

# Walk-in Slide: AU 2014 Social Media Feed

1. Click on the link below, this will open your web browser

<http://aucache.autodesk.com/social/visualization.html>

2. Use “Extended Display” to project the website on screen if you plan to work on your computer. Use “Duplicate” to display same image on screen and computer.



# CD5192 – 3D Printing: An Entrepreneur's View

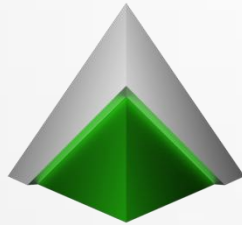
Steven Schain

Spectra3D Technologies - President

[www.spectra3d.com](http://www.spectra3d.com)



# Thank You



Spectra3D  
TECHNOLOGIES



# Class summary

Whether it's being used in rapid prototyping and consumer products or small-run manufacturing, 3D printing has become an important part of the workflows of many hobbyists, artists, engineers, and fabrication companies. This course will look at the landscape of the 3D printing industry in order to break through the hype that surrounds it. You will discover how 3D printing is being used in the real world for both personal and professional uses. From creating art to engineering prototypes, this course will also explore the expanding use of 3D printers and their place in an enhanced design workflow. The course discusses the current state and the future implications of 3D printing in the real world.

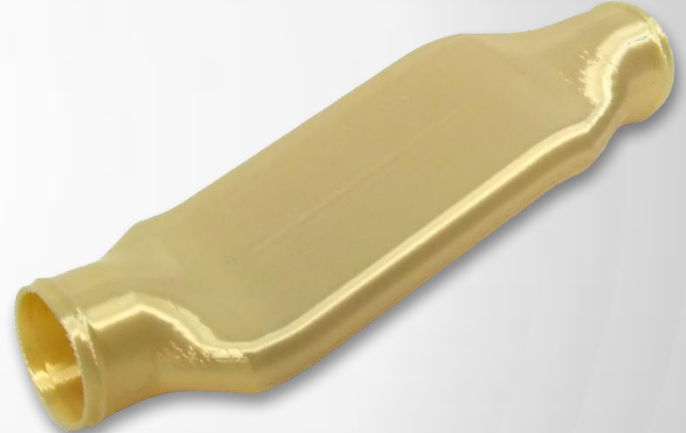
# My Story...

- Trainer / Instructor
  - Teaching 3ds since 3D Studio DOS Release 3.
  - Autodesk Certified Instructor since 1998.
  - Trainer – The 3D Professor (3ds Max / Maya / AutoCAD)
- Business Owner
  - Started Spectralight Images, LLC, 1984
  - The 3D Professor, 2003, Instructor led training
  - Spectra3D Technologies, 2014, Stratasys sales
  - Graduated BASE Incubator after 4 years in 2014
  - Business development / coaching volunteer



# Key Learning Objectives

- What you will learn
  - What is 3D Printing/Rapid Prototyping?
  - Real-world applications
  - Tools for creation and deployment
  - A Look at the future of 3D printing



