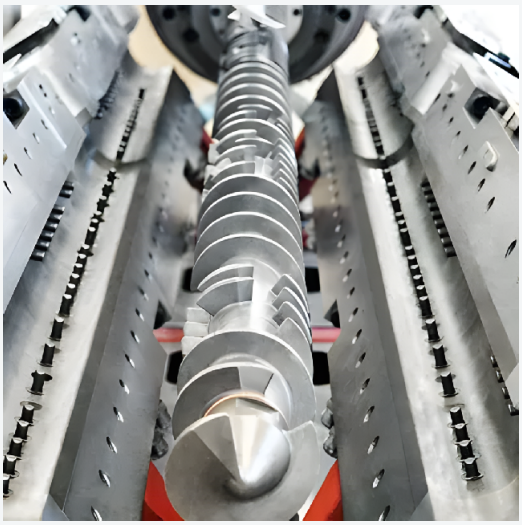
中英双语技术资料

询价与技术服务准备

一份可直接用于项目沟通的资料清单，帮助把设备需求和服务问题说清楚。



设备与讨论范围

新项目：提供应用背景、过程目标、物料特性与工况，附已有流程或设备资料。

改造项目：说明现有设备、需要解决的问题、接口限制及拟保留的部分。

服务咨询：提供设备型号或标识、运行背景、现象记录及所需支持范围。

设备图片用于说明装备形式，具体配置按项目确认。

询价与技术服务准备

发送资料前的核对清单

将已有资料与待确认项分开，便于形成明确的技术交流清单。

核对项目	需要准备的资料
项目目标	要完成的过程任务、当前问题与希望比较的设备路线。
物料与工况	已知的组成、状态、流量或批量、温度、压力、黏度与固含量。
现场约束	安装空间、接口、公用工程、清理及维护条件。
相关资料	流程图、总图、数据表、设备标识、可公开的照片或试验记录。
服务范围	说明需要选型、方案、备件、检修、安装指导或其他技术沟通。

下一步

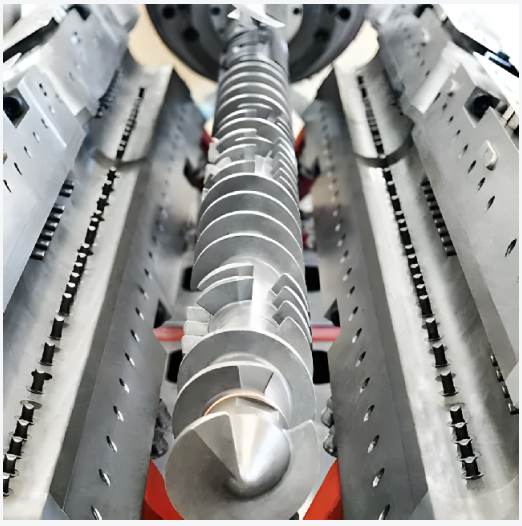
1. 整理已知信息，未知项目留空并说明需要协助确认。
2. 通过官网联系页或业务邮箱发送资料与需求。
3. 后续方案与报价按确认的工况和供货范围形成。

联系胜开尔：sales@sunkaier.com | www.sunkaier.cn/contact

Chinese and English technical guide

Project inquiry checklist

A practical information checklist for explaining equipment requirements and technical-service requests.



Equipment and discussion scope

New projects: share the application, process objective, material characteristics and operating conditions, with available process or equipment documents.

Retrofits: describe the existing equipment, the issue to resolve, interface constraints and items to retain.

Service requests: provide the equipment model or identification, operating background, observations and required support.

Equipment images illustrate the range. Project documents define the actual configuration.

Project inquiry checklist

Checklist before sending your request

Separate known information from open points to prepare a clear technical discussion.

Item	Information to prepare
Project objective	The process duty, current issue and equipment routes you want to compare.
Material and conditions	Known composition, state, flow or batch size, temperature, pressure, viscosity and solids content.
Site constraints	Installation space, connections, utilities, cleaning and maintenance conditions.
Supporting documents	Process diagrams, general arrangements, data sheets, equipment identification and shareable photographs or trial records.
Required support	State whether you need selection, a proposal, spare parts, maintenance, installation guidance or another technical discussion.

Next steps

1. Organize known information; leave unknown items blank and identify what needs clarification.
2. Send the request through the website contact page or business email.
3. Subsequent proposals and quotations follow the confirmed conditions and supply scope.

Contact SUNKAIER: sales@sunkaier.com / www.sunkaier.cn/en/contact