

TECHNOmark[®]
— smart traceability

SALES BOOK

GRAPHIX.series[®]

Graphix station



SALES BOOK

Graphix.series - Graphix station version EN 1.0

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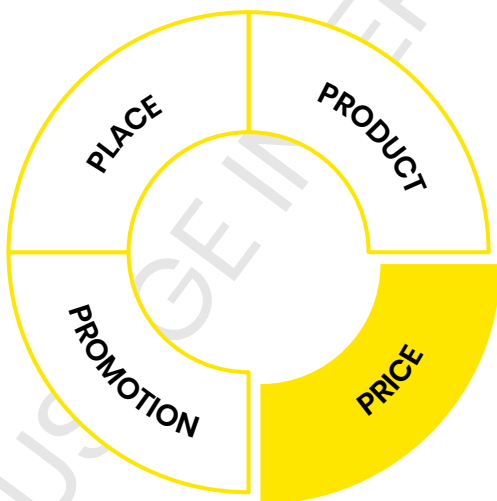
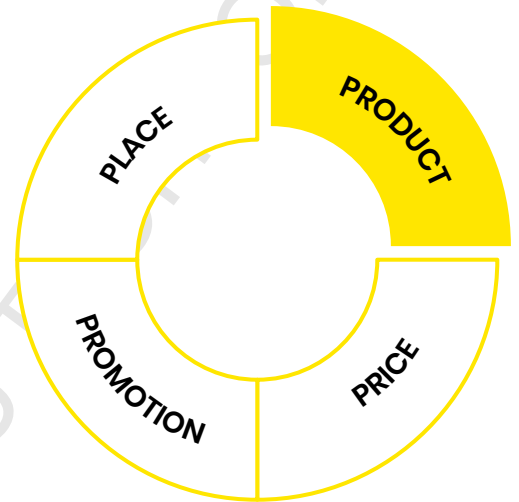
01.

THE 4P'S GRAPHIX STATION

THE STRENGTHS OF GRAPHIX

- **Major innovations:** laser station with ergonomic software and simplified marking parameters. Material database and Smart View option (marking preview and camera positioning aid). Easy to use machine to make laser technology accessible to all.
- **High quality:** station (housing, marking head and software) designed and manufactured in France with quality components.
- **Long-term support:** from the birth of the project to the end of the machine's life, thanks to the many services offered.
- **Accessories and customisation:** various accessories available (rotating axis, smoke extractor, retractable drawer, side openings, connectivity pack). Numerous possibilities for customisation (motorisation of the door or axes, profiled tray, adjustment of the size of the station and the bar passages, etc.).

More information on the features of the Graphix station in the Graphix.series technical guide.



RATE PACKAGE

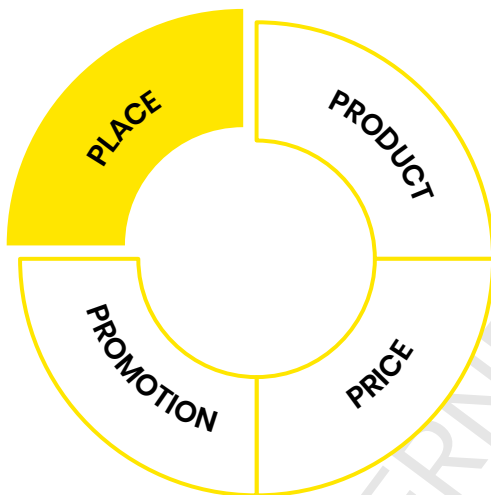
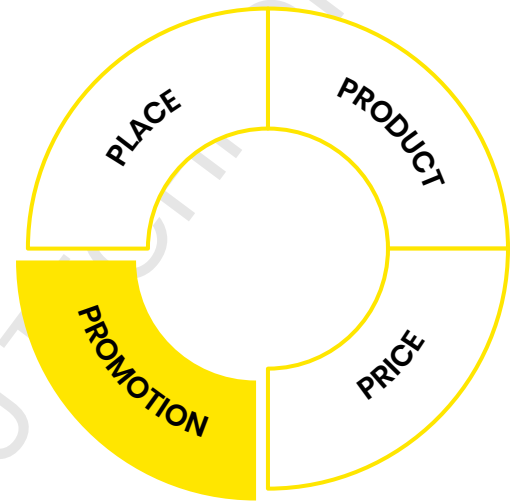
Details of the machines and spare parts in the Graphix.series price list.