3D Part Courtesy of *Rapid Prototyping Services, LLC*

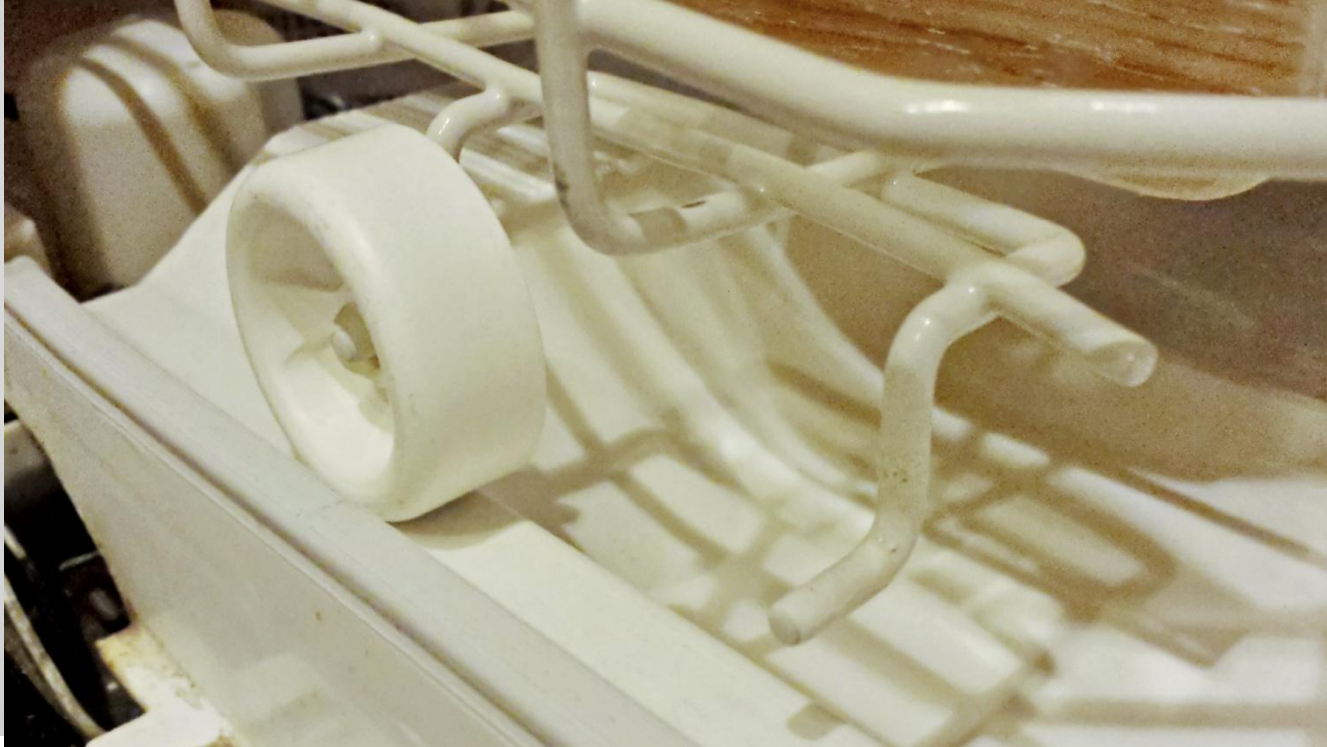


# In the Real-World

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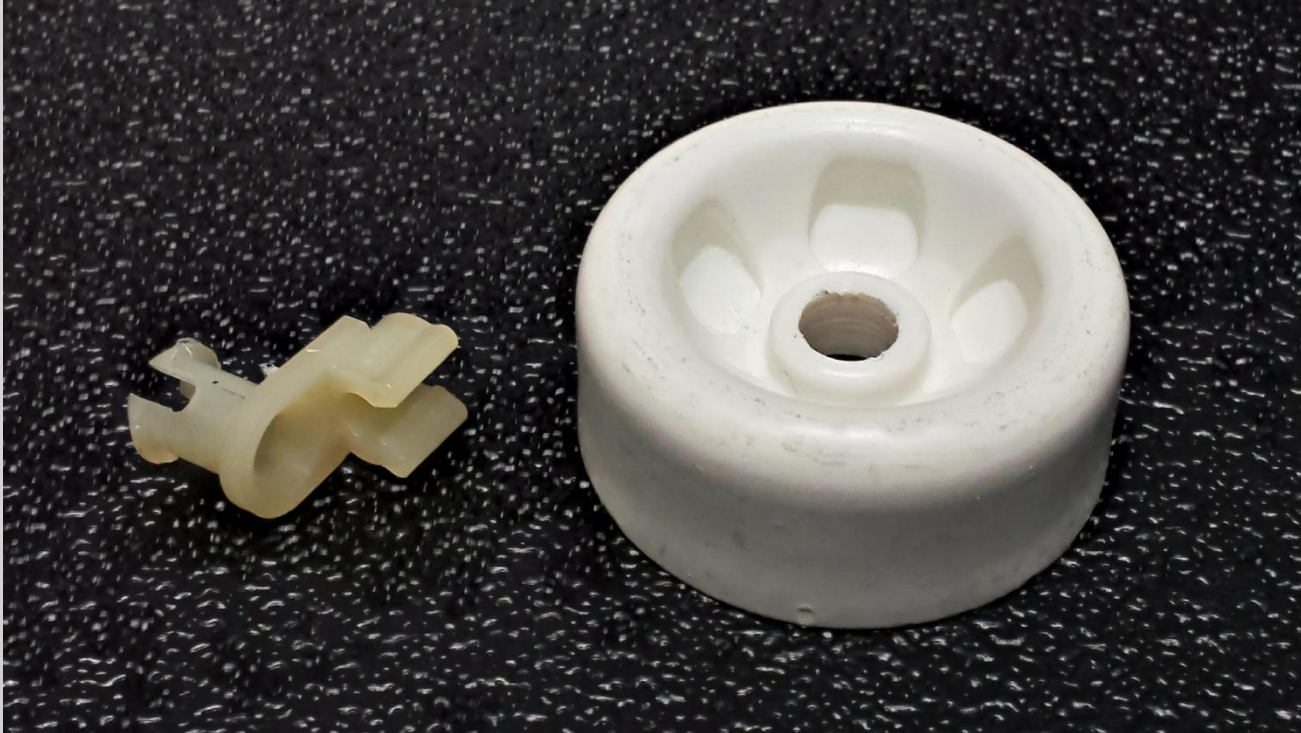


