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Writing an RFQ That Delivers the Right Product at the Right Price

Tuesday, November 06, 2018 1:00 PM - 2:00 PM EST

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Presented by



About This Webinar

Developing a clear, comprehensive request for quote (RFQ) is critical to the successful completion of any custom optics project. An RFQ that clearly communicates your business priorities in the areas of pricing, performance, and service will enable custom optics providers like IRD Glass to provide you with a faster, more accurate quote for your project, and ultimately deliver a product and/or service that meets your high expectations.

This webinar will guide you through the process of writing an effective RFQ, including all the information needed for the vendor to provide you with a comprehensive quote on your custom component. Presenter Michelle deCastro will discuss the items to cover in your RFQ, including:

- Application.
- Product type.
- Volume potential and schedule.
- Material type.
- Dimensions.
- Surface quality.
- Coatings.
- Assembly, cleaning, and packaging.

DeCastro will answer all your questions about RFQ development and offer suggestions that could make the process go more smoothly and result in an RFQ that addresses your requirements in the areas of both quality and cost.

About the presenter:

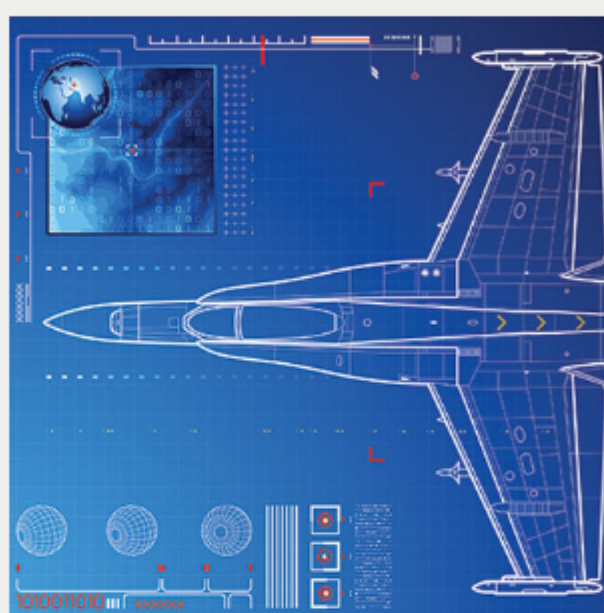
Michelle deCastro is the national sales manager for IRD Glass. She received a master of science degree in glass science from Alfred University and a bachelor of science degree in optical engineering from the University of Rochester. She also has a bachelor of arts degree in Japanese studies from the University of Rochester. Before joining IRD Glass, deCastro held positions at SCHOTT as a sales manager and an applications engineer.

Who should attend:

Optical designers, optical engineers, purchasing managers, R&D, and all others involved in optics design, development, purchasing, and manufacturing. The information will be pertinent to anyone who is involved in developing specs and/or purchasing materials for a range of industries, including defense, aerospace, and medical manufacturing, and for a range of applications, including sensors and process control.

About IRD Glass:

For over three decades, IRD Glass has partnered with leading industries around the globe to provide custom glass and ceramic components for precision optics manufacturers. The company's cell-based manufacturing approach ensures that each customer is provided with a dedicated staff, dedicated equipment, and dedicated floor space at the company's manufacturing facility.



Mark Your Calendar

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Required: Windows® 10, 8, 7, Vista, XP or 2003 Server

Mac® -based attendees

Required: Mac OS® X 10.6 or newer

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Required: iPhone®, iPad®, Android™ phone or tablet, Windows 8 or Windows Phone 8

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