REVIEW DRAFT · NOT AN APPROVED QUOTATION OR CONTRACTING STANDARD

YAOLASER / BUYER TOOL

Early-Stage Battery Module & PACK Line RFQ Input Workbook

A controlled way to start supplier conversations before every product drawing is final.

Document	YAO-BT-001 · Review Draft
Use	Buyer preparation and supplier conversation; not a quotation, specification, or contract
Routes	YaoLaser routing · Huiyao Laser equipment/lines · BatteryPackLine battery products

What this workbook is for

Use this file to separate confirmed inputs, temporary assumptions, open decisions, and items that block a reliable commitment. It supports early buyer preparation and route selection. It does not release a design or approve price, delivery, throughput, quality, or acceptance terms.

Do not enter zero when information is unknown

Leave the field blank or mark it Open. Name the owner, the evidence needed, and the decision affected. A blank or open item is clearer than an unmarked guess.

Who should use it

- Procurement teams preparing a first battery module or PACK line inquiry.
- Engineering teams assembling a common input set for supplier review.
- Project owners deciding whether the next output should be a concept budget, technical proposal, or controlled contract baseline.

Company and routing boundary

YaoLaser is a buyer-routing and resource layer. Equipment and production-line inquiries route to Huiyao Laser; cells, packs, and ESS product inquiries route to BatteryPackLine.

Huiyao Laser Technology (Luoyang) Co., Ltd. · Factory 2, Langxu Industrial Park, 988 Guanlin Road, Luoyang, Henan, China

HOW TO USE THE WORKBOOK

Five steps

Step	Action	Result
1	Name the decision	State whether the request supports internal budgeting, solution comparison, or a controlled delivery baseline.
2	Record the best available inputs	Use the latest controlled drawing, note, datasheet, layout, or written requirement. Keep the revision visible.
3	Label maturity	Mark each item Confirmed, Assumption, Open, or Commitment Blocker.
4	Assign closure	Name the buyer, supplier, joint team, or third party that must provide the next evidence.
5	Route the request	Send equipment and production-line scope to Huiyao Laser, battery-product scope to BatteryPackLine, or mixed scope to YaoLaser routing.

Proposed quotation-maturity framework

Stage	What it can support	What it does not establish
Concept Budget	Feasibility discussion, broad scope, option direction, and visible assumptions.	Released tooling, validated process, guaranteed output, fixed price, or confirmed delivery.
Technical Proposal	Solution architecture, exclusions, interfaces, validation work, and controlled open items.	A final commitment where product, tests, interfaces, site conditions, or acceptance remain unresolved.
Contract Baseline	A controlled delivery obligation with governing revisions, responsibilities, acceptance, and change control.	Automatic closure of unnamed exceptions or later product changes.

Review boundary

These three labels are a proposed planning framework. Engineering, sales, and commercial owners must approve the terminology and public use before publication.

Input status labels

Label	Use it when
Confirmed	The input has a named source and current revision accepted for this review.
Assumption	A temporary basis is required to continue; the owner and consequence of change are visible.
Open	No working basis has been agreed.
Commitment Blocker	The unknown can materially change equipment quantity, tooling, process, tests, site work, price, delivery, or acceptance.

WORKED EXAMPLE · FICTIONAL · NO CUSTOMER DATA

Example project basis

Field	Example entry	Status	Evidence / owner
Decision needed	Compare broad line scope options for an internal concept review.	Confirmed	Buyer project note / buyer owner
Current stage	Concept Budget only.	Confirmed	Internal review decision
Product family	Prismatic-cell ESS module and PACK family; example only.	Assumption	Product definition owner to confirm
Drawing maturity	Concept arrangement available; controlled 2D/3D revisions not released.	Open	Buyer engineering
Destination	Destination country confirmed in the buyer file; site details withheld in this example.	Confirmed	Buyer project file

Example product and output inputs

Input	Example entry	Status	Impact if unresolved
Cell model and supplier	Chemistry and form factor stated; exact model and approved supplier list open.	Open	Tooling, handling, inspection, and changeover basis remain conditional.
Module / PACK arrangement	Concept stack and enclosure approach shown; controlled dimensions open.	Assumption	Station access, fixtures, and process sequence may change.
Variant matrix	One initial family expected; future variants not defined.	Open	Changeover concept and common tooling cannot be confirmed.
Output basis	No target entered in this example. Buyer must provide units, shifts, operating time, and planned losses.	Commitment Blocker	Station count, buffers, and line balance cannot support a reliable commitment.