# The Problem





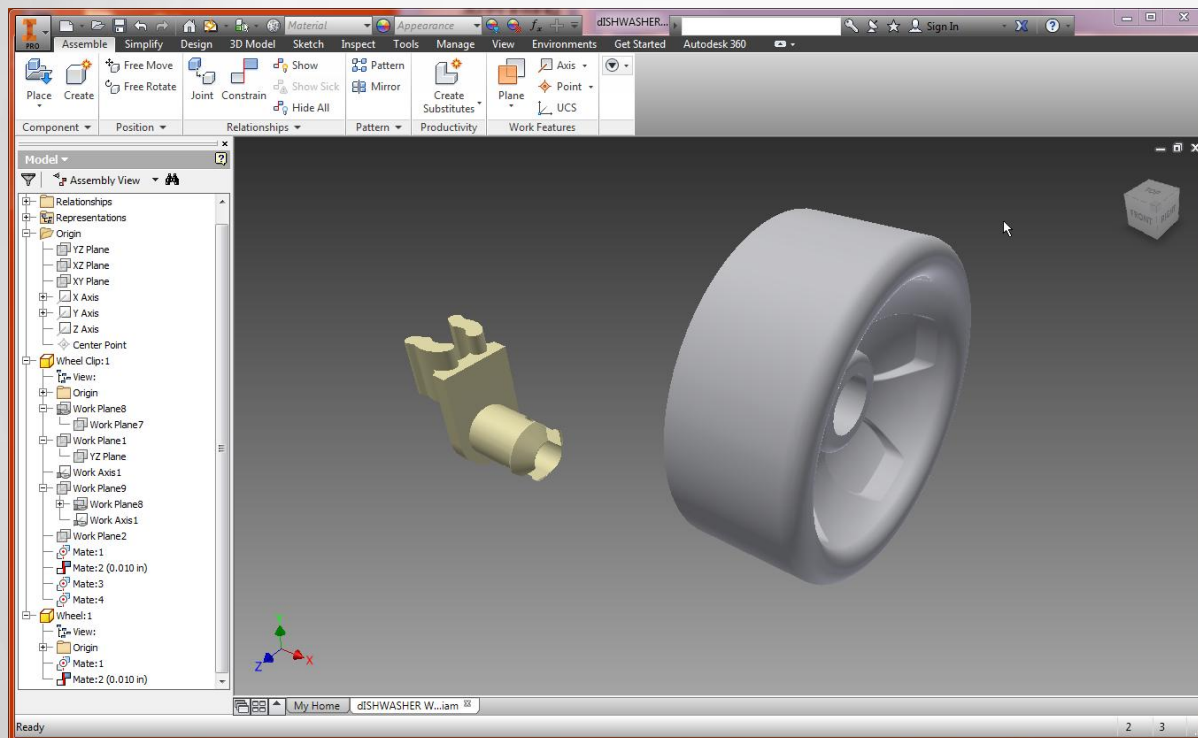
# The Original



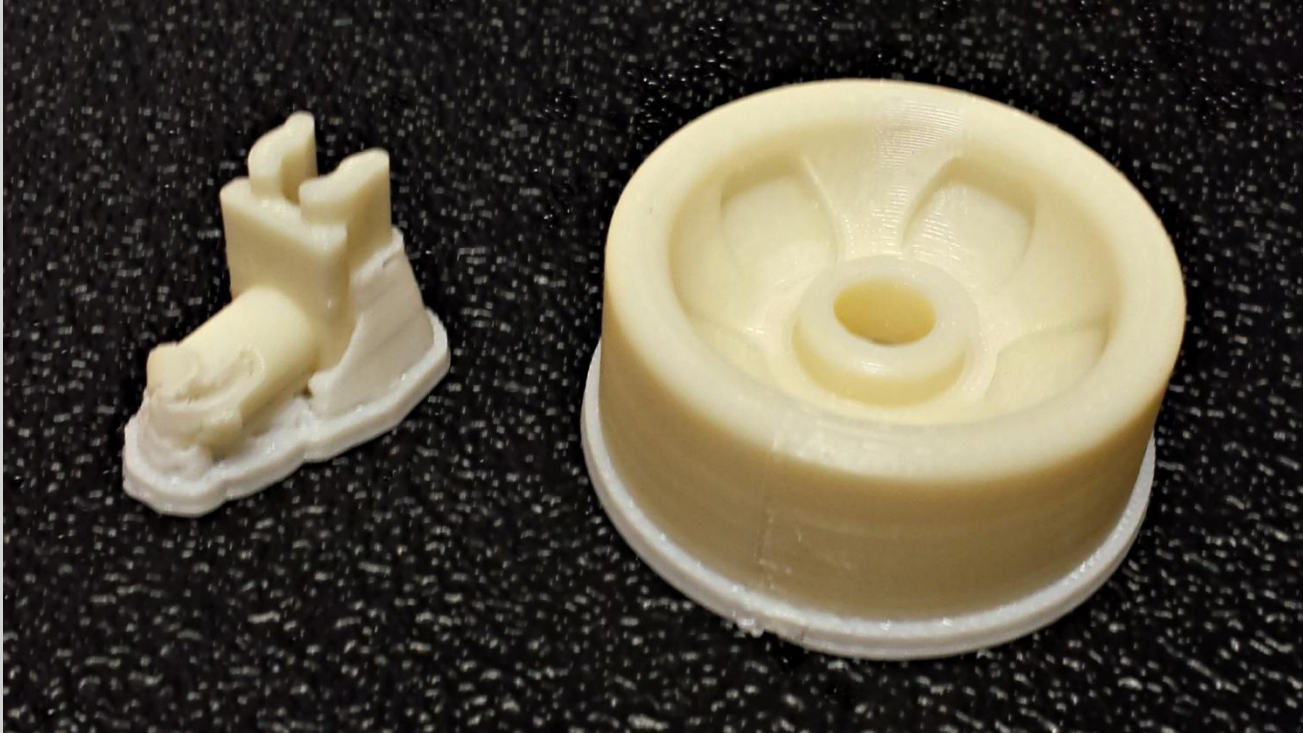
# Measure



# Design

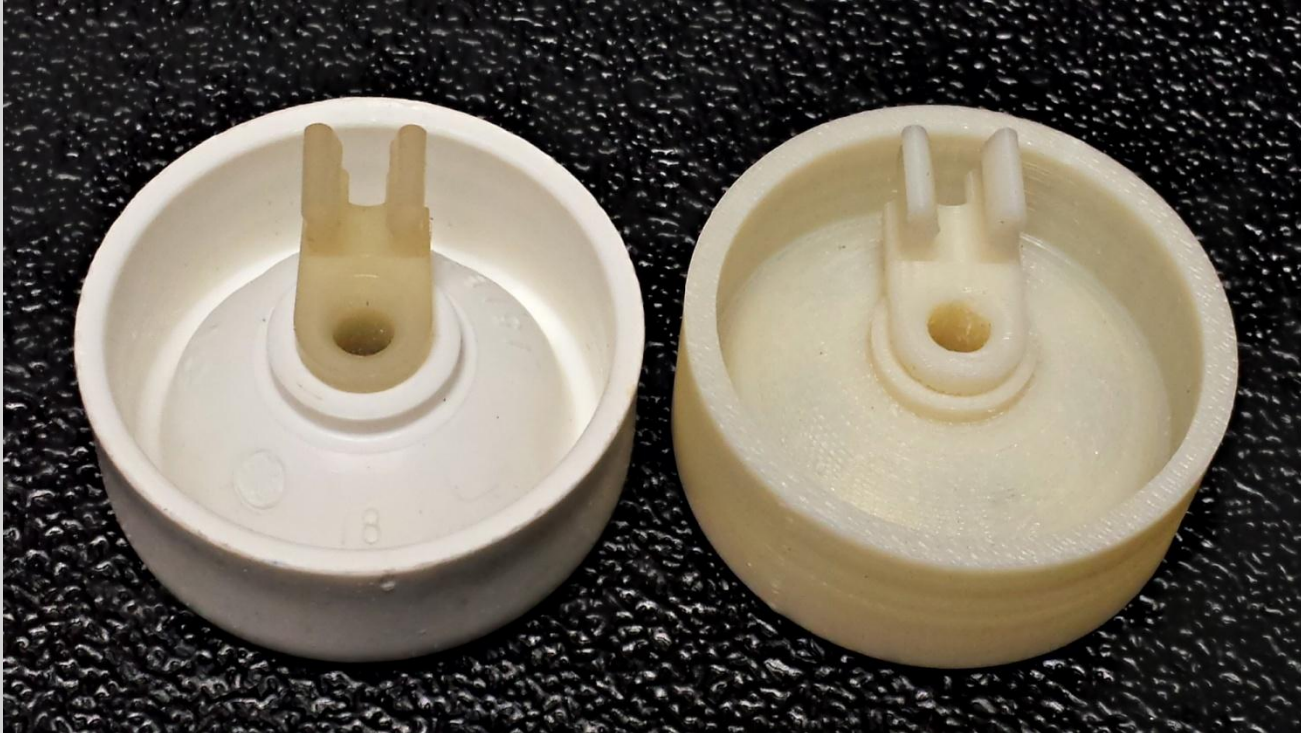


# Print

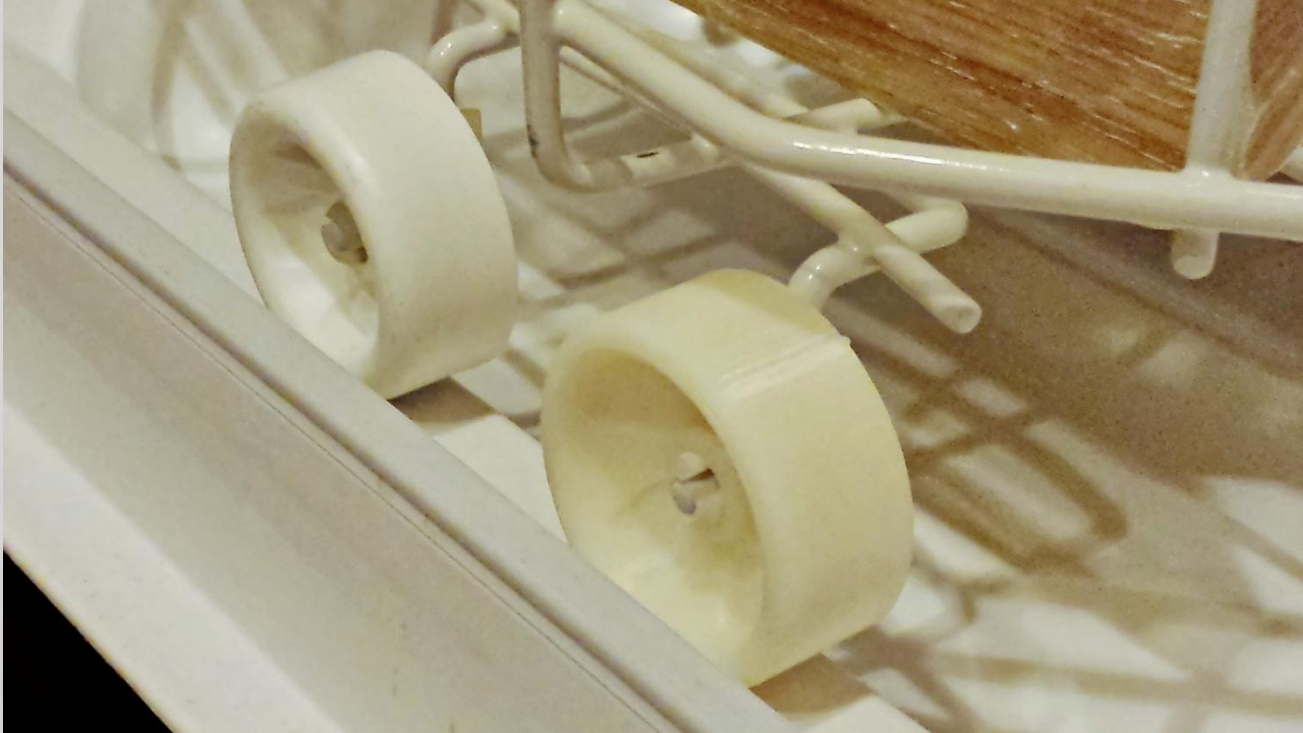




# Compare



# Install



# Business Case

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# Printing Service

# Peripheral Service



## The Costs: Printer

**Purchase**

**Monthly Lease**

## The Costs: Other

**Variable Cost**

**Lease/Loan**

**Overhead**

**Materials**

**Power**

**Time**

**Fixed Costs**



## Income Streams

**Printing Service**

**One Off Part  
Production**

**Design  
Finishing**

**Peripheral Service**



# Profit!!!

- Monthly Lease: \$380/Month
- Material Costs: \$5/cu”
- Printing Charge: \$75+ per part (\$150 avg.)
- Break Even @ \$150: ~4 Prints/Month
- \$ at 10 Prints/Month: \$820 Profit

