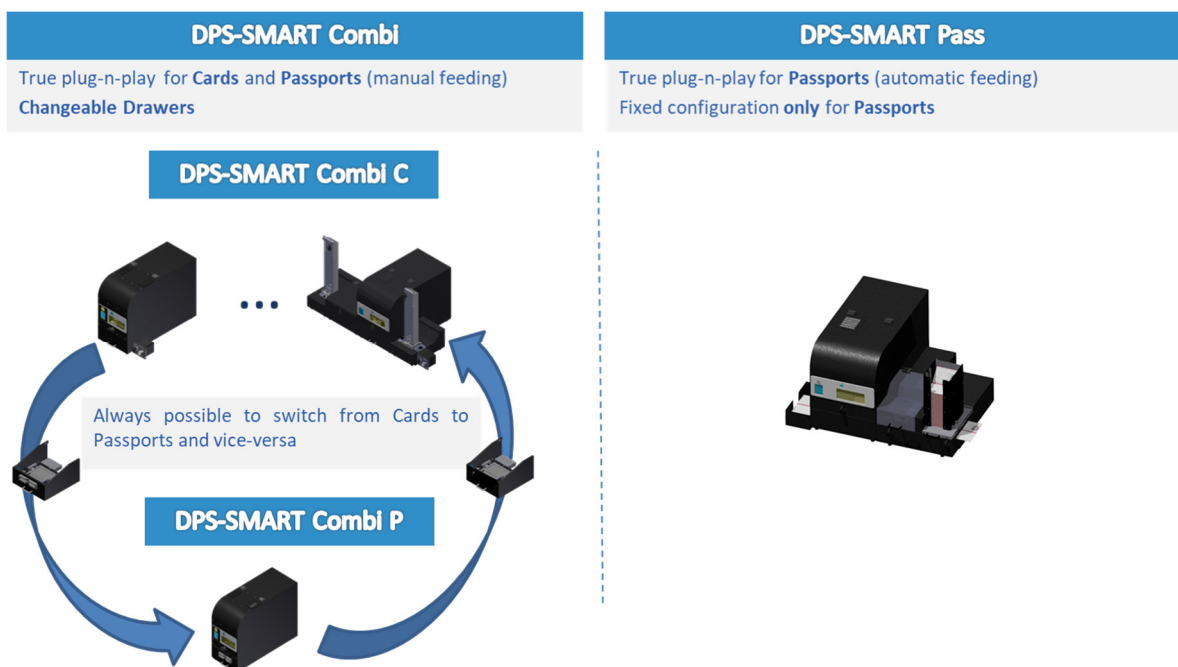
3 General description of the DPS-SMART:

3.1 Customer's requirements

Desktop laser personalization system for standard grey-scale application.

3.2 Selected Machine

The DPS-SMART is a Desktop Laser Engraving Personalisation system with a true and unique Plug-n-Play modular design. Capable of handling the personalization of cards and passports, it is the perfect personalization machine for any financial or ID project.



3.3 General Description

The DPS - SMART is a true Plug-n-Play Modular Laser personalisation solution for cards and passports.

The DPS – SMART can be installed with multiple laser sources with different technologies: DPSS, Fiber Laser, special sources to mark on plastic materials. Different versions are available to address card and passport project needs.

With a card transport speed up to 800 cards/h, the DPS – SMART combines the dimensions of a desktop machine with the performance of central issuing machine.



page 6 of 13 / Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

The true Plug-n-Play Modularity allows a scalable approach to the personalisation with investment optimisation.

Available modules:

- Automatic Card Input Stacker
- Encoder Module (Magnetic Stripe + Contact Chip + RFID)
- Laser Module
- Card Transport Module (Module C)
- Passport feeding Module (Module P)
- Automatic Card Output Stacker

Advanced security features are supported like: micro-text, tactile effect, CLI and MLI. The standard configuration includes a card turning station for the automatic marking of both card sides and automatic CLI marking. MLI marking is also supported as a factory option. The lenticular windows can be located in any position of the card without limitations.

The DPS - SMART is a robust, scalable and extremely flexible card and passport personalisation system which answers the needs of ID Cards, Driving Licenses, Health cards, Resident permits, Voter Cards, Passports, Debit or Prepaid Cards, ATM Cards, Metal Payment Cards, Public Transport Cards, University or Corporate ID cards, Loyalty and Petrol Cards.