Example process and test boundary

Topic	Example entry	Status	Next evidence
Line boundary	Buyer intends to discuss cell receipt through final PACK test; exact included stations open.	Assumption	Draft process flow with included / excluded stations
Joining processes	Joining locations identified conceptually; materials, geometry, and validation route open.	Open	Controlled joint drawings and sample plan
Testing	Test categories listed; methods, limits, instruments, data, and decision ownership open.	Commitment Blocker	Test and acceptance specification
Traceability	Unit genealogy required; fields, retention, interfaces, and export format open.	Open	Data-field and interface list

WORKED EXAMPLE · FICTIONAL · NO CUSTOMER DATA

Example site, interface, and acceptance inputs

Topic	Example entry	Status	Decision affected
Layout and logistics	Building area exists; approved equipment zone, access route, and material flow open.	Open	Line shape, installation method, and material handling
Utilities	Buyer will provide measured site capacities and local plant standards.	Commitment Blocker	Equipment interfaces and site work
Controls and MES	MES connection expected; owner, protocol, data fields, security, and offline behavior open.	Open	Controls, software, commissioning, and acceptance
Third-party equipment	Buyer-supplied tester may be required; interface and acceptance responsibility open.	Commitment Blocker	Electrical, controls, data, schedule, and pass/fail ownership
Samples and trials	Production-intent samples are not yet scheduled.	Open	Process development, fixture review, and proposal maturity
FAT / SAT	Buyer wants a written acceptance route; product, run conditions, evidence, witnesses, and deviations open.	Commitment Blocker	Commercial baseline and delivery release

Example stage decision

Proceed only as Concept Budget

The example can support a broad scope conversation if all assumptions are visible. It cannot support a dependable technical or commercial commitment until the output basis, controlled product data, process/test boundary, site utilities, interface ownership, samples, and acceptance route are defined.

Example handoff package

- Current concept drawing or product note with revision and open areas marked.
- Draft process flow with included, excluded, optional, and buyer-supplied items.
- Output and shift basis, even if marked provisional.
- Assumption and open-item register with owners and decision impact.
- Named next review: concept budget, technical proposal, or contract-baseline preparation.

BLANK TEMPLATE · COMPLETE OR MARK OPEN

A. Project basis and product scope

Field	Buyer entry	Status	Source / revision / owner
Project or internal reference		Open / Assumption / Confirmed	
Decision this request must support		Open / Assumption / Confirmed	
Requested quotation maturity		Open / Assumption / Confirmed	
Destination country and site		Open / Assumption / Confirmed	
Product family and application		Open / Assumption / Confirmed	
Cell chemistry, format, model, supplier status		Open / Assumption / Confirmed	
Module arrangement		Open / Assumption / Confirmed	
PACK arrangement		Open / Assumption / Confirmed	
SKU and variant matrix		Open / Assumption / Confirmed	
Current drawing / model / specification revisions		Open / Assumption / Confirmed	
Items expected to change		Open / Assumption / Confirmed	

Required attachment check

Attachment	Available?	Revision / file name	Open action
Product drawing or dimensional envelope			
Cell datasheet / controlled cell specification			
Module and PACK concept			
Variant list			
Target-country requirements supplied by buyer			