01.

THE 4P'S GRAPHIX STATION

PROMOTIONNAL TOOLS

- Technomark's website (7 langues)
- Product brochure(12-15 langues)
- Promotionnal videos (7-9 langues)
- Emailing campaigns
- Exhibitions (worldwide)
- Marketplaces referencing (Direct Industry, Expo Permanente, Europages, WLW, Machine tools)
- Social networks (LinkedIn, Facebook, Twitter, Youtube, Tik Tok)
- Press (press release, interviews, advertising inserts)
- Telemarketing
- SEM (SEO + SEA with adwords and display)



DISTRIBUTION

In France : direct sales most of the time and dealers (rarely).

Worldwide : sales with subsidiaries and well chosen distributors (a network of more than 57 partners).
At the moment you cannot buy our product online. You have to contact the sales team.

TECHNOLOGICAL BENEFITS

- Premium quality products, designed and manufactured in France.
- Fibre laser technology, which requires no consumables and little maintenance for a very long service life. This technology allows marking on many types of metals and plastics.
- 3 powers available: 20W, 30W and 50W.
- Simplified user experience thanks to the ergonomic and easy-to-use software.

LONG TIME SUPPORT

Pour les clients

- **Pre sales services:** feasibility studies, samples making, demonstration, personalisation
- **After sales services:** technical support, training, phone assistance, maintenance contract, machines loan...

For the distributors

- Training
- Promotionnal tools
- Technical and sales support
- Responsive team
- Machines and demonstration kit

02.

GRAPHIX VS MARKET LASER STATION

The main differences between the laser stations and the Graphix station

1. All-in-one station with on-board electronics

The Graphix station is an all-in-one station, it includes: the laser head, the electronics and the control screen for the creation and execution of the markings.

2. Practical and ergonomic station opening systems

- 2 opening positions to adapt to the size and height of the part to be marked for easy loading.
- Opening the door inside the station = no extra space.
- Optional single or double side opening with customizable dimensions = marking of long parts.

3. Smart View function, augmented reality at your fingertips

Thanks to a camera integrated in the head, the part to be marked and the marking preview are displayed on the control screen:

- Simplify the positioning of the marking on the part by doing it directly on the screen, which saves time and accuracy.
- Improved multi-level marking with simplified positioning and multi-plan software function.

4. Easy-to-use control software

- Ergonomic and easy to use, the software developed by Technomark reduces the time needed to create marking files.
- The integrated material database makes it easy for users who are not specialised in laser marking to use the station. This avoids the need for complex settings, as all you have to do is select the material and the desired marking result.

5. Great freedom of customisation

- A team that listens to the client for a customised station according to their needs
- Numerous possibilities: motorisation of the door, size of the station, side opening, loading drawer for parts, motorised Y axis...

03.

COMPETITORS COMPARISON GRAPHIX VS L-BOX



L-BOX - SIC-MARKING : MACHINE DESCRIPTION

Compact fibre laser marking station designed for installation on a workbench, for marking small to large series. As an option, an electric Z axis, a rotary axis and a proofreading system by camera can be added.

Marking height up to 223 mm.

Class 1 laser, available in 3 powers.

DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

+	-
<ul style="list-style-type: none"> • Compactness • Wide door opening (front and sides) 	<ul style="list-style-type: none"> • Non-motorised Z axis (standard) • Control electronics outside the station box

AVANTAGES OF L-BOX COMPARED TO GRAPHIX

Argument for	Argument against
Compactness	Unlike the L-BOX, the control electronics are integrated in the Graphix station, which explains why it takes more space. In addition, the large dimensions of the station allow for greater loading capacity and therefore the marking of larger parts (500 x 500 x 400 mm for the Graphix against 370 x 440 x 223 mm for L-BOX).
Wide door opening (front and sides)	The Graphix station has a 2-position door opening that makes it easy to load parts according to their dimensions. It is also possible to add an optional single or double side opening that allows long parts to be marked.

03.