3.4 Features of the DPS-SMART

GENERAL FEATURES

- Supported form factors: ID1
- Standard resolution: 600 dpi
- Laser type: 6, 10, 30W DPSS, 20W, 30W fiber laser sources
- Card Transport speed: up to 800c/h
- Power Supply: 110/220 V AC

MATERIAL SPECIFICATIONS

- Polycarbonate

MARKING FEATURES

- Engraving Security features: SLI, CLI, MLI, Tactile, Micro-text
- Offset alignment

OPTIONS

- Vision System
- MLI module
- Barcode Reading
- Fume Extraction system



Otto Künnecke

Ideas create solutions

page 7 of 13/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

3.5 Technical data:

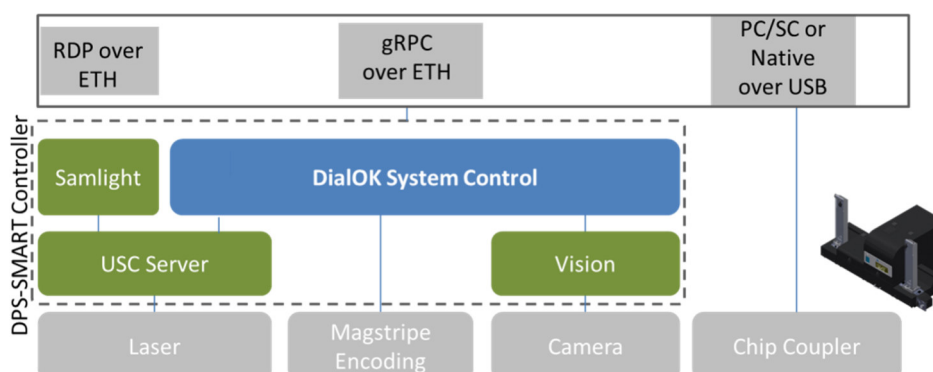
Card transport Speed:	up to 800 cards/h
Accuracy:	Card placement tolerance is +/- 0.5 mm
Card Thickness:	0.5 – 0.84 mm
Dimensions (approx.):	Laser Module: 366x662x512 mm Output and Reject Box: 105x125x99
Electrical requirements:	110/220 V AC 50/60 Hz
Optimal environmental conditions:	20 to 25°C room temperature 60 % relative humidity
PC control system requirements:	OS: Microsoft Windows OS (10 or higher) RAM: Minimum 8 GB 1 Ethernet port available Minimum 2 USB ports available

3.6 Software and Integration

DIALok Personalisation Suite is the software offered with different level of software layers and applications.

3.6.1 DIALok System Control

Part of the DPS is the DIALok System Control which is a server application installed on the machine controller that allows the development of HMI interfaces integrating the machine using gRPC technology.



A DSC license is included in the machine price as well as the software necessary to create the laser engraving layout (on the standard machine, this is Samlight).



Otto Künnecke

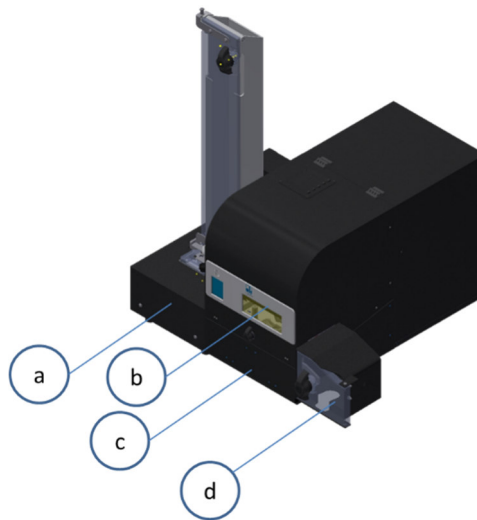
Ideas create solutions

page 8 of 13/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

4 Description of the quoted system configuration:

4.1 Layout of the quoted machine configuration – DPS-SMART C – Card

The quoted machine consists of the following main components:



a. Automatic Card Input Feeder (Ref. 1)

Automatic Card Feeder with a card storage capacity up to 500 cards.

The magazine is removable for an easy card handling process. It is also possible to load new cards while the machine is running.

b. Module C - Card transport Module

The module integrates a card flip/over supporting dual side card marking, CLI. The module is equipped with the following:

c. Feature main module:

- Laser Engraving

Equipped with Ytterbium pulsed fiber laser source IPG including AOM module with 20W Power @1064 nm. Pulse repetition rate: 2 – 500KHz, pulse width 80 – 120 ns. Air Cooled with thermostatic fan.

d. Card output box

Output box with a capacity of 30 cards



page 9 of 13/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

5 General

5.1 Design Changes

We reserve the right to carry out technical changes or modifications which diverge from the enclosed technical description, as far as this is required during order handling. If serious changes appear through the above-mentioned modifications, which affect the system dimensions, process of material or similar, the modifications will only be made after agreement with the customer. If the modifications result in a necessary surcharge or additional costs, the modifications will only be carried out after agreement with the customer. For options or unit prices which are not separately listed, our below-listed terms of delivery and payment or our current service rates are valid.

5.2 Documentation

The offer includes the operating-, help menu and documentation in English language. Our documentation describes in detail how to operate and maintain our machines. The documentation supplied is in conformity with our standards and is written in English. The instructions contained therein should be followed precisely during commissioning and operation of the machines, particularly with respect to any safety equipment.

5.3 Guards and safety covers

- The metal guards are powder coated with a scratch-resistant finish.
- The modular construction permits easy removal of every part during maintenance.
- The safety covers are fitted with interlock contacts which interrupt production as soon as a guard or cover is opened.

