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UK first - instant, on-line laser cutting quotes



Responding fast to a new business enquiry is important for all manufacturers, especially now. And with its latest service the laser cutting specialist Microkerf will prove itself a powerful ally in helping its customers turn around production quotes at maximum

speed and with the utmost efficiency.

Microkerf is introducing an innovative and instant, online quoting and ordering service for its laser cut parts. Laserquote is the first in the UK and one of only a very few worldwide. "We've taken a leaf out of EasyJet's book," explained Director David Gattward. "No longer do our customers have to wait for a quotation, they get it immediately. And if they want to know how the price will be affected by doubling the quantity, the answer is only a few keystrokes away."

Laserquote is a 24/7 service. Once registered, the customer simply logs on and can upload a two-dimensional DXF drawing; the system can also accommodate multiple drawings. Next the user is invited to select the material and input details of other characteristics of the part or parts.

The system then automatically calculates the best nesting arrangement for optimum sheet utilisation and the appropriate cutting time. Quantity is the next question and from here the system calculates a cycle time and a nest for each part. These factors then enable a price to be automatically generated – it's that simple. And if the price is right, the order can be placed online with most jobs being completed and delivered in a matter of days.

Microkerf is now seeking ten manufacturers that are prepared to see Laserquote through its software launch in July 2009. To thank them for their feedback these beta test companies will be rewarded with discounted laser cutting prices.

David Gattward concludes, "We are very enthusiastic about this new service. It will not only help us streamline our costs so that we remain even more cost competitive but also give our customers a commercial edge too."

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