COMPETITORS COMPARISON GRAPHIX VS XL-BOX



XL-BOX - SIC-MARKING : MACHINE DESCRIPTION

Fiber laser marking station with a larger size than the L-BOX model. Ytterbium doped technology for high contrast marking on all metals and plastics. Station that can be controlled by a PLC and integrated into a robotic cell. As an option, an electric Z axis, a rotary axis and a proofreading system by camera can be added. Marking height up to 370 mm. Class 1 laser, available in 3 powers.

DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

+	-
<ul style="list-style-type: none"> • High marking height • Easy contrast marking • Wide door opening (front and sides) • Motorised/automatic door 	<ul style="list-style-type: none"> • Control electronics outside the station box (underneath) => large footprint

AVANTAGES OF XL - BOX COMPARED TO GRAPHIX

Argument for	Argument against
High marking height	Marking of parts up to 400 mm high with Graphix versus 370 mm with XL-Box
Easy contrast marking	Thanks to the Graphix software and its database, the marking can be easily parameterised according to the contrast requirements (5 levels of choice).
Wide door opening (front and sides)	The Graphix station has a 2-position door opening that makes it easy to load parts according to their dimensions. It is also possible to add an optional single or double side opening that allows long parts to be marked, which is not possible with XL-BOX.
Motorised/automatic door	The customisation service can be used to easily add a motorised door to the Graphix station.

03.

COMPETITORS COMPARISON GRAPHIX VS LW2

LW2 – GRAVOTECH : MACHINE DESCRIPTION

Compact, easy-to-use laser marking station for marking industrial parts of all shapes and materials.

Marking height up to 322 mm.

Class 1 laser available in several powers and several technologies (fibre or diode).



DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

+	-
<ul style="list-style-type: none"> • Touch screen with setting aid • Wide door opening (front and sides) • Automatic door • Many configurations available (power/technologies) 	<ul style="list-style-type: none"> • No file creation on the station directly => PC required • Door opening upwards => extra space • Control electronics outside the station box

AVANTAGES OF LW2 COMPARED TO GRAPHIX

Argument for	Argument against
Wide door opening (front and sides)	The Graphix station has a 2-position door opening that makes it easy to load parts according to their dimensions. It is also possible to add an optional single or double side opening that allows long parts to be marked, which is not possible with LW2.
Automatic door	The customisation service can be used to add a motorised door to the Graphix station.
Touch screen with setting aid (simulation, focal distance with part height)	The Graphix station control software is easy to use. The focal length is easily adjusted by entering the height of the part, and the on-board camera allows the marking to be positioned directly on the part. In addition, it is possible to create marking files directly on the station.
Many configurations available	The Graphix station is available in 3 power ratings: 20W, 30W and 50W. Technomark chose fibre technology because it is a reliable technology that requires little maintenance compared to others.

03.

COMPETITORS COMPARISON GRAPHIX VS MICROMARK G3



MICROMARK G3 - LASIT : MACHINE DESCRIPTION

Compact fibre laser marking station for small to large series. Possibility of collaboration with a robot cell.

Marking height up to 200 mm.

Class 1 laser with open door marking capability. Various powers available.

DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

+	-
<ul style="list-style-type: none"> • Motorised door • Wide door opening (front and sides) • Possible collaboration with a robot 	<ul style="list-style-type: none"> • Loading capacity (especially in height)

AVANTAGES OF MICROMARK G3 COMPARED TO GRAPHIX

Argument for	Argument against
Wide door opening (front and sides) Open door marking	The Graphix station has a 2-position door opening that makes it easy to load parts according to their dimensions. It is also possible to add an optional single or double side opening (with customizable dimensions) that allows long parts to be marked in complete safety, remaining in class 1. To do this with Micromark G3, it is necessary to leave the door open and thus switch to class 4.
Motorised door	The customisation service can be used to easily add a motorised door to the Graphix station.

03.

COMPETITORS COMPARISON GRAPHIX VS SPEEDMARKER 300

SPEEDMARKER 300 – TROTEC : MACHINE DESCRIPTION

Compact desktop laser marking station for marking small components.

Several powers and technologies available (MOPA or fibre).

Automation compatible software, integrated parameter database for various materials to simplify settings.