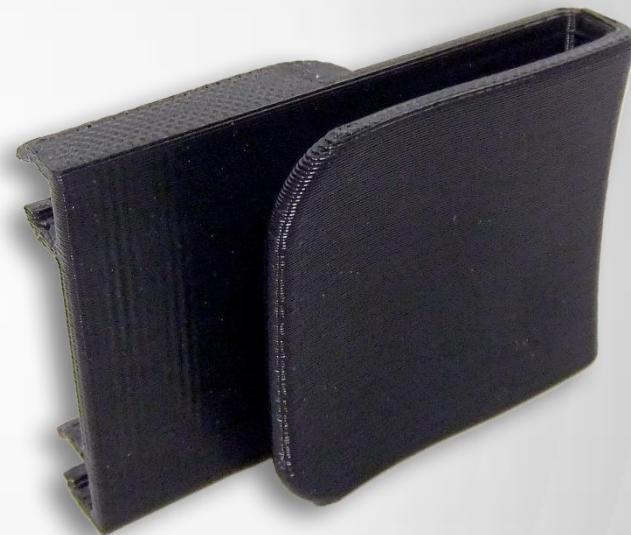
# What's it All About?

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# Rapid Prototyping

- A model or sample built to:
  - Test a concept
  - Evaluate a design
  - Establish a process
  - Perform a functional task
  - Just for fun!!!



3D Part Courtesy of *Rapid Prototyping Services, LLC*

# The Old Way...

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# Traditional Process

- Part development
- Creation of part mold
- Mold final part



Image Courtesy of Valencia Plastics, Inc.



# What's Wrong?

■ Cost



• Rework



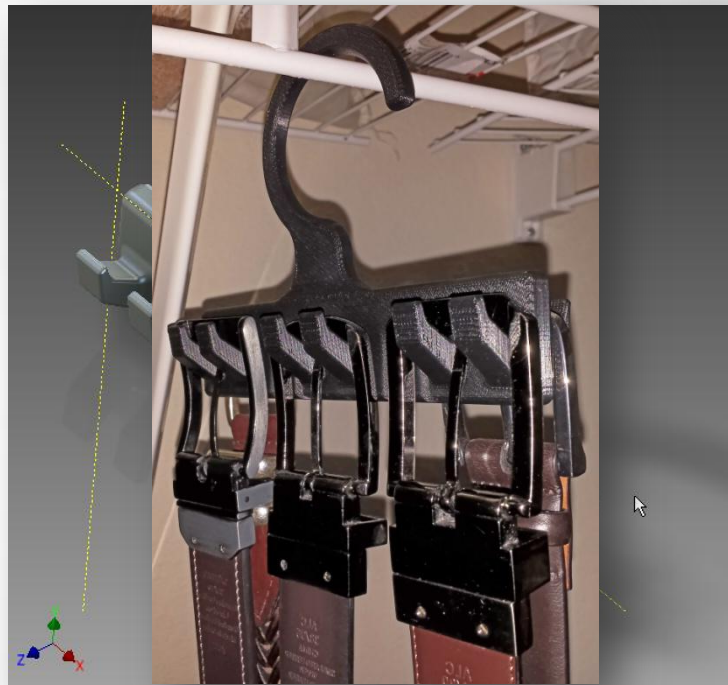
# The New Way...