BLANK TEMPLATE · COMPLETE OR MARK OPEN

B. Capacity, shifts, process, and tests

Field	Buyer entry	Status	Source / revision / owner
Target output and unit of measure		Open / Assumption / Confirmed	
Shift pattern and planned operating time		Open / Assumption / Confirmed	
Breaks, changeovers, and planned losses		Open / Assumption / Confirmed	
Pilot, semi-automatic, or integrated-line intent		Open / Assumption / Confirmed	
Preliminary process flow		Open / Assumption / Confirmed	
Included stations		Open / Assumption / Confirmed	
Excluded stations		Open / Assumption / Confirmed	
Optional or future stations		Open / Assumption / Confirmed	
Buyer-supplied equipment or process		Open / Assumption / Confirmed	
Joining processes and materials		Open / Assumption / Confirmed	
Inspection and test categories		Open / Assumption / Confirmed	
Test methods, limits, instruments, and decision owner		Open / Assumption / Confirmed	
NG, rework, retest, and hold route		Open / Assumption / Confirmed	
Traceability fields, retention, and report format		Open / Assumption / Confirmed	

Output basis check

State the unit, product mix, shifts, operating time, changeovers, and planned losses. A standalone speed target does not define a line-capacity commitment.

BLANK TEMPLATE · COMPLETE OR MARK OPEN

C. Factory, utilities, automation, and interfaces

Field	Buyer entry	Status	Source / revision / owner
Available equipment area and approved layout zone		Open / Assumption / Confirmed	
Material flow, access, lifting, and storage constraints		Open / Assumption / Confirmed	
Floor, clearance, environment, and local site rules		Open / Assumption / Confirmed	
Electrical supply and isolation basis		Open / Assumption / Confirmed	
Compressed air and process gases		Open / Assumption / Confirmed	
Extraction, ventilation, cooling, and drainage		Open / Assumption / Confirmed	
Network, cybersecurity, accounts, and time synchronization		Open / Assumption / Confirmed	
Manual and automatic operation boundary		Open / Assumption / Confirmed	
Conveyors, AGV/RGV, AS/RS, or logistics interfaces		Open / Assumption / Confirmed	
PLC, HMI, robot, vision, and control preferences		Open / Assumption / Confirmed	
MES / ERP / tester protocols and data fields		Open / Assumption / Confirmed	
Upstream and downstream equipment handoff		Open / Assumption / Confirmed	
Third-party equipment and interface owner		Open / Assumption / Confirmed	
Offline behavior, backup, recovery, and access ownership		Open / Assumption / Confirmed	

BLANK TEMPLATE · COMPLETE OR MARK OPEN

D. Acceptance, delivery, and commitment blockers

Field	Buyer entry	Status	Source / revision / owner
Sample availability and trial stages		Open / Assumption / Confirmed	
Design review and release criteria		Open / Assumption / Confirmed	
FAT products, run conditions, evidence, and witnesses		Open / Assumption / Confirmed	
SAT site conditions, retests, evidence, and witnesses		Open / Assumption / Confirmed	
Documentation and language		Open / Assumption / Confirmed	
Training audience and completion evidence		Open / Assumption / Confirmed	
Installation and commissioning boundary		Open / Assumption / Confirmed	
Packing, shipment, unloading, storage, and site handling		Open / Assumption / Confirmed	
Spare and wear parts		Open / Assumption / Confirmed	
Service, warranty, travel, and support terms to confirm commercially		Open / Assumption / Confirmed	
Change-control mechanism		Open / Assumption / Confirmed	

Commitment-blocker review

Question	Yes / No / Open	Owner	Closure evidence
Could this item change equipment quantity, tooling, or line balance?			
Could it change process development, inspection, or test coverage?			
Could it change site work, controls, data, or third-party interfaces?			
Could it change acceptance, price, delivery, or contractual responsibility?			

Next route

Mixed or unclear scope: https://yaolaser.com/support/

Equipment and production lines: https://www.huiyaolaser.com/Solution/Battery_Production_Lines.html

Cells, packs, and ESS products: https://batterypackline.com/products/

Send project context: https://yaolaser.com/contact/

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