Maximum marking height 171 mm.

Class 2 laser.



DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

+	-
<ul style="list-style-type: none"> • Compactness • Wide door opening • Settings database • Variety of technologies 	<ul style="list-style-type: none"> • Door opening upwards and forward • Separate control software • Class 2 laser

AVANTAGES OF SPEEDMARKER 300 COMPARED TO GRAPHIX

Argument for	Argument against
Settings database	The Graphix station control software has a material database that allows the user to make markings simply by choosing the material and the desired marking result.
Wide door opening	The Graphix station has a 2-position door opening that makes it easy to load parts according to their dimensions. It is also possible to add an optional single or double side opening that allows long parts to be marked, which is not possible with Speedmarker 300.
Compactness	Unlike the Speedmarker 300, the control electronics are integrated in the Graphix station, which explains why it takes more space. In addition, the size of the station allows for greater loading capacity and therefore the marking of larger parts (500 x 500 x 400 mm for the Graphix versus 300 x 300 x 171 mm for the Speedmarker 300).
Variety of technologies	Technomark chose fibre technology because it is a reliable technology that requires little maintenance compared to others.

03.

COMPETITORS COMPARISON GRAPHIX VS SPEEDMARKER 700



SPEEDMARKER 700 – TROTEC : MACHINE DESCRIPTION

Laser marking station.
Maximum marking height 469 mm.
Various powers and technologies available.
Class 2 laser.

DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

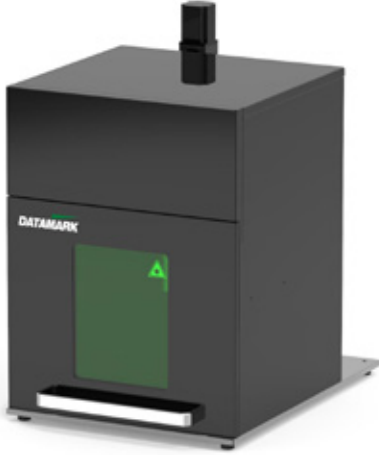
+	-
<ul style="list-style-type: none"> • Motorised door • Settings database • Marking height 	<ul style="list-style-type: none"> • Control electronics outside the station box (below) • Class 2 laser

AVANTAGES OF SPEEDMARKER 700 COMPARED TO GRAPHIX

Argument for	Argument against
Motorised door	The customisation service can be used to easily add a motorised door to the Graphix station.
Settings database	The Graphix station control software has a material database that allows the user to make markings simply by choosing the material and the desired marking effect.
Marking height max 469 mm	Marking up to 400 mm with the Graphix laser station with a smaller footprint.

03.

COMPETITORS COMPARISON GRAPHIX VS FIBER LASER XL



FIBER LASER XL - DATAMARK : MACHINE DESCRIPTION

Marking station for all types of series and applications. Equipped with a motorised Z-axis and a safety system linked to the door opening. Possibility of adding a rotary axis, a smoke extractor.

Maximum part height 265 mm.

Several powers available.

Class 1 laser.

DIFFERENCES FROM OTHER ALL-IN-ONE STATIONS

+	-
<ul style="list-style-type: none"> • Compactness 	<ul style="list-style-type: none"> • Control electronics outside the station box

AVANTAGES OF FIBER LASER XL COMPARED TO GRAPHIX

Argument for	Argument against
Compactness	Unlike the Fiber laser XL, the control electronics are integrated in the Graphix station, which explains why it takes up more space. In addition, the size of the station allows for greater loading capacity and therefore the marking of larger parts (500 x 500 x 400 mm for the Graphix against 400 x 420 x 265 mm for Fiber laser XL).

03.