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# Rapid Prototype Process

- CAD Model Design
- Model Analysis
- 3D Printing



# What's Right?



■ Cost

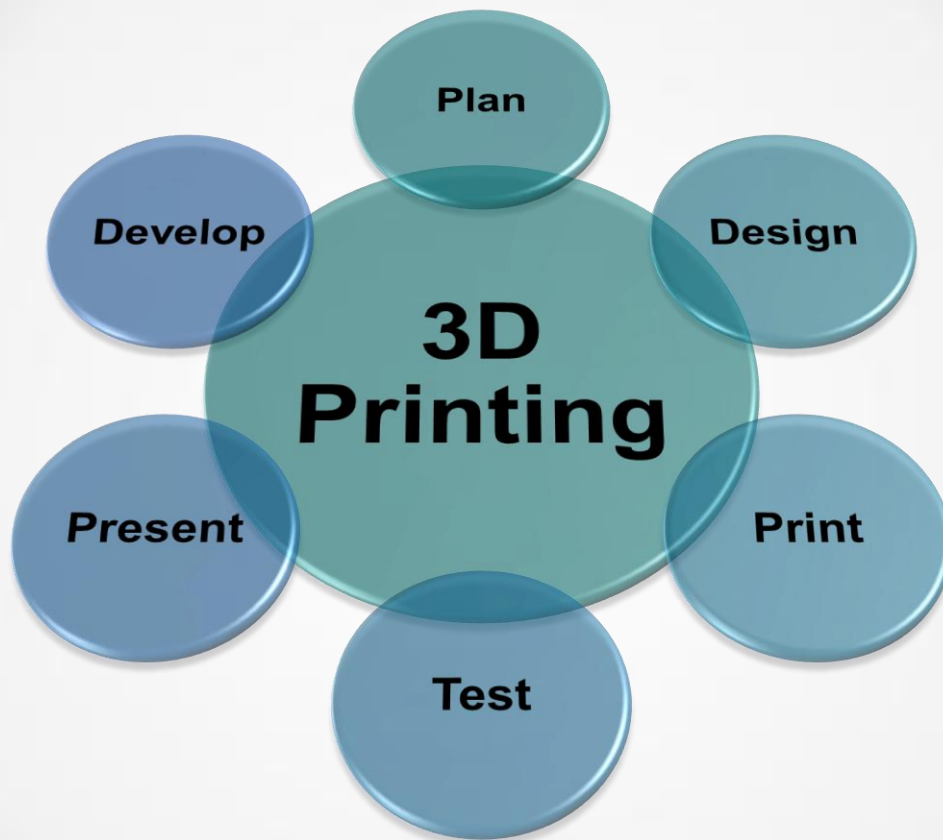
• Materials

• Rework

# Process

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# Uses & Applications

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Image Courtesy of Stratasy

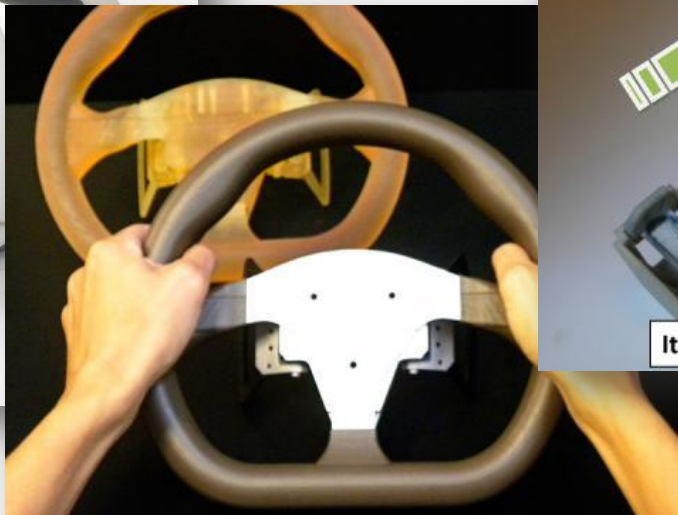


Image Courtesy of 3D Systems

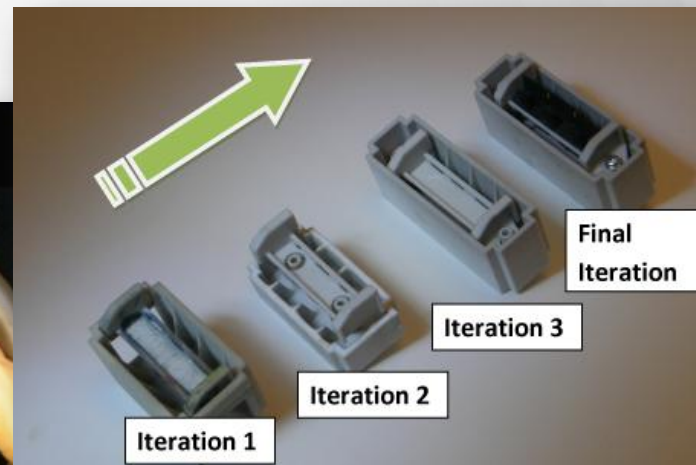


Image Courtesy of 3D Systems

# Commercial

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## Concept Design



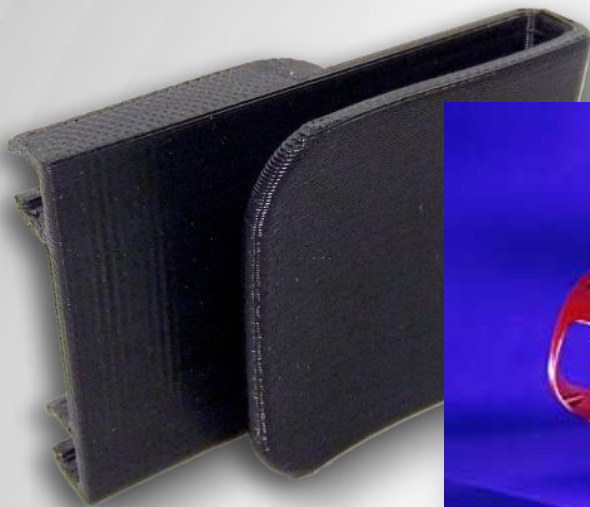


Image Courtesy of Rapid Prototyping Services



Image Courtesy of Rapid Prototyping Services, LLC



Image Courtesy of 3D Systems

# Commercial

# Production

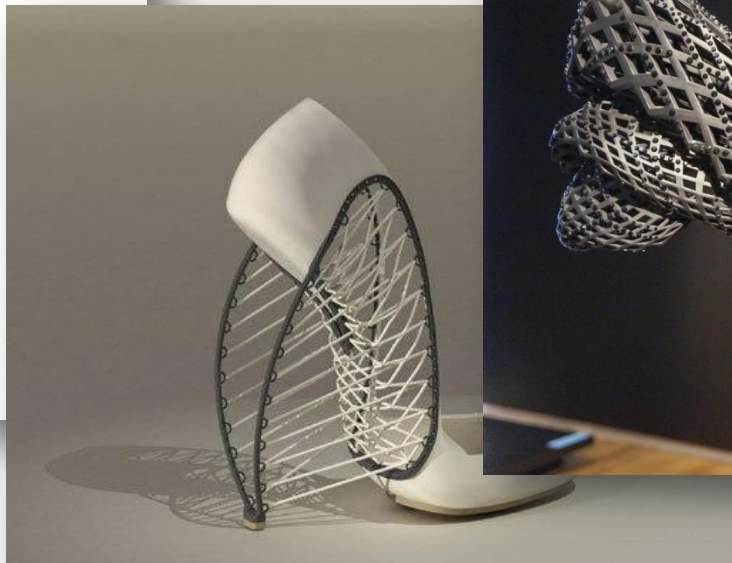


