

When completed, your capability description should look like this. In this example there are 3 capabilities described and these have been transcribed onto the Customer Matching Matrix.

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|  | <p>Vitreous Ltd Contact: Jack Griffin Email: jack.griffin@vitreous.com Cell: +44 7788 990011 Website: www.vitreous.com</p> |
| <p>Large Area Architectural Glass with Enhanced Properties</p> <ul style="list-style-type: none"> • Our architectural window material has thermal coefficient K of 5.8, a 10 % improvement on competing products due to our proprietary emission reduction coating • A recent £10M investment allows us to produce float glass panels up to 25m wide which has not been achieved by any other supplier within the required flatness requirement of 4 microns and reduces costs by 18% per sq metre |  |
| <p>Lead Infused Crystal Glass with Hardened Coating</p> <ul style="list-style-type: none"> • Our manufacturing process for crystal glass used in the production of drinking vessels produces a crystalline structure with a unique combination of hardness and strength which allows engraving at a market leading depth of 3.7mm |  |
| <p>Die Cast Glass Lenses with AR Coating</p> <ul style="list-style-type: none"> • Our patented process for die-casting glass lenses reduces production lead times by 37% compared to traditionally machined lenses and enables aspherical lenses to be produced without the need for expensive diamond fly-cutting machines thus reducing unit cost by 28% |  |