5.4 General Comments

The performance of the machine depends on the quality of the material, the artwork and the environment



page **10** of **13**/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

6 **Service**

From the delivery of the machine to decades of satisfying production, the Otto Künnecke Service team will be always on your side. With our training and maintenance concepts, support and our fast response time worldwide, we offer you the best service for smooth and continuous production with Otto Künnecke machines. Our OEM spare parts and consumables are your key to successful business and satisfied customers.

6.1 Spare Parts

We recommend keeping a spare and wearing parts package on each site for the most critical parts of the system. During warranty, the spare parts will be exchanged free of charge. Wearing parts are not included in the warranty.

6.2 Delivery and Packaging

We have different delivery options: direct delivery by road, air freight and sea freight. We have different packaging options which are appropriate for the delivery method.

6.3 Installation

Installation incl. 3 days operator training
(Please note that the installation cannot be done without a supply of power)

6.4 Training

We offer **additional** training options for operators or service engineers:

- Operator training (1 day)
 - includes hard- and software training, maintenance aspects and error handling
 - contract with Otto Künnecke for annual training possible
- Service engineer training (1 day)
 - basic training or refreshment / advanced training
 - hard- or software training
 - training for specific modules (camera, print, folding etc.)
 - contract with Otto Künnecke for annual training possible
- Web training
 - IT supervision or software training
 - maintenance or upgrades
 - specific topics

6.5 Support

We have different support options:

- Online support
 - response time: 1 working day



Otto Künnecke

Ideas create solutions

page **11** of **13**/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

- Telephone support
 - 15 minutes free of charge
 - only possible during our business hours (German time)
- Onsite support
 - if the issue cannot be solved by remote access or telephone support, a Otto Künnecke Service Engineer will be send
 -
- Emergency support contract
 - 24 – 36 hours access for service engineer till final location



page 12 of 13/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

7 Price overview

DPS-SMART C – ID Card Configuration

Machine configuration as described above in Point 4.1

5 systems laser engraving units

EUR 695.100,--

The price for the quoted DPS-SMART card Laser Engraving Personalisation system according to the configuration described in Point 4.1.

- 5 pcs laser engraving units with CLI/MLI, card flip, chip encoding station
- Throughput about 120 cards (based on layout)
- Integration into third party data management platform
- 5 pcs working desks
- Systems according to specification

Services:

Packaging per module for direct delivery (price per system)	EUR	Included
Shipment to Moldova	EUR	Included
FAT	EUR	included
SAT	EUR	included
Recommended spare parts kit per machine (DPS- SMART Card) (price per system)	EUR	included

The pricing for possible options is only valid at time of complete installation of the system. Afterwards assembly and installation expenses in your factory will be invoiced separately on real costs plus our, at that time current, service rates.

The above-mentioned prices are to be understood **without taxes and duty**. The system will be delivered DDU (delivered duty unpaid). The customer is responsible for paying any import duties and taxes. The customer is also responsible for appointing a broker to handle customs clearance and for the payment of any brokerage or clearance fees.



page **13** of **13**/ Project No. 33230049.1 for Republic of Moldova
Quotation for an Otto Kuennecke DPS-SMART – 2024-02-10

8 **Delivery Time**

8.1 Delivery Time

The delivery time is approximately 24 weeks after receipt of confirmed order and deposit payment and depends upon the confirmation of all technical details, as well as on the receipt of the testing material at least 4 to 6 weeks before the date of factory approval. For each day delay of the testing material, the delivery time for the machine will extend by one day.

8.2 Test Material

To ensure smooth installation and commissioning of the machine with correct functions of all mechanical and electrical components, we need sufficient testing material. We require approx. 500 cards. This measure will ensure that production can start directly after installation of your machine.

Note:

As stated above, if test material arrives late, the lead time will be affected.

9 **Commercial Terms**

The basis for this offer are the general terms of business as valid for machinery division, tool division, precision mechanics, turning lathe works and are available on request. The place of the jurisdiction is Holzminden. German law is agreed upon.

9.1 Payment Conditions

On placement of order the payment shall be due as follows:

50 % after confirmed order by direct payment

40 % after factory approval, before shipment, by direct payment

10% after SAT (not later than 30 days after shipment)

9.2 Validity of Quotation

30 days

9.3 Extension of Deadlines

Deadlines to be observed by us shall be extended by a reasonable period, if, after signing of the contract, changes are agreed upon which effect the required production period. Similarly, the deadlines shall be extended by a reasonable period if delays occur as a result of industrial disputes or because of unforeseeable obstacles beyond our control.

9.4 Reservation of Ownership

The goods shall remain the property of Otto Künnecke until the time by which the amounts owed under this contract have been paid in full.

9.5 Warranty

Our guarantee on the machine is limited to 36 months for work in 1 shift (laser source 100,000 hours). The warranty starts with the approval of the machine by the customer. Warranty is only for moving parts like bearings, motors, material faults and electronic parts. Maintenance and consumable parts are billed separately during the guarantee period.