COMPETITORS COMPARISON GRAPHIX VS MARKET MACHINES

	Graphix	L-Box	XL-Box
Dimensions of the station	980 x 795 x 755 mm		655 x 755 x 995 mm (excluding control electronics)
Marking windows	100 x 100 mm and 140 x 140 mm	100 x 100 mm and 170 x 170 mm, others on request	100 x 100 mm and 170 x 170 mm, others on request
Dimensions of marked parts (L x W x H in mm)	500 x 500 x 400	370 x 440 x 223	570 x 564 x 370
Door	Manual + optional motorised 2 position opening	Manual Opening on 3 sides	Motorised closing + automatic opening at the end of the marking Opening on 3 sides
Piloting	Software developed by Technomark (Linux operating system)	SIC Laser PC can be run on any PC with Windows	SIC Laser PC can be run on any PC with Windows
Network connection	Ethernet	Profinet, Profibus, Ethernet IP	Profinet, Profibus, Ethernet IP
Weight	110 kg	40 kg	
Power	20W, 30W or 50W	20W, 30W or 50W	20W, 30W or 50W
Lighting	Yes		Yes
Z axis	Motorised	Manual + optional motorised	Motorised
Price	From 18 500€		

03.

COMPETITORS COMPARISON GRAPHIX VS MARKET MACHINES

	Graphix	LW2	Micromark G3
Dimensions of the station	980 x 795 x 755 mm	600 x 622 x 772 mm	710 x 855 x 835 mm
Marking windows	100 x 100 mm and 140 x 140 mm	65 x 65 mm – 110 x 110 mm – 175 x 175 mm – 205 x 205 mm	ø140 with FFL160 and ø220 with FFL254
Dimensions of marked parts (L x W x H in mm)	500 x 500 x 400	502 x 477 x 322 25 kg	590 x 300 x 200 with F160 and H95 mm with F254 – 40 kg
Door	Manual + optional motorised 2 position opening	Automatic Opening on 3 sides	Semi-automatic 3-sided opening Door open marking
Piloting	Software developed by Technomark (Linux operating system)	Lasertrace (marking file) Gravostyle (logo) Touch screen	FlyCAD/FlyControl
Network connection	Ethernet	Ethernet TCP/IP, RS232	
Weight	110 kg	60 kg (without the laser)	
Power	20W, 30W or 50W	20W, 30W or 50W	20W, 30W or 50W
Lighting	Yes	Yes	Yes
Z axis	Motorised	Motorised and programmable Stroke: 295 mm	Motorised
Price	From 18 500€		

03.

COMPETITORS COMPARISON GRAPHIX VS MARKET MACHINES

	Graphix	SpeedMarker 700	SpeedMarker 300
Dimensions of the station	980 x 795 x 755 mm	780 x 981 x 1802 mm	572 x 851 x 653 mm
Marking windows	100 x 100 mm and 140 x 140 mm	580 x 495 mm	120 x 120 mm with F160 and 190 x 190 mm with F254*
Dimensions of marked parts (L x W x H in mm)	500 x 500 x 400	375 x 400 x 469 avec F160 et H319 mm avec F254	300 x 300 x 171 mm with F160 and H22 mm with F254*
Door	Manual + optional motorised 2 position opening	Automatic	Manual Upward and forward opening
Piloting	Software developed by Technomark (Linux operating system)	SpeedMark laser	SpeedMark laser
Network connection	Ethernet	Ethernet, RS232	Ethernet, RS232
Weight	110 kg	260 kg	77 kg
Power	20W, 30W or 50W	20W, 30W or 50W	20W, 30W or 50W
Lighting	Yes	Yes	Yes
Z axis	Motorised	Motorised	Mechanical or motorised
Price	From 18 500€		

03.

COMPETITORS COMPARISON GRAPHIX VS MARKET MACHINES

	Graphix	FL Series XL
Dimensions of the station	980 x 795 x 755 mm	Station: 790 (L) x 480 (W) x 730 (H) + control electronics: 560(L) x 382 (W) x 145 (H)
Marking windows	100 x 100 mm and 140 x 140 mm	110 x 110 mm (F160) 175 x 175 mm (F254)
Dimensions of marked parts (L x W x H in mm)	500 x 500 x 400	400 x 420 x 265 with F160 H165 with F254
Door	Manual + optional motorised 2 position opening	Manual Opening upwards
Piloting	Software developed by Technomark (Linux operating system)	Windows PC software (not integrated in the station)
Network connection	Ethernet	Ethernet TCP/IP
Weight	110 kg	
Power	20W, 30W or 50W	20W, 30W or 50W
Lighting	Yes	Yes
Z axis	Motorised	Motorised
Price	From 18 500€	