Image Courtesy of Shapeways

# Fashion

## Production



Image Courtesy of 3D System



Image Courtesy of Makerbot



Image Courtesy of Makerbot

# Personal

Hobby and fun





Image Courtesy of Voxel Studio



Image Courtesy of The Sugar Lab

Image Courtesy of Micah Ganske

## Artistic Sculpture

# Printer Types

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# Extrusion

- Fused Deposition Modeling(FDM)
  - Materials
    - ABS plastic
    - Polycarbonate
  - Professional Use

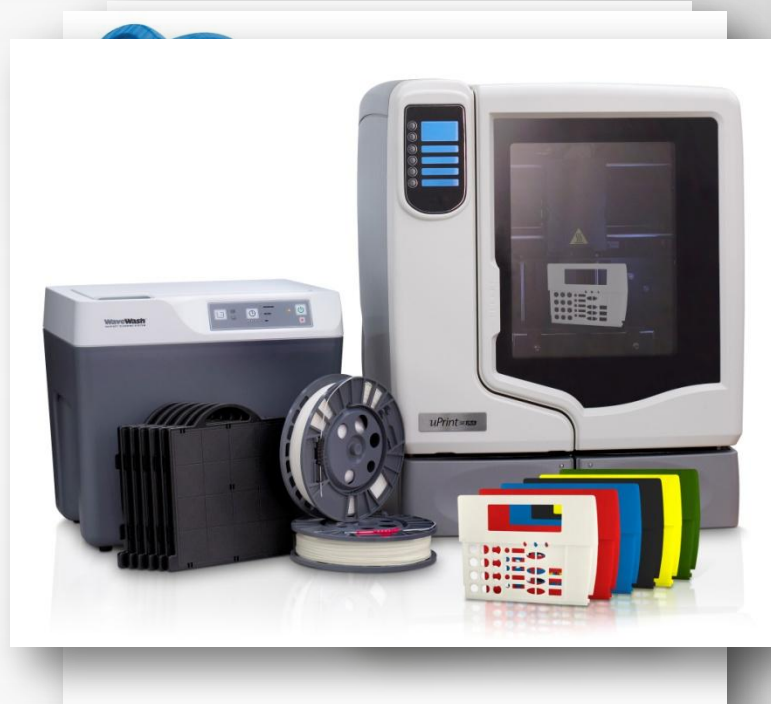


Image Courtesy of Stratasys

# Granular

- Direct Metal Laser Sintering (DMLS)
  - Most metal alloys

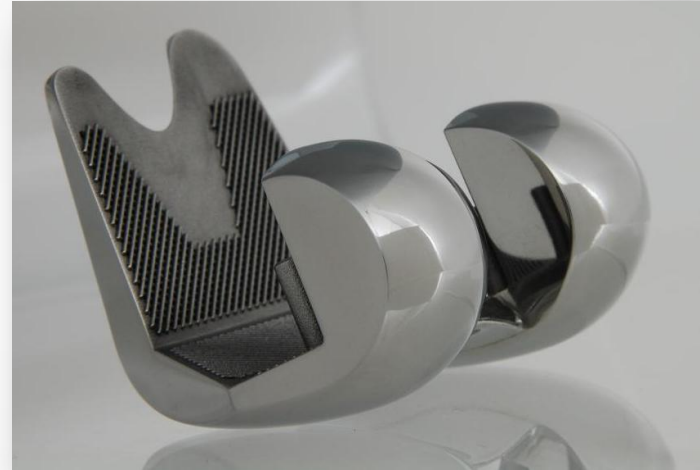


Image Courtesy of Morris Technologies

# Granular

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- Selective Laser Sintering (SLS)
  - Thermoplastics
  - Metal / Ceramic powders



