Dear Tenneco, India Team,

Based on our discussions, please find below an offer for the ZEISS Calotte Grinding Workflow in ZEN Core.

The total price for the software module is 10,000 Euros.

Please don’t hesitate to contact us in case of any questions.

Best Regards,

Dr. Manoj Mathew

# Offer for custom solutions

**Overview**

Tenneco, India acquires microscopy images to inspect and analyze automotive products like coatings, films, and surfaces. They are interested to determine the wear resistance of films and surfaces using Calotte grinding process. In this process, a ball (usually steel) of a precisely measured diameter is wetted with abrasive fluid and then rotated against the specimen, grinding a calotte (spherical segment) in the surface. The wear coefficient can then be calculated from the calotte volume (vs time).

**Description of Software Workflow:**

**Software Workflow [****ZEISS Calotte Grinding Workflow]**

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ZEISS microscopy can use images of surfaces which underwent Calotte grinding to measure coating/film thickness if the calotte is ground entirely through the coating layer(s) of interest. ZEISS Calotte Grinding Workflow helps to streamline this process using the following steps:

1. **Customize** Zen Core Layer Thickness module using specialized algorithms
2. **Allow manual fine-tuning** that ensures accuracy in finding layer thickness measurements.
3. **Allow for lean reporting** and only includes information of interest.
4. Present results in a **custom ZEN Core Report.**

**Pricing Information**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Sl. No: | Description | Catalog Number | Unit Price (Euro) | Unit Nos |  | Total Price (Euros) |
| 1 | ZEISS Calotte Grinding Workflow | 410190-0105-010 | 10,000 | 1 |  | **10,000** |
|  | Total |  |  |  |  | **10,000** |

This offer is valid until the xxxxx.

We hope this offer corresponds to your requirements.

Carl Zeiss Microscopy GmbH