Image Courtesy of Vladimir Bulatov



# Granular

- Powder bed / Inkjet (PP)
  - Plaster or resin



Image Courtesy of Mcor Technologies

# Other

- Plastic Jet Printing (PJP)
  - ABS / PLA / PVA filament



Image Courtesy of Cubify

# Other

- Stereolithography (STL)
  - Laser cured resin



Image Courtesy of Formlabs

# Other

- Laminated Object Manufacturing (LOM)
  - Paper
  - Metal foil & Plastic films

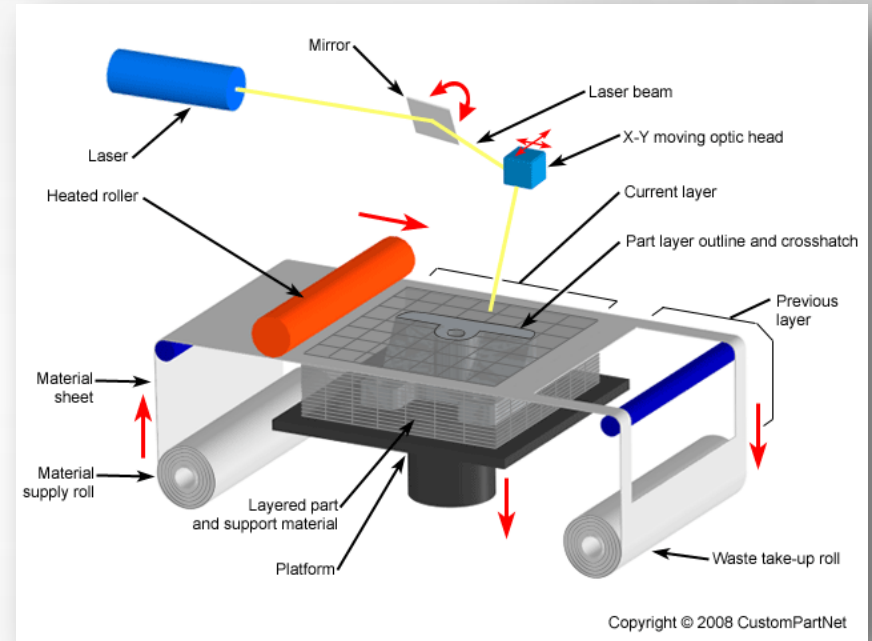


Image Courtesy of Custompart.net

# The Printers...

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# Professional / Production

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Mojo 3D Printers



uPrint SE Plus 3D Printers

**Stratasys ([www.stratasys.com](http://www.stratasys.com))**

\$6,000 - \$20,000

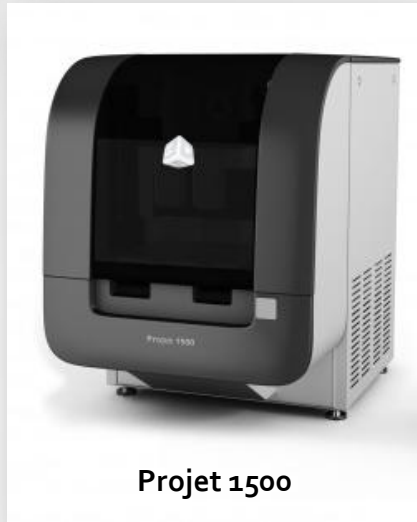
## Fortus Series 3D Printers



**Stratasys ([www.stratasys.com](http://www.stratasys.com))**

\$50,000 +





Projet 1500



Projet 160

**3D Systems ([www.3dsystems.com](http://www.3dsystems.com))**

\$10,000 +

# MANUFACTURING *THE* FUTURE

## WITH 3D PRINTING 2.0



**3D Systems ([www.3dsystems.com](http://www.3dsystems.com))**

.....  
\$50,000 +



# Consumer/ Hobby

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Replicator Mini



Replicator



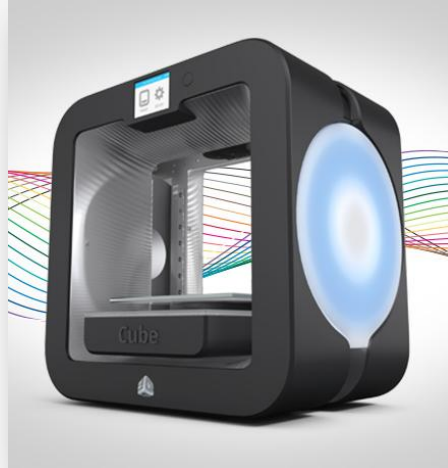
Replicator Z18

**Makerbot ([www.makerbot.com](http://www.makerbot.com))**

\$2,000 +



Cube



Cube 3



Cube Pro

**3D Systems ([www.cubify.com](http://www.cubify.com))**

\$1,500 +



Form 1+

**Formlabs ([www.formlabs.com](http://www.formlabs.com))**

\$3,299 +



# Tools for 3D Printing

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# Design Software

- AutoCAD
- Inventor
- Fusion 360
- Revit
- 3ds Max Design
- InfraWorks
- SketchBook Pro
- 123D Design



# 3D Printer Software

- Slicers
  - Slic3r
  - KISSlicer



# The Future...

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# The Future of 3D Printing...

- **On Demand**
  - **Replacement Parts**
- **Reduced Inventory**
  - **Simplicity**

# The Future of 3D Printing...

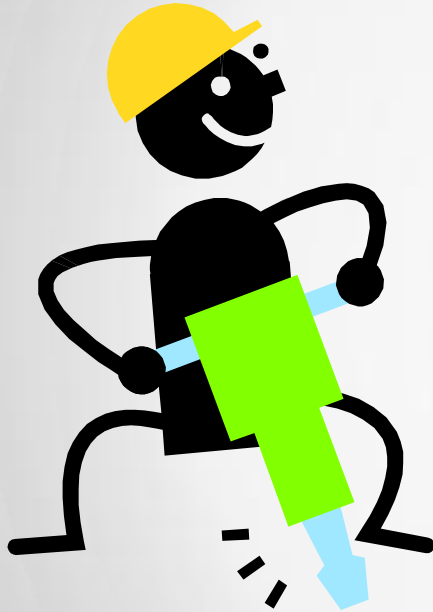
- **Medical Uses**
  - **Custom Fit Items**
- **Mass Customization**
  - **???**

# Questions?

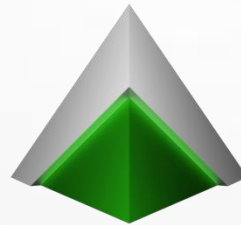
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# Thank You



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[www.spectra3d.com](http://www.spectra3d.com)



**Spectra3D**  
TECHNOLOGIES



# Session Feedback

- Via the Survey Stations, email or mobile device
- AU 2014 passes given out each day!
- Best to do it right after the session
- Instructors see results